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COMPARATIVE STATISTICS	
GROUP #	SAMPLE
SAMPLE	GROUP NAME
	2008
	RUN DATE : 2008

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		ARASH	JOHN W.	TOM N	GROUP	TOM H.	BENCHMARK	STEVEN	DWAYNE	ANDREW	JIM S	CHARLES		
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1	VEHICLES RETAIL	-CURR YEAR	23	80	62	92	77	93	256	70	95	96	69	1
2	VEHICLES RETAIL	-PREV YEAR	23	38	48	90	91	88	233	81	85	100	112	2
3	PERCENT CHANGE		0.0%	110.5%	29.2%	11.2%	-15.4%	5.7%	9.9%	-13.6%	11.8%	-4.0%	-38.4%	3
4														4
5	TOTAL SALES	-CURR YEAR	484,971	1,255,016	600,613	1,415,347	1,080,548	1,702,274	5,002,513	1,352,901	1,237,037	761,248	963,272	5
6	TOTAL SALES	-PREV YEAR	533,880	605,005	372,235	1,250,797	1,175,359	1,646,732	3,649,863	1,651,407	1,056,649	698,217	1,514,557	6
7	PERCENT CHANGE		-9.2%	107.4%	61.4%	17.8%	-8.1%	3.4%	37.1%	-18.1%	17.1%	9.0%	-36.4%	7
8														8
9	TOTAL OPERATING GROSS	-CURR YEAR	107,813	294,885	170,596	322,310	325,481	350,632	971,555	262,825	317,472	208,368	241,791	9
10	TOTAL OPERATING GROSS	-PREV YEAR	78,106	115,987	108,191	282,579	298,381	330,676	747,678	239,461	333,611	198,346	423,451	10
11	PERCENT CHANGE		38.0%	154.2%	57.7%	28.5%	9.1%	6.0%	29.9%	9.8%	-4.8%	5.1%	-42.9%	11
12														12
13	TOTAL EXPENSE / BEFORE OWNER	-CURR YEAR	73,100	178,073	119,830	242,461	195,948	227,629	759,023	224,071	228,954	175,823	227,323	13
14	TOTAL EXPENSE / BEFORE OWNER	-PREV YEAR	66,301	131,317	83,769	171,270	179,119	205,396	441,409	182,918	170,948	53,229	232,421	14
15	PERCENT CHANGE		10.3%	35.6%	43.0%	50.5%	9.4%	10.8%	72.0%	22.5%	33.9%	230.3%	-2.2%	15
16														16
17	CHARGE OFF / LOSS PROV. / INV. ADJ.		0	39,882	4,071	15,201	0	0	0	0	1,650	0	0	17
18	CHARGE OFF / LOSS PROV. / INV. ADJ.		0	8,604	1,987	4,323	0	0	0	0	2,378	0	0	18
19	PERCENT CHANGE		0.0%	363.5%	104.9%	145.9%	0.0%	0.0%	0.0%	0.0%	-30.6%	0.0%	0.0%	19
20														20
21	NET PROFIT PRE TAX / OWNER-C YR		34,713	76,930	46,695	74,782	129,533	123,003	212,532	38,754	86,868	32,545	14,468	21
22	NET PROFIT PRE TAX / OWNER-P YR		11,805	-23,934	22,435	109,868	119,262	125,280	306,269	56,543	160,285	145,117	191,030	22
23	PERCENT CHANGE		194.1%	131.1%	108.1%	18.2%	8.6%	-1.8%	-30.6%	-31.5%	-45.8%	-77.6%	-92.4%	23
24														24
25	TOTAL EMPLOYEES	-CURR YEAR	5	11	7	16	16	14	43	13	19	13	21	25
26	TOTAL EMPLOYEES	-PREV YEAR	5	9	6	13	13	14	26	14	12	11	21	26
27	PERCENT CHANGE		0.0%	22.2%	23.5%	29.4%	23.1%	0.0%	65.4%	-7.1%	60.9%	18.2%	0.0%	27
28														28
29	GROSS PER EMP - AVG MO	-CURR YEAR	10,781	13,404	12,185	10,033	10,171	12,523	11,297	10,109	8,580	8,014	5,757	29
30	GROSS PER EMP - AVG MO	-PREV YEAR	7,811	6,444	9,541	11,202	11,476	11,810	14,378	8,552	14,505	18,031	10,082	30
31	PERCENT CHANGE		38.0%	108.0%	27.7%	2.2%	-11.4%	6.0%	-21.4%	18.2%	-40.8%	-55.6%	-42.9%	31
32	GROSS PER REP - DOLLARS	-CURR MNTH	47,291	23,400	22,237	24,521	31,779	28,578	23,588	14,562	20,888	31,456	5,488	32
33	SALES PER REP - UNITS	-CURR MNTH	10	11	11	11	13	12	9	7	13	16	9	33
34														34
35	DIRECT EXPENSE	-CURR YEAR	40,025	61,867	64,912	99,389	57,984	97,830	343,817	121,968	99,858	50,857	53,209	35
36	DIRECT EXPENSE	-PREV YEAR	31,364	38,264	33,026	77,389	66,962	89,354	261,123	113,983	62,381	21,995	67,403	36
37	PERCENT CHANGE		27.6%	61.7%	96.5%	42.4%	-13.4%	9.5%	31.7%	7.0%	60.1%	131.2%	-21.1%	37
38														38
39	PERSONNEL EXPENSE	-CURR YEAR	25,557	84,321	37,304	103,260	108,291	87,995	297,758	35,097	111,584	121,529	107,903	39
40	PERSONNEL EXPENSE	-PREV YEAR	17,713	60,238	29,509	66,887	80,656	78,742	129,998	32,106	104,284	47,429	100,049	40
41	PERCENT CHANGE		44.3%	40.0%	26.4%	50.5%	34.3%	11.8%	129.0%	9.3%	7.0%	156.2%	7.9%	41
42														42
43	OPERATING EXPENSE	-CURR YEAR	19,933	36,666	7,965	33,989	29,808	27,480	75,288	32,612	28,612	32,181	42,840	43
44	OPERATING EXPENSE	-PREV YEAR	25,684	38,461	14,714	24,238	22,547	25,016	21,466	20,461	25,062	2,439	47,305	44
45	PERCENT CHANGE		-22.4%	-4.7%	-45.9%	166.0%	32.2%	9.8%	250.7%	59.4%	14.2%	1219.4%	-9.4%	45
46														46
47	FIXED EXPENSE	-CURR YEAR	8,691	25,544	18,149	29,682	17,865	26,786	56,014	34,394	33,900	26,256	46,321	47
48	FIXED EXPENSE	-PREV YEAR	6,675	27,054	20,020	22,130	24,954	24,746	40,594	16,368	11,221	8,366	43,914	48
49	PERCENT CHANGE		30.2%	-5.6%	-9.3%	61.8%	-28.4%	8.2%	38.0%	110.1%	202.1%	213.8%	5.5%	49
50														50
51	TOTAL EXP. PER RETAIL VEH SOLD - CURR. YR.		3,178	2,226	1,933	2,270	1,927	2,272	2,591	2,937	2,028	1,679	1,929	51
52	TOTAL EXP. PER RETAIL VEH SOLD - PREV. YR.		2,883	3,456	1,745	1,879	1,535	2,159	1,701	1,976	1,835	532	1,244	52
53	PERCENT CHANGE		10.3%	-35.6%	10.7%	43.7%	25.5%	5.2%	52.4%	48.7%	10.5%	215.4%	55.0%	53
54														54
55	# OF MONTHS SUBMITTED	-CURR YR	2	2	2	2	2	2	2	2	2	2	2	55
56	# OF MONTHS SUBMITTED	-PREV YR	2	2	2	2	2	2	2	2	2	1	2	56
57	# OF LOTS	#	1	1	1	1	0	1	1	1	0	0	0	57

	ARASH	TOM H.	STEVEN	DWAYNE	JOHN W.	BENCHMARK	GROUP	TOM N	JIM S	ANDREW	CHARLES	
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1 VEHICLES RETAIL -CURR YEAR	23	77	256	70	80	93	92	62	96	95	69	1
2 VEHICLES RETAIL -PREV YEAR	23	91	233	81	38	88	90	48	100	85	112	2
3 PERCENT CHANGE	0.0%	-15.4%	9.9%	-13.6%	110.5%	5.7%	11.2%	29.2%	-4.0%	11.8%	-38.4%	3
4												4
5 GROSS PER VEHICLE RETAIL-CURR YEAR	3,883	2,720	2,561	2,103	2,479	2,340	2,253	2,184	1,857	1,564	929	5
6 GROSS PER VEHICLE RETAIL-PREV YEAR	3,203	2,183	2,003	2,148	1,693	2,312	2,035	1,606	1,876	2,044	1,554	6
7 PERCENT CHANGE	21.2%	24.6%	27.9%	-2.1%	46.4%	1.2%	9.9%	36.0%	-1.0%	-23.5%	-40.2%	7
8												8
9 FINANCE INCOME -CURR YEAR	0	22,196	53,727	24,460	33,181	31,614	19,461	3,073	0	20,825	17,683	9
10 FINANCE INCOME -PREV YEAR	283	7,719	56,955	20,720	7,593	20,510	16,807	4,406	0	22,651	30,937	10
11 PERCENT CHANGE	-100.0%	187.6%	-5.7%	18.1%	337.0%	54.1%	39.5%	-30.3%	0.0%	-8.1%	-42.8%	11
12												12
13 SERVICE CONTRACT INCOME -CURR YEAR	6,710	34,830	63,757	34,341	5,296	29,847	24,364	7,688	19,935	25,490	21,225	13
14 SERVICE CONTRACT INCOME -PREV YEAR	2,102	21,068	51,299	15,414	6,400	27,922	19,510	16,483	1,076	22,018	39,726	14
15 PERCENT CHANGE	219.2%	65.3%	24.3%	122.8%	-17.3%	6.9%	231.4%	-53.4%	1752.7%	15.8%	-46.6%	15
16												16
17 CREDIT LIFE/A&H COMM -CURR YEAR	0	0	0	0	303	618	34	0	0	0	0	17
18 CREDIT LIFE/A&H COMM -PREV YEAR	0	0	0	0	647	0	72	0	0	0	0	18
19 PERCENT CHANGE	0.0%	0.0%	0.0%	0.0%	-53.2%	0.0%	-5.9%	0.0%	0.0%	0.0%	0.0%	19
20												20
21 GAP COMMISSION -CURR YEAR	2,880	9,167	50,075	18,664	17,458	13,342	13,592	5,508	2,906	15,292	377	21
22 GAP COMMISSION -PREV YEAR	1,140	3,131	30,793	9,767	5,299	11,864	8,276	7,949	0	13,660	2,747	22
23 PERCENT CHANGE	152.6%	192.8%	62.6%	91.1%	229.5%	12.5%	69.3%	-30.7%	0.0%	11.9%	-86.3%	23
24												24
25 OTHER F&I PRODUCTS -CURR YEAR	6,785	0	88,404	828	2,928	2,313	12,738	2,375	13,230	89	0	25
26 OTHER F&I PRODUCTS -PREV YEAR	0	0	0	4,356	7,106	3,146	1,349	676	0	0	0	26
27 PERCENT CHANGE	0.0%	0.0%	0.0%	-81.0%	-58.8%	-26.5%	12.4%	251.3%	0.0%	0.0%	0.0%	27
28												28
29 TOTAL F&I GROSS INCOME -CURR YEAR	9,590	66,193	167,559	77,465	56,238	75,421	57,450	16,269	22,841	61,607	39,285	29
30 TOTAL F&I GROSS INCOME -PREV YEAR	3,525	31,918	139,047	45,901	19,939	60,296	44,665	28,838	1,076	58,329	73,410	30
31 PERCENT CHANGE	172.1%	107.4%	20.5%	68.8%	182.1%	25.1%	276.6%	-43.6%	2022.8%	5.6%	-46.5%	31
32												32
33 TOTAL ADJUST/CHARGEBCAKS-CURR YEAR	0	0	0	0	0	6,974	178	0	0	1,599	0	33
34 TOTAL ADJUST/CHARGEBCAKS-PREV YEAR	0	0	0	0	0	2,392	221	0	0	1,985	0	34
35 PERCENT CHANGE	0.0%	0.0%	0.0%	0.0%	0.0%	191.6%	-2.2%	0.0%	0.0%	-19.4%	0.0%	35
36												36
37 NET F&I PVR -CURR YEAR	712	860	1,000	1,118	740	743	701	301	376	635	569	37
38 NET F&I PVR -PREV YEAR	153	351	597	620	712	658	486	615	11	663	655	38
39 PERCENT CHANGE	364.5%	145.1%	67.5%	80.3%	3.9%	12.9%	442.8%	-51.1%	3392.0%	-4.2%	-13.1%	39
40												40
41 TOTAL RETAIL GROSS PVR-C YR ***	4,595	3,580	3,561	3,221	3,218	3,083	2,955	2,485	2,233	2,199	1,499	41
42 TOTAL RETAIL GROSS PVR-P YR	3,356	2,533	2,600	2,769	2,405	2,970	2,521	2,221	1,887	2,707	2,210	42
43 PERCENT CHANGE	36.9%	41.3%	37.0%	16.3%	33.8%	3.8%	16.1%	11.9%	18.3%	-18.7%	-32.2%	43
44												44
45 SERVICE GROSS -CURR YEAR	0	45,672	78,504	16,910	0	27,066	58,832	0	0	48,215	104,857	45
46 SERVICE GROSS -PREV YEAR	0	64,324	55,432	19,799	0	27,066	56,225	0	0	30,099	111,473	46
47 PERCENT CHANGE	0.0%	-29.0%	41.6%	-14.6%	0.0%	0.0%	10.5%	0.0%	0.0%	60.2%	-5.9%	47
48												48
49 HOURS PER R.O. -CURR YEAR	0.00	0.00	2.17	0.00	0.00	1.84	1.53	0.00	0.00	1.45	0.96	49
50 HOURS PER R.O. -PREV YEAR	0.00	1.78	1.48	0.00	0.00	1.84	1.77	0.00	0.00	2.93	0.88	50
51 PERCENT CHANGE	0.0%	-100.0%	46.8%	0.0%	0.0%	0.0%	-23.7%	0.0%	0.0%	-50.5%	9.0%	51
52												52
53												53
54												54
55 # OF MONTHS SUBMITTED -CURR YR	2	2	2	2	2	2	2	2	2	2	2	55
56 # OF MONTHS SUBMITTED -PREV YR	2	2	2	2	2	2	2	2	1	2	2	56
57 # OF LOTS #	1	0	1	1	1	1	1	1	0	1	0	57

	ARASH	TOM H.	STEVEN	BENCHMARK	JOHN W.	TOM N	GROUP	DWAYNE	JIM S	ANDREW	CHARLES		
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1	CURRENT YEAR											1	
2	-----											2	
3	\$7,000 AND UNDER											3	
4	MONTH UNITS/GROSS PER UNIT	0/0	5/1,334	1/1,630	3/1,742	1/1,456	4/1,960	4/927	1/-499	17/1,253	4/664	7/544	4
5	YTD UNITS/GROSS PER UNIT	0/0	10/1,715	5/1,226	5/1,685	2/1,419	11/2,095	12/999	1/-499	39/1,236	13/515	11/287	5
6	GROSS PROFIT MARGIN %	0.0%	33.6%	25.8%	27.9%	24.3%	35.5%	15.7%	-41.7%	33.3%	9.7%	5.3%	6
7	RECON PER UNIT	0	827	28	374	423	528	413	197	564	546	191	7
8	% OF TOTAL SALES	0.0%	12.2%	0.9%	4.7%	2.9%	16.5%	15.5%	0.2%	54.7%	14.5%	22.3%	8
9													9
10	\$7,001 TO \$10,000												10
11	MONTH UNITS/GROSS PER UNIT	0/0	6/2,457	13/1,237	4/1,872	5/2,118	14/1,985	6/1,257	2/823	7/2,979	7/30	3/-311	11
12	YTD UNITS/GROSS PER UNIT	1/2,005	7/2,228	19/1,249	7/1,917	14/1,739	28/2,071	11/1,604	4/1,662	8/2,824	14/80	7/574	12
13	GROSS PROFIT MARGIN %	21.7%	26.2%	13.5%	21.2%	19.6%	23.5%	18.1%	18.3%	32.9%	1.0%	6.4%	13
14	RECON PER UNIT	0	790	242	437	360	746	486	207	708	534	299	14
15	% OF TOTAL SALES	2.1%	14.2%	6.9%	9.9%	30.8%	62.8%	22.0%	7.2%	25.9%	24.5%	23.2%	15
16													16
17	\$10,001 TO \$13,000												17
18	MONTH UNITS/GROSS PER UNIT	3/4,886	4/3,024	27/2,146	4/2,229	4/2,716	5/2,891	7/2,450	5/1,592	2/2,243	14/1,879	3/674	18
19	YTD UNITS/GROSS PER UNIT	6/4,201	10/3,164	46/2,013	8/2,203	8/2,573	6/2,958	13/2,477	13/1,764	3/2,334	17/1,929	8/1,355	19
20	GROSS PROFIT MARGIN %	33.9%	26.7%	17.4%	17.3%	22.5%	26.2%	21.2%	14.9%	20.2%	17.5%	11.8%	20
21	RECON PER UNIT	190	616	244	440	502	683	525	440	1,208	512	328	21
22	% OF TOTAL SALES	17.2%	28.2%	20.8%	16.0%	22.6%	17.3%	24.8%	30.5%	13.1%	39.2%	34.1%	22
23													23
24	\$13,001 TO \$16,000												24
25	MONTH UNITS/GROSS PER UNIT	2/4,776	2/4,210	21/3,003	4/2,367	1/3,073	1/1,998	4/2,560	8/1,893	0/0	3/3,083	1/1,000	25
26	YTD UNITS/GROSS PER UNIT	5/3,532	7/3,657	46/2,673	8/2,343	3/3,430	1/1,998	11/2,625	13/2,009	0/0	5/2,464	4/1,236	26
27	GROSS PROFIT MARGIN %	24.3%	24.2%	18.2%	15.0%	24.1%	15.1%	18.2%	13.6%	0.0%	17.5%	9.0%	27
28	RECON PER UNIT	206	426	287	431	731	477	428	377	0	527	393	28
29	% OF TOTAL SALES	16.8%	25.3%	26.4%	19.6%	10.6%	3.4%	19.5%	38.1%	0.0%	14.8%	20.4%	29
30													30
31	\$16,001 TO \$19,000												31
32	MONTH UNITS/GROSS PER UNIT	1/3,763	0/0	18/3,371	4/2,866	3/2,935	0/0	3/1,575	1/4,107	0/0	0/0	0/0	32
33	YTD UNITS/GROSS PER UNIT	3/3,551	1/2,986	36/3,101	8/2,691	5/3,001	0/0	7/2,468	2/3,986	1/445	2/208	0/0	33
34	GROSS PROFIT MARGIN %	19.8%	17.6%	18.1%	14.7%	17.7%	0.0%	14.3%	23.1%	2.6%	1.3%	0.0%	34
35	RECON PER UNIT	190	1,539	295	398	253	0	610	772	655	567	0	35
36	% OF TOTAL SALES	12.5%	4.1%	24.0%	23.0%	21.0%	0.0%	11.7%	6.8%	6.4%	7.0%	0.0%	36
37													37
38	\$19,001 AND OVER												38
39	MONTH UNITS/GROSS PER UNIT	4/4,455	3/2,849	14/3,795	4/2,644	1/1,905	0/0	3/2,042	1/5,378	0/0	0/0	0/0	39
40	YTD UNITS/GROSS PER UNIT	8/4,223	3/2,849	24/3,733	8/2,621	2/1,949	0/0	8/3,090	4/2,693	0/0	0/0	0/0	40
41	GROSS PROFIT MARGIN %	15.2%	12.8%	16.7%	12.3%	8.0%	0.0%	13.0%	12.5%	0.0%	0.0%	0.0%	41
42	RECON PER UNIT	1,018	307	264	420	56	0	394	324	0	0	0	42
43	% OF TOTAL SALES	51.4%	16.0%	20.9%	26.8%	12.1%	0.0%	23.5%	17.1%	0.0%	0.0%	0.0%	43
44													44
45	TOTAL RETAIL CAR SALES	23	38	176	44	34	46	54	37	51	51	30	45
46	AVERAGE GROSS PCR ***	3,883	2,671	2,538	2,289	2,263	2,191	2,099	1,999	1,534	1,046	765	46
47	AVERAGE RECON PCR	473	668	262	419	396	680	479	391	626	530	279	47
48													48
49	% RTL OTHER GROSS PROFIT MARGIN	20.7%	24.2%	17.4%	15.8%	19.0%	25.7%	19.0%	14.7%	29.5%	11.2%	8.5%	49
50													50
51	% RTL OTHER UNITS TO TOTAL	100.0%	49.4%	68.8%	47.3%	42.5%	74.2%	59.8%	52.9%	53.1%	53.7%	43.5%	51
52													52
53	PREVIOUS YEAR												53
54	-----												54
55	TOTAL RETAIL CAR SALES	23	39	122	42	16	33	43	34	21	46	56	55
56	AVERAGE GROSS PCR	3,203	2,210	1,986	2,265	1,805	1,569	2,002	1,964	1,810	1,882	1,589	56
57	AVERAGE RECON PCR	334	734	523	370	235	321	452	343	460	587	531	57

	TOM N	STEVEN	TOM H.	DWAYNE	BENCHMARK	GROUP	JIM S	ANDREW	JOHN W.	CHARLES	ARASH		
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1	CURRENT YEAR											1	
2	-----											2	
3	\$7,000 AND UNDER											3	
4	MONTH UNITS/GROSS PER UNIT	0/0	0/0	4/2,244	0/0	3/1,945	1/765	3/1,685	0/0	1/3,327	3/-368	0/0	4
5	YTD UNITS/GROSS PER UNIT	0/0	1/1,076	7/2,041	0/0	5/1,742	4/1,320	6/1,460	0/0	2/2,491	4/-470	0/0	5
6	GROSS PROFIT MARGIN %	0.0%	19.2%	43.5%	0.0%	22.9%	24.2%	31.2%	0.0%	37.7%	-10.4%	0.0%	6
7	RECON PER UNIT	0	0	836	0	428	385	510	0	8	188	0	7
8	% OF TOTAL SALES	0.0%	0.4%	13.9%	0.0%	5.1%	11.5%	25.4%	0.0%	5.3%	12.7%	0.0%	8
9												9	
10	\$7,001 TO \$10,000											10	
11	MONTH UNITS/GROSS PER UNIT	1/3,616	2/1,119	4/2,731	0/0	4/1,876	1/1,406	1/1,996	1/1,923	1/486	2/781	0/0	11
12	YTD UNITS/GROSS PER UNIT	1/3,616	4/2,638	6/2,805	0/0	6/1,915	3/1,957	3/2,117	2/1,521	2/216	3/788	0/0	12
13	GROSS PROFIT MARGIN %	38.1%	27.1%	31.8%	0.0%	21.7%	21.4%	23.5%	16.9%	2.5%	10.1%	0.0%	13
14	RECON PER UNIT	444	232	874	0	515	526	516	534	832	251	0	14
15	% OF TOTAL SALES	100.0%	2.7%	22.4%	0.0%	7.1%	26.2%	24.5%	10.8%	6.8%	16.3%	0.0%	15
16												16	
17	\$10,001 TO \$13,000											17	
18	MONTH UNITS/GROSS PER UNIT	0/0	3/2,526	0/0	1/2,405	4/2,274	1/1,190	2/2,751	2/2,475	0/0	2/554	0/0	18
19	YTD UNITS/GROSS PER UNIT	0/0	8/2,450	1/4,051	3/1,885	8/2,266	3/2,209	2/2,751	3/2,116	0/0	3/0	0/0	19
20	GROSS PROFIT MARGIN %	0.0%	21.1%	33.8%	14.9%	19.7%	18.5%	22.9%	18.2%	0.0%	0.0%	0.0%	20
21	RECON PER UNIT	0	645	949	561	519	775	1,195	522	0	0	0	21
22	% OF TOTAL SALES	0.0%	6.6%	5.1%	15.0%	12.3%	15.5%	21.7%	20.9%	0.0%	23.7%	0.0%	22
23												23	
24	\$13,001 TO \$16,000											24	
25	MONTH UNITS/GROSS PER UNIT	0/0	7/3,114	2/3,552	1/4,280	3/2,483	2/1,871	0/0	3/2,817	3/2,436	1/639	0/0	25
26	YTD UNITS/GROSS PER UNIT	0/0	16/2,955	4/2,807	1/4,280	6/2,430	5/2,474	1/2,760	5/2,479	5/1,399	1/639	0/0	26
27	GROSS PROFIT MARGIN %	0.0%	20.6%	19.7%	30.6%	16.2%	17.0%	19.4%	15.1%	9.3%	4.6%	0.0%	27
28	RECON PER UNIT	0	741	969	197	471	539	510	527	291	0	0	28
29	% OF TOTAL SALES	0.0%	16.2%	24.2%	5.5%	12.1%	21.1%	12.8%	49.1%	30.1%	9.6%	0.0%	29
30												30	
31	\$16,001 TO \$19,000											31	
32	MONTH UNITS/GROSS PER UNIT	0/0	7/3,639	1/1,433	0/0	5/2,681	1/1,229	1/3,461	0/0	3/2,527	0/0	0/0	32
33	YTD UNITS/GROSS PER UNIT	0/0	16/2,727	2/3,460	0/0	10/2,589	6/2,998	1/3,461	0/0	4/2,346	0/0	0/0	33
34	GROSS PROFIT MARGIN %	0.0%	15.7%	19.7%	0.0%	14.2%	17.3%	20.0%	0.0%	13.7%	0.0%	0.0%	34
35	RECON PER UNIT	0	429	1,030	0	500	531	493	0	171	0	0	35
36	% OF TOTAL SALES	0.0%	19.7%	14.8%	0.0%	24.4%	19.4%	15.6%	0.0%	27.4%	0.0%	0.0%	36
37												37	
38	\$19,001 AND OVER											38	
39	MONTH UNITS/GROSS PER UNIT	0/0	15/3,946	0/0	5/2,681	7/2,786	3/1,075	0/0	1/701	3/2,345	0/0	0/0	39
40	YTD UNITS/GROSS PER UNIT	0/0	34/2,573	2/2,175	7/2,445	14/2,725	8/2,146	0/0	1/701	3/2,345	2/2,638	0/0	40
41	GROSS PROFIT MARGIN %	0.0%	11.3%	9.4%	8.5%	13.0%	8.4%	0.0%	2.2%	9.3%	9.8%	0.0%	41
42	RECON PER UNIT	0	366	1,185	331	453	586	0	500	382	752	0	42
43	% OF TOTAL SALES	0.0%	54.4%	19.6%	79.4%	39.1%	40.1%	0.0%	19.3%	30.3%	37.7%	0.0%	43
44												44	
45	TOTAL RETAIL TRUCK SALES	1	79	22	11	49	21	13	11	16	13	0	45
46	AVERAGE GROSS PTR ***	3,616	2,653	2,621	2,459	2,387	2,219	2,064	2,044	1,802	492	0	46
47	AVERAGE RECON PTR	444	472	925	381	480	488	615	524	310	231	0	47
48												48	
49	% RTL OTHER GROSS PROFIT MARGIN	38.1%	14.8%	24.4%	10.7%	15.6%	15.7%	24.3%	13.4%	11.5%	4.5%	0.0%	49
50												50	
51	% RTL OTHER UNITS TO TOTAL	1.6%	30.9%	28.6%	15.7%	52.7%	15.6%	13.5%	11.6%	20.0%	18.8%	0.0%	51
52												52	
53	PREVIOUS YEAR											53	
54	-----											54	
55	TOTAL RETAIL TRUCK SALES	3	59	38	19	46	23	29	8	9	17	0	55
56	AVERAGE GROSS PTR	1,788	1,954	2,113	2,440	2,354	1,976	1,924	2,107	1,817	1,666	0	56
57	AVERAGE RECON PTR	107	461	952	317	435	546	565	619	669	680	0	57

	JOHN W.	TOM H.	JIM S	ANDREW	DWAYNE	TOM N	GROUP	CHARLES	BENCHMARK	ARASH	STEVEN		
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1	CURRENT YEAR											1	
2	-----											2	
3	\$7,000 AND UNDER											3	
4	MONTH UNITS/GROSS PER UNIT	1/0	1/60	4/1,505	1/1,352	0/0	1/263	0/0	0/0	0/0	1/-547	4	
5	YTD UNITS/GROSS PER UNIT	1/0	3/1,473	14/1,542	2/1,378	1/199	3/708	2/203	0/0	0/0	1/-547	5	
6	GROSS PROFIT MARGIN %	0.0%	26.4%	34.9%	34.5%	2.8%	14.4%	6.5%	0.0%	0.0%	-18.5%	6	
7	RECON PER UNIT	0	1,027	506	534	1,138	0	769	639	0	0	7	
8	% OF TOTAL SALES	0.7%	7.8%	23.6%	1.9%	1.9%	0.0%	19.7%	2.2%	0.0%	0.0%	100.0%	8
9												9	
10	\$7,001 TO \$10,000											10	
11	MONTH UNITS/GROSS PER UNIT	4/4,313	2/2,544	5/2,188	5/503	0/0	5/2,085	3/1,442	7/1,343	0/0	0/0	0/0	11
12	YTD UNITS/GROSS PER UNIT	7/3,816	3/2,325	9/2,237	7/1,013	0/0	8/2,111	8/2,114	12/1,183	0/0	0/0	0/0	12
13	GROSS PROFIT MARGIN %	44.4%	24.8%	25.0%	12.2%	0.0%	23.1%	23.9%	14.1%	0.0%	0.0%	0.0%	13
14	RECON PER UNIT	103	636	634	519	0	596	459	266	0	0	0	14
15	% OF TOTAL SALES	14.1%	13.1%	30.7%	13.8%	0.0%	48.1%	25.9%	35.7%	0.0%	0.0%	0.0%	15
16												16	
17	\$10,001 TO \$13,000											17	
18	MONTH UNITS/GROSS PER UNIT	3/4,103	3/1,835	4/2,024	3/2,055	1/2,005	3/1,585	2/1,575	2/568	0/0	0/0	0/0	18
19	YTD UNITS/GROSS PER UNIT	4/3,816	5/2,378	4/2,024	6/2,053	2/3,074	7/2,017	4/2,276	2/568	0/0	0/0	0/0	19
20	GROSS PROFIT MARGIN %	31.7%	20.6%	18.6%	16.8%	26.8%	17.9%	19.6%	5.1%	0.0%	0.0%	0.0%	20
21	RECON PER UNIT	373	830	599	534	262	600	533	0	0	0	0	21
22	% OF TOTAL SALES	11.3%	26.9%	16.7%	17.3%	6.3%	51.9%	19.8%	7.9%	0.0%	0.0%	0.0%	22
23												23	
24	\$13,001 TO \$16,000											24	
25	MONTH UNITS/GROSS PER UNIT	3/434	2/2,429	1/1,988	7/2,943	3/1,829	0/0	2/1,197	2/1,147	0/0	0/0	0/0	25
26	YTD UNITS/GROSS PER UNIT	7/1,249	2/2,429	4/4,545	14/2,928	5/2,325	0/0	7/2,611	7/2,190	0/0	0/0	0/0	26
27	GROSS PROFIT MARGIN %	8.3%	16.9%	31.4%	19.9%	15.7%	0.0%	17.9%	15.2%	0.0%	0.0%	0.0%	27
28	RECON PER UNIT	511	929	1,387	534	420	0	706	456	0	0	0	28
29	% OF TOTAL SALES	24.8%	13.4%	22.1%	48.7%	20.3%	0.0%	27.5%	35.9%	0.0%	0.0%	0.0%	29
30												30	
31	\$16,001 TO \$19,000											31	
32	MONTH UNITS/GROSS PER UNIT	2/2,727	1/224	1/5,227	1/1,763	3/1,694	0/0	1/1,344	2/463	0/0	0/0	0/0	32
33	YTD UNITS/GROSS PER UNIT	5/3,736	1/224	1/5,227	3/2,545	8/2,176	0/0	4/2,524	3/1,236	0/0	0/0	0/0	33
34	GROSS PROFIT MARGIN %	21.0%	1.2%	29.0%	14.9%	12.2%	0.0%	14.3%	7.2%	0.0%	0.0%	0.0%	34
35	RECON PER UNIT	384	918	493	545	365	0	486	213	0	0	0	35
36	% OF TOTAL SALES	20.9%	8.5%	6.9%	12.2%	39.2%	0.0%	17.6%	18.2%	0.0%	0.0%	0.0%	36
37												37	
38	\$19,001 AND OVER											38	
39	MONTH UNITS/GROSS PER UNIT	3/5,377	0/0	0/0	0/0	4/2,038	0/0	1/824	0/0	0/0	0/0	0/0	39
40	YTD UNITS/GROSS PER UNIT	6/3,851	3/7,296	0/0	1/1,980	6/1,802	0/0	4/3,732	0/0	0/0	0/0	0/0	40
41	GROSS PROFIT MARGIN %	19.3%	33.4%	0.0%	7.7%	9.2%	0.0%	17.4%	0.0%	0.0%	0.0%	0.0%	41
42	RECON PER UNIT	292	753	0	567	111	0	431	0	0	0	0	42
43	% OF TOTAL SALES	28.1%	30.4%	0.0%	6.1%	32.3%	0.0%	24.2%	0.0%	0.0%	0.0%	0.0%	43
44												44	
45	TOTAL RETAIL OTHER SALES	30	17	32	33	22	15	22	26	0	0	1	45
46	AVERAGE GROSS POR ***	3,084	2,956	2,288	2,205	2,100	2,067	1,936	1,338	0	0	-547	46
47	AVERAGE RECON POR	315	834	663	532	334	598	514	320	0	0	0	47
48												48	
49	% RTL OTHER GROSS PROFIT MARGIN	21.7%	23.3%	28.0%	17.2%	12.7%	20.4%	13.0%	12.4%	0.0%	0.0%	-18.5%	49
50												50	
51	% RTL OTHER UNITS TO TOTAL	37.5%	22.1%	33.3%	34.7%	31.4%	24.2%	24.6%	37.7%	0.0%	0.0%	0.4%	51
52												52	
53	PREVIOUS YEAR											53	
54	-----											54	
55	TOTAL RETAIL OTHER SALES	13	14	50	31	28	12	30	39	0	0	52	55
56	AVERAGE GROSS POR	1,470	2,295	1,876	2,268	2,175	1,663	1,913	1,455	0	0	2,100	56
57	AVERAGE RECON POR	410	798	541	588	401	234	492	399	0	0	565	57

	DWAYNE	STEVEN	TOM H.	BENCHMARK	JOHN W.	ARASH	GROUP	ANDREW	CHARLES	JIM S	TOM N	
1 YEAR TO DATE												1
2												2
3 # FINANCED / # RETAIL	59/70	226/256	35/77	74/93	71/80	0/23	81/92	86/95	32/69	0/96	56/62	3
4 % PENETRATION	84.3%	88.3%	45.5%	79.6%	88.8%	0.0%	76.3%	90.5%	46.4%	0.0%	90.3%	4
5												5
6 FINANCE GROSS INCOME	24,460	53,727	22,196	31,614	33,181	0	19,461	20,825	17,683	0	3,073	6
7 PER FINANCED VEHICLE	415	238	634	427	467	0	289	242	553	0	55	7
8 LESS ADJUSTMENTS	0	0	0	-3,914	0	0	-19	-169	0	0	0	8
9 FINANCE INCOME RETAINED	24,460	53,727	22,196	27,700	33,181	0	19,442	20,656	17,683	0	3,073	9
10 % FINANCE GROSS INCOME	100.0%	100.0%	100.0%	87.6%	100.0%	0.0%	77.7%	99.2%	100.0%	0.0%	100.0%	10
11 PER RETAIL VEHICLE	349	210	288	298	415	0	198	217	256	0	50	11
12												12
13 # EXT SERV CONT / # RETAIL	33/70	107/256	41/77	46/93	7/80	7/23	38/92	51/95	48/69	33/96	13/62	13
14 % PENETRATION	47.1%	41.8%	53.2%	49.5%	8.8%	30.4%	40.0%	53.7%	69.6%	34.4%	21.0%	14
15 EXT SERV CONTRACT INCOME	34,341	63,757	34,830	29,847	5,296	6,710	24,364	25,490	21,225	19,935	7,688	15
16 PER CONTRACT	1,041	596	850	649	757	959	704	500	442	604	591	16
17 LESS ADJUSTMENTS	0	0	0	-2,006	0	0	-146	-1,312	0	0	0	17
18 EXT SERV CONT RETAINED	34,341	63,757	34,830	27,841	5,296	6,710	24,218	24,178	21,225	19,935	7,688	18
19 PER RETAIL VEHICLE	491	249	452	299	66	292	272	255	308	208	124	19
20												20
21 # CREDIT LIFE / # A&H INS	0/0	0/0	0/0	2/1	0/1	0/0	0/0	0/0	0/0	0/0	0/0	21
22 % PENETRATION CL/A&H	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	2.7%/1.4%	0.0%/1.4%	0.0%/0.0%	0.0%/0.2%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	22
23 CREDIT LIFE & A&H GROSS INCOME	0	0	0	618	303	0	34	0	0	0	0	23
24 PER INSURED VEHICLE	0	0	0	206	303	0	34	0	0	0	0	24
25 LESS ADJUSTMENTS	0	0	0	-21	0	0	0	0	0	0	0	25
26 CREDIT LIFE & A&H INCOME RETAINED	0	0	0	597	303	0	34	0	0	0	0	26
27 PER RETAIL VEHICLE	0	0	0	6	4	0	0	0	0	0	0	27
28												28
29 # GAP INSURANCE / # FINANCED	36/59	111/226	21/35	50/74	34/71	8/0	31/63	36/86	3/32	6/0	24/56	29
30 % PENETRATION	61.0%	49.1%	60.0%	67.6%	47.9%	0.0%	34.7%	41.9%	9.4%	0.0%	42.9%	30
31 GAP INSURANCE GROSS INCOME	18,664	50,075	9,167	13,342	17,458	2,880	13,592	15,292	377	2,906	5,508	31
32 PER INSURED VEHICLE	518	451	437	267	513	360	394	425	126	484	230	32
33 LESS ADJUSTMENTS	0	0	0	-1,033	0	0	-13	-118	0	0	0	33
34 GAP INSURANCE INCOME RETAINED	18,664	50,075	9,167	12,309	17,458	2,880	13,579	15,174	377	2,906	5,508	34
35 PER RETAIL VEHICLE	267	196	119	132	218	125	134	160	5	30	89	35
36												36
37 # OTHER / # FINANCED	3/59	254/226	0/35	16/74	12/71	23/0	33/63	1/86	0/32	0/0	1/56	37
38 % PENETRATION	5.1%	112.4%	0.0%	21.6%	16.9%	0.0%	15.3%	1.2%	0.0%	0.0%	1.8%	38
39 OTHER GROSS INCOME	828	88,404	0	2,313	2,928	6,785	12,738	89	0	13,230	2,375	39
40 PER INSURED VEHICLE	276	348	0	145	244	295	403	89	0	0	2,375	40
41 LESS ADJUSTMENTS	0	0	0	-125	0	0	27	242	0	0	0	41
42 OTHER INCOME RETAINED	828	88,404	0	2,188	2,928	6,785	12,765	331	0	13,230	2,375	42
43 PER RETAIL VEHICLE	12	345	0	24	37	295	96	3	0	138	38	43
44												44
45 NET F&I INCOME BEFORE COMP	78,293	255,963	66,193	69,083	59,166	16,375	70,037	60,339	39,285	36,071	18,644	45
46 PER VEHICLE RETAIL -CURR YR***	1,118	1,000	860	743	740	712	701	635	569	376	301	46
47 PER VEHICLE RETAIL -PREV YR	620	597	351	658	712	153	486	663	655	11	615	47
48 PERCENT CHANGE	80.3%	67.5%	145.1%	12.9%	3.9%	364.5%	442.8%	-4.2%	-13.1%	3392.0%	-51.1%	48
49												49
50 F&I COMPENSATION (MEMO) \$	14,875	0	12,891	11,462	10,300	0	7,438	10,300	8,100	10,480	0	50
51 % NET F&I INCOME	19.0%	0.0%	19.5%	16.6%	17.4%	0.0%	13.6%	17.1%	20.6%	29.1%	0.0%	51
52												52
53												53
54												54
55												55
56 # OF MONTHS SUBMITTED	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	56
57 # OF LOTS	# 1	# 1	# 0	# 1	# 1	# 1	# 1	# 1	# 0	# 0	# 1	57

	BENCHMARK	CHARLES	STEVEN	ANDREW	DWAYNE	GROUP	TOM H.	JOHN W.	ARASH	JIM S	TOM N	
1	CURRENT MONTH-----											1
2	SERVICE SALES	26,041	109,153	78,993	59,129	23,119	68,474	71,974	0	0	0	2
3	SERVICE GROSS	13,533	53,223	41,829	28,604	9,901	29,574	14,313	0	0	0	3
4	GROSS AS % OF SALES	52.0%	48.8%	53.0%	48.4%	42.8%	42.6%	19.9%	0.0%	0.0%	0.0%	4
5	REPAIR ORDER COUNT	105	705	373	265	0	448	0	0	0	0	5
6	PREVIOUS MONTH-----											6
7	SERVICE SALES	26,041	108,562	94,016	48,591	15,593	67,593	71,205	0	0	0	7
8	SERVICE GROSS	13,533	51,634	36,675	19,611	7,009	29,258	31,359	0	0	0	8
9	GROSS AS % OF SALES	52.0%	47.6%	39.0%	40.4%	44.9%	43.2%	44.0%	0.0%	0.0%	0.0%	9
10	PRIOR MONTH-----											10
11	SERVICE SALES	26,041	80,448	63,061	31,446	13,289	51,610	69,808	0	0	0	11
12	SERVICE GROSS	13,533	36,114	40,427	12,660	-1,397	23,236	28,378	0	0	0	12
13	GROSS AS % OF SALES	52.0%	44.9%	64.1%	40.3%	-10.5%	35.9%	40.7%	0.0%	0.0%	0.0%	13
14	AVERAGE MONTH-----											14
15	SERVICE SALES	26,041	108,858	86,505	53,860	19,356	68,034	71,590	0	0	0	15
16	SERVICE GROSS	13,533	52,429	39,252	24,108	8,455	29,416	22,836	0	0	0	16
17	GROSS AS % OF SALES	52.0%	48.2%	45.4%	44.8%	43.7%	42.8%	31.9%	0.0%	0.0%	0.0%	17
18												18
19	CURRENT YEAR TO DATE-----											19
20	CUSTOMER LABOR SALES	19,320	66,342	26,513	18,137	38,712	36,953	35,060	0	0	0	20
21	GROSS PROFIT %	58.1%	63.9%	65.2%	62.1%	43.7%	55.9%	44.7%	0.0%	0.0%	0.0%	21
22	LABOR RATE	70.00	79.99	35.00	60.34	0.00	56.88	52.19	0.00	0.00	0.00	22
23	REPAIR ORDER COUNT	120	379	319	289	0	329	0	0	0	0	23
24	HOURS PER CUSTOMER R.O.	2.30	2.19	2.37	1.04	0.00	1.87	0.00	0.00	0.00	0.00	24
25												25
26	EXT WARRANTY LABOR SALES	4,550	14,162	5,492	4,124	0	7,926	0	0	0	0	26
27	GROSS PROFIT %	58.1%	72.6%	55.4%	67.0%	0.0%	65.0%	0.0%	0.0%	0.0%	0.0%	27
28	LABOR RATE	70.00	79.99	35.00	60.34	0.00	56.88	52.19	0.00	0.00	0.00	28
29	REPAIR ORDER COUNT	26	39	14	12	0	22	0	0	0	0	29
30	HOURS PER CUSTOMER R.O.	2.50	4.54	11.21	5.70	0.00	7.15	0.00	0.00	0.00	0.00	30
31												31
32	INTERNAL LABOR SALES	7,812	22,942	60,501	25,998	0	33,456	24,384	0	0	0	32
33	GROSS PROFIT %	58.1%	69.5%	61.4%	62.6%	0.0%	58.3%	39.5%	0.0%	0.0%	0.0%	33
34	LABOR RATE	70.00	79.99	35.00	60.34	0.00	56.88	52.19	0.00	0.00	0.00	34
35	REPAIR ORDER COUNT	62	224	399	246	0	290	0	0	0	0	35
36	HOURS PER CUSTOMER R.O.	1.80	1.28	4.33	1.75	0.00	2.45	0.00	0.00	0.00	0.00	36
37												37
38	SUBLET REPAIRS	2,962	10,693	5,964	4,642	0	5,655	1,320	0	0	0	38
39	GROSS PROFIT %	28.0%	7.8%	6.5%	18.5%	0.0%	14.5%	25.1%	0.0%	0.0%	0.0%	39
40												40
41	TOTAL LABOR SALES	31,682	103,446	92,506	50,175	38,712	68,857	59,444	0	0	0	41
42	TOTAL LABOR GROSS	18,408	68,594	57,490	32,236	16,910	40,107	25,307	0	0	0	42
43	GROSS AS % OF SALES	58.1%	66.3%	62.1%	64.2%	43.7%	55.8%	42.6%	0.0%	0.0%	0.0%	43
44												44
45	PARTS SALES	17,438	103,576	74,539	52,903	0	78,358	82,415	0	0	0	45
46	PARTS GROSS	7,830	35,428	20,624	15,122	0	22,802	20,034	0	0	0	46
47	GROSS AS % OF SALES	44.9%	34.2%	27.7%	28.6%	0.0%	28.7%	24.3%	0.0%	0.0%	0.0%	47
48												48
49	TOTAL SERVICE SALES	52,082	217,715	173,009	107,720	38,712	136,067	143,179	0	0	0	49
50	TOTAL SERVICE GROSS	27,066	104,857	78,504	48,215	16,910	58,832	45,672	0	0	0	50
51	GROSS AS % OF SALES***	52.0%	48.2%	45.4%	44.8%	43.7%	42.8%	31.9%	0.0%	0.0%	0.0%	51
52	PREVIOUS YEAR TO DATE-----											52
53	TOTAL LABOR SALES	31,682	107,583	107,545	26,852	33,324	68,920	69,295	0	0	0	53
54	TOTAL LABOR GROSS	18,408	76,006	55,432	22,653	19,799	42,413	38,173	0	0	0	54
55	GROSS AS % OF SALES	58.1%	70.6%	51.5%	84.4%	59.4%	64.2%	55.1%	0.0%	0.0%	0.0%	55
56	- MEMO - TECHNICIAN COUNT #	2	7	4	4	1	4	3	0	2	0	56
57	# OF LOTS #	1	0	1	1	1	1	0	1	0	1	57

	TOM H.	JOHN W.	JIM S	BENCHMARK	GROUP	STEVEN	ARASH	TOM N	CHARLES	ANDREW	DWAYNE	
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1 YEAR TO DATE-----												1
2												2
3 # RETAIL UNITS	77	80	96	93	92	256	23	62	69	95	70	3
4 RETAIL VEHICLE GROSS	275,623	257,459	214,368	286,731	272,964	911,661	105,688	154,040	103,418	208,934	225,483	4
5 PER VEHICLE RETAIL	3,580	3,218	2,233	3,083	2,955	3,561	4,595	2,485	1,499	2,199	3,221	5
6												6
7 TOTAL VEHICLE GROSS	264,759	247,110	208,368	273,410	262,701	893,051	107,813	147,858	95,622	196,303	203,421	7
8 PER VEHICLE RETAIL	3,438	3,089	2,171	2,940	2,846	3,488	4,688	2,385	1,386	2,066	2,906	8
9												9
10 TOTAL OPERATING GROSS	325,481	294,885	208,368	350,632	322,310	971,555	107,813	170,596	241,791	317,472	262,825	10
11 PER VEHICLE RETAIL	4,227	3,686	2,171	3,770	3,546	3,795	4,688	2,752	3,504	3,342	3,755	11
12												12
13 SALES COMMISSION-TOTAL	38,148	18,021	24,060	36,627	40,144	133,344	17,568	29,650	18,975	43,894	37,638	13
14 PER VEHICLE RETAIL	495	225	251	394	445	521	764	478	275	462	538	14
15 % RETAIL VEHICLE GROSS	13.8%	7.0%	11.2%	12.8%	15.4%	14.6%	16.6%	19.2%	18.3%	21.0%	16.7%	15
16 % TOTAL OPERATING GROSS	11.7%	6.1%	11.5%	10.4%	12.5%	13.7%	16.3%	17.4%	7.8%	13.8%	14.3%	16
17												17
18 POLICY EXPENSE-VEHICLE	6,927	1,791	1,405	5,800	5,908	27,023	2,027	3,141	2,265	8,590	0	18
19 PER VEHICLE RETAIL	90	22	15	62	55	106	88	51	33	90	0	19
20 % RETAIL VEHICLE GROSS	2.5%	0.7%	0.7%	2.0%	1.9%	3.0%	1.9%	2.0%	2.2%	4.1%	0.0%	20
21												21
22 ADVERTISING EXPENSE	7,512	21,015	16,102	32,701	34,665	130,286	10,336	26,621	19,354	30,979	49,777	22
23 PER VEHICLE RETAIL	98	263	168	352	359	509	449	429	280	326	711	23
24 % RETAIL VEHICLE GROSS	2.7%	8.2%	7.5%	11.4%	12.8%	14.3%	9.8%	17.3%	18.7%	14.8%	22.1%	24
25												25
26 INTEREST-FLOOR PLAN	0	10,171	304	13,000	10,196	36,373	9,912	3,603	7,251	6,126	18,026	26
27 PER VEHICLE RETAIL	0	127	3	140	132	142	431	58	105	64	258	27
28 % RETAIL VEHICLE GROSS	0.0%	4.0%	0.1%	4.5%	4.2%	4.0%	9.4%	2.3%	7.0%	2.9%	8.0%	28
29												29
30 USED VEHICLE MAINTENANCE	0	7,448	7,446	3,278	3,639	0	0	1,339	0	5,141	11,377	30
31 PER VEHICLE RETAIL	0	93	78	35	45	0	0	22	0	54	163	31
32 % RETAIL VEHICLE GROSS	0.0%	2.9%	3.5%	1.1%	1.6%	0.0%	0.0%	0.9%	0.0%	2.5%	5.0%	32
33												33
34 TRANSPORTATION/FREIGHT	0	0	0	1,698	2,462	15,991	0	0	-5	3,570	2,606	34
35 PER VEHICLE RETAIL	0	0	0	18	15	62	0	0	0	38	37	35
36 % RETAIL VEHICLE GROSS	0.0%	0.0%	0.0%	0.6%	0.5%	1.8%	0.0%	0.0%	0.0%	1.7%	1.2%	36
37												37
38 TOTAL DIRECT EXPENSE	52,587	58,446	49,317	93,104	97,014	343,017	39,843	64,354	47,840	98,300	119,424	38
39 PER VEHICLE RETAIL	683	731	514	1,001	1,052	1,340	1,732	1,038	693	1,035	1,706	39
40 % RETAIL VEHICLE GROSS ***	19.1%	22.7%	23.0%	32.5%	36.5%	37.6%	37.7%	41.8%	46.3%	47.0%	53.0%	40
41 % TOTAL VEHICLE GROSS	19.9%	23.7%	23.7%	34.1%	38.3%	38.4%	37.0%	43.5%	50.0%	50.1%	58.7%	41
42 % TOTAL OPERATING GROSS	16.2%	19.8%	23.7%	26.6%	29.5%	35.3%	37.0%	37.7%	19.8%	31.0%	45.4%	42
43												43
44 CURRENT MONTH SNAPSHOT-----												44
45												45
46 SALES COMMISSION-TOTAL	21,707	9,488	15,355	18,966	23,086	87,221	7,648	16,701	10,176	21,686	17,794	46
47 % RETAIL VEHICLE GROSS	7.9%	3.7%	7.2%	6.6%	8.3%	9.6%	7.2%	10.8%	9.8%	10.4%	7.9%	47
48 % TOTAL OPERATING GROSS	6.7%	3.2%	7.4%	5.4%	6.8%	9.0%	7.1%	9.8%	4.2%	6.8%	6.8%	48
49												49
50 POLICY EXPENSE-VEHICLE	4,497	716	125	2,832	3,053	13,636	1,536	1,272	973	4,719	0	50
51 % RETAIL VEHICLE GROSS	1.6%	0.3%	0.1%	1.0%	1.0%	1.5%	1.5%	0.8%	0.9%	2.3%	0.0%	51
52												52
53 ADVERTISING EXPENSE	3,792	9,393	11,613	17,856	19,288	77,082	3,218	14,861	10,960	17,750	24,923	53
54 % RETAIL VEHICLE GROSS	1.4%	3.6%	5.4%	6.2%	6.9%	8.5%	3.0%	9.6%	10.6%	8.5%	11.1%	54
55												55
56 # OF MONTHS SUBMITTED #	2	2	2	2	2	2	2	2	2	2	2	56
57 # OF LOTS #	0	1	0	1	1	1	1	1	0	1	1	57

	DWAYNE	ARASH	STEVEN	TOM N	BENCHMARK	TOM H.	GROUP	JOHN W.	ANDREW	CHARLES	JIM S	
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1 USED VEHICLE OPERATION												1
2 -----												2
3 TOTAL VEHICLE GROSS	203,421	107,813	893,051	147,858	273,410	264,759	262,701	247,110	196,303	95,622	208,368	3
4 TOTAL OPERATING GROSS	262,825	107,813	971,555	170,596	350,632	325,481	322,310	294,885	317,472	241,791	208,368	4
5												5
6 SUPERVISION COMPENSATION	0	0	94,185	16,252	29,510	30,213	22,750	34,657	16,191	13,250	0	6
7 % OF TOTAL VEHICLE GROSS	0.0%	0.0%	10.5%	11.0%	10.8%	11.4%	7.7%	14.0%	8.2%	13.9%	0.0%	7
8 % OF TOTAL OPER GROSS	0.0%	0.0%	9.7%	9.5%	8.4%	9.3%	5.6%	11.8%	5.1%	5.5%	0.0%	8
9 PER VEHICLE RETAIL	0	0	368	262	317	392	202	433	170	192	0	9
10												10
11 USED VEHICLE BUYER	3,545	0	14,550	0	1,583	0	2,111	0	0	0	900	11
12 % OF TOTAL VEHICLE GROSS	1.7%	0.0%	1.6%	0.0%	0.6%	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%	12
13 % OF TOTAL OPER GROSS	1.3%	0.0%	1.5%	0.0%	0.5%	0.0%	0.4%	0.0%	0.0%	0.0%	0.4%	13
14												14
15 CLERICAL SALARIES	5,576	320	17,355	7,335	9,612	6,466	6,508	4,000	5,347	6,017	6,160	15
16 % OF TOTAL VEHICLE GROSS	2.7%	0.3%	1.9%	5.0%	3.5%	2.4%	2.9%	1.6%	2.7%	6.3%	3.0%	16
17 % OF TOTAL OPER GROSS	2.1%	0.3%	1.8%	4.3%	2.7%	2.0%	2.1%	1.4%	1.7%	2.5%	3.0%	17
18												18
19 OTHER SALARIES & WAGES	0	4,075	3,910	850	7,705	10,751	4,698	2,488	2,000	4,606	13,600	19
20 % OF TOTAL VEHICLE GROSS	0.0%	3.8%	0.4%	0.6%	2.8%	4.1%	2.5%	1.0%	1.0%	4.8%	6.5%	20
21 % OF TOTAL OPER GROSS	0.0%	3.8%	0.4%	0.5%	2.2%	3.3%	2.0%	0.8%	0.6%	1.9%	6.5%	21
22												22
23 BDC DEPARTMENT	255	0	21,028	0	2,147	0	2,870	0	4,543	0	0	23
24 % OF TOTAL VEHICLE GROSS	0.1%	0.0%	2.4%	0.0%	0.8%	0.0%	0.5%	0.0%	2.3%	0.0%	0.0%	24
25 % OF TOTAL OPER GROSS	0.1%	0.0%	2.2%	0.0%	0.6%	0.0%	0.4%	0.0%	1.4%	0.0%	0.0%	25
26												26
27 PAYROLL TAXES	9,000	0	33,623	4,367	8,620	9,299	12,382	7,451	13,887	8,994	24,815	27
28 % OF TOTAL VEHICLE GROSS	4.4%	0.0%	3.8%	3.0%	3.2%	3.5%	5.1%	3.0%	7.1%	9.4%	11.9%	28
29 % OF TOTAL OPER GROSS	3.4%	0.0%	3.5%	2.6%	2.5%	2.9%	3.9%	2.5%	4.4%	3.7%	11.9%	29
30												30
31 EMPLOYEE BENEFITS	1,970	56	17,780	0	6,429	3,683	4,869	5,400	4,309	4,227	6,394	31
32 % OF TOTAL VEHICLE GROSS	1.0%	0.1%	2.0%	0.0%	2.4%	1.4%	1.8%	2.2%	2.2%	4.4%	3.1%	32
33 % OF TOTAL OPER GROSS	0.7%	0.1%	1.8%	0.0%	1.8%	1.1%	1.3%	1.8%	1.4%	1.7%	3.1%	33
34												34
35 PENSION FUNDING	0	0	2,188	0	537	1,749	477	0	0	352	0	35
36 % OF TOTAL VEHICLE GROSS	0.0%	0.0%	0.2%	0.0%	0.2%	0.7%	0.1%	0.0%	0.0%	0.4%	0.0%	36
37 % OF TOTAL OPER GROSS	0.0%	0.0%	0.2%	0.0%	0.2%	0.5%	0.1%	0.0%	0.0%	0.1%	0.0%	37
38												38
39 DPTL PERSONNEL EXPENSE EXCL. SVC.	20,346	25,557	216,105	37,304	78,173	80,161	77,873	84,321	81,277	48,921	106,869	39
40 % OF TOTAL VEHICLE GROSS ***	10.0%	23.7%	24.2%	25.2%	28.6%	30.3%	32.4%	34.1%	41.4%	51.2%	51.3%	40
41 % OF TOTAL OPER GROSS	7.7%	23.7%	22.2%	21.9%	22.3%	24.6%	25.1%	28.6%	25.6%	20.2%	51.3%	41
42												42
43												43
44 TOTAL PERSONNEL EXPENSE	35,097	25,557	297,758	37,304	87,995	108,291	103,260	84,321	111,584	107,903	121,529	44
45 % OF TOTAL VEHICLE GROSS	17.3%	23.7%	33.3%	25.2%	32.2%	40.9%	44.7%	34.1%	56.8%	112.8%	58.3%	45
46 % OF TOTAL OPER GROSS	13.4%	23.7%	30.6%	21.9%	25.1%	33.3%	32.2%	28.6%	35.1%	44.6%	58.3%	46
47												47
48 TOTAL COMPENSATION INC. SALES/F&I	72,735	43,125	431,102	66,954	124,622	146,439	143,405	102,342	155,478	126,878	145,589	48
49 % OF TOTAL OPER GROSS	27.7%	40.0%	44.4%	39.2%	35.5%	45.0%	44.7%	34.7%	49.0%	52.5%	69.9%	49
50												50
51												51
52												52
53												53
54												54
55												55
56 # OF MONTHS SUBMITTED	#	2	2	2	2	2	2	2	2	2	2	56
57 # OF LOTS	#	1	1	1	1	0	1	1	1	0	0	57

	BENCHMARK	CHARLES	TOM H.	ANDREW	GROUP	DWAYNE	STEVEN	JIM S	JOHN W.	TOM N	ARASH		
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1	SERVICE OPERATION											1	
2	-----											2	
3	TOTAL GROSS - SERVICE	27,066	104,857	45,672	48,215	58,832	16,910	78,504	0	0	0	3	
4	TOTAL OPERATING GROSS	350,632	241,791	325,481	317,472	322,310	262,825	971,555	208,368	294,885	170,596	107,813	4
5													5
6	SERVICE SUPERVISION	3,467	14,852	9,000	10,234	11,372	8,000	14,775	0	0	0	0	6
7	% OF TOTAL SERVICE GROSS	12.8%	14.2%	19.7%	21.2%	24.2%	47.3%	18.8%	0.0%	0.0%	0.0%	0.0%	7
8	% OF TOTAL OPER GROSS	1.0%	6.1%	2.8%	3.2%	3.3%	3.0%	1.5%	0.0%	0.0%	0.0%	0.0%	8
9													9
10	CLERICAL SALARIES	1,142	13,369	5,229	3,194	6,437	0	3,957	0	0	0	0	10
11	% OF TOTAL SERVICE GROSS	4.2%	12.7%	11.4%	6.6%	9.0%	0.0%	5.0%	0.0%	0.0%	0.0%	0.0%	11
12	% OF TOTAL OPER GROSS	0.3%	5.5%	1.6%	1.0%	2.1%	0.0%	0.4%	0.0%	0.0%	0.0%	0.0%	12
13	PER R.O.	5	10	0	6	6	0	4	0	0	0	0	13
14													14
15	OTHER SALARIES & WAGES	1,091	2,981	6,672	6,879	8,448	0	17,260	0	0	0	0	15
16	% OF TOTAL SERVICE GROSS	4.0%	2.8%	14.6%	14.3%	13.4%	0.0%	22.0%	0.0%	0.0%	0.0%	0.0%	16
17	% OF TOTAL OPER GROSS	0.3%	1.2%	2.0%	2.2%	1.8%	0.0%	1.8%	0.0%	0.0%	0.0%	0.0%	17
18	PER R.O.	5	2	0	12	10	0	17	0	0	0	0	18
19													19
20	ABSENTEE COMPENSATION	0	1,950	0	0	1,950	0	0	0	0	0	0	20
21	% OF TOTAL SERVICE GROSS	0.0%	1.9%	0.0%	0.0%	1.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	21
22	% OF TOTAL OPER GROSS	0.0%	0.8%	0.0%	0.0%	0.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22
23													23
24	PAYROLL TAXES	1,899	8,994	3,395	0	5,324	2,261	6,644	0	0	0	0	24
25	% OF TOTAL SERVICE GROSS	7.0%	8.6%	7.4%	0.0%	9.5%	13.4%	8.5%	0.0%	0.0%	0.0%	0.0%	25
26	% OF TOTAL OPER GROSS	0.5%	3.7%	1.0%	0.0%	1.6%	0.9%	0.7%	0.0%	0.0%	0.0%	0.0%	26
27													27
28	EMPLOYEE BENEFITS	666	4,227	3,834	0	4,550	0	5,589	0	0	0	0	28
29	% OF TOTAL SERVICE GROSS	2.5%	4.0%	8.4%	0.0%	6.5%	0.0%	7.1%	0.0%	0.0%	0.0%	0.0%	29
30	% OF TOTAL OPER GROSS	0.2%	1.7%	1.2%	0.0%	1.2%	0.0%	0.6%	0.0%	0.0%	0.0%	0.0%	30
31													31
32	TECHNICIAN WAGES	1,032	782	0	0	12,601	4,490	30,470	14,660	0	0	0	32
33	% OF TOTAL SERVICE GROSS	3.8%	0.7%	0.0%	0.0%	22.0%	26.6%	38.8%	0.0%	0.0%	0.0%	0.0%	33
34	% OF TOTAL OPER GROSS	0.3%	0.3%	0.0%	0.0%	3.1%	1.7%	3.1%	7.0%	0.0%	0.0%	0.0%	34
35													35
36	PENSION FUNDING	93	352	0	0	471	0	590	0	0	0	0	36
37	% OF TOTAL SERVICE GROSS	0.3%	0.3%	0.0%	0.0%	0.5%	0.0%	0.8%	0.0%	0.0%	0.0%	0.0%	37
38	% OF TOTAL OPER GROSS	0.0%	0.1%	0.0%	0.0%	0.1%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	38
39													39
40	SVC PERSONNEL EXPENSE	9,822	58,982	28,130	30,307	38,081	14,751	81,653	14,660	0	0	0	40
41	% OF TOTAL SERVICE GROSS ***	36.3%	56.2%	61.6%	62.9%	74.4%	87.2%	104.0%	0.0%	0.0%	0.0%	0.0%	41
42	% OF TOTAL OPER GROSS	2.8%	24.4%	8.6%	9.5%	10.6%	5.6%	8.4%	7.0%	0.0%	0.0%	0.0%	42
43													43
44													44
45	TOTAL PERSONNEL EXPENSE	87,995	107,903	108,291	111,584	103,260	35,097	297,758	121,529	84,321	37,304	25,557	45
46	% OF TOTAL VEHICLE GROSS	32.2%	112.8%	40.9%	56.8%	44.7%	17.3%	33.3%	58.3%	34.1%	25.2%	23.7%	46
47	% OF TOTAL OPER GROSS	25.1%	44.6%	33.3%	35.1%	32.2%	13.4%	30.6%	58.3%	28.6%	21.9%	23.7%	47
48													48
49													49
50													50
51													51
52													52
53													53
54													54
55													55
56	# OF MONTHS SUBMITTED	#	2	2	2	2	2	2	2	2	2	2	56
57	# OF LOTS	#	0	0	1	1	1	1	0	1	1	1	57

	STEVEN	TOM H.	TOM N	BENCHMARK	ANDREW	JOHN W.	GROUP	DWAYNE	ARASH	JIM S	CHARLES	
	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	
1 YEAR TO DATE-----												1
2 DATA PROCESSING	16,390	1,146	1,782	3,072	2,990	5,446	4,143	490	1,838	2,694	4,510	2
3 % TOTAL OPERATING GROSS	1.7%	0.4%	1.0%	0.9%	0.9%	1.8%	1.2%	0.2%	1.7%	1.3%	1.9%	3
4 OUTSIDE SERVICES	15,913	1,158	0	5,503	5,177	8,351	5,436	6,843	0	4,655	6,828	4
5 % TOTAL OPERATING GROSS	1.6%	0.4%	0.0%	1.6%	1.6%	2.8%	1.6%	2.6%	0.0%	2.2%	2.8%	5
6 SERVICE ADVERTISING	0	165	0	226	730	0	410	0	0	0	2,797	6
7 % TOTAL OPERATING GROSS	0.0%	0.1%	0.0%	0.1%	0.2%	0.0%	0.2%	0.0%	0.0%	0.0%	1.2%	7
8 TRAVEL & ENTERTAINMENT	867	4,435	285	1,049	941	899	3,100	8,452	2,957	7,897	1,168	8
9 % TOTAL OPERATING GROSS	0.1%	1.4%	0.2%	0.3%	0.3%	0.3%	1.4%	3.2%	2.7%	3.8%	0.5%	9
10 DUES/PUBL/MBERSHIPS	6,999	1,358	600	917	683	1,713	2,473	5,028	3,950	1,822	100	10
11 % TOTAL OPERATING GROSS	0.7%	0.4%	0.4%	0.3%	0.2%	0.6%	1.0%	1.9%	3.7%	0.9%	0.0%	11
12 LEGAL/AUDIT	1,020	2,820	0	1,689	62	6,842	1,361	0	1,505	0	0	12
13 % TOTAL OPERATING GROSS	0.1%	0.9%	0.0%	0.5%	0.0%	2.3%	0.5%	0.0%	1.4%	0.0%	0.0%	13
14 TELEPHONE	5,475	3,047	986	2,490	1,676	2,610	2,630	2,660	2,527	3,157	1,532	14
15 % TOTAL OPERATING GROSS	0.6%	0.9%	0.6%	0.7%	0.5%	0.9%	1.0%	1.0%	2.3%	1.5%	0.6%	15
16 OFFICE SUPPLIES	6,004	1,801	149	3,187	2,995	3,917	3,982	5,869	3,217	7,778	4,108	16
17 % TOTAL OPERATING GROSS	0.6%	0.6%	0.1%	0.9%	0.9%	1.3%	1.6%	2.2%	3.0%	3.7%	1.7%	17
18 TRAINING	2,761	0	0	3,385	3,957	352	1,038	715	0	900	661	18
19 % TOTAL OPERATING GROSS	0.3%	0.0%	0.0%	1.0%	1.2%	0.1%	0.3%	0.3%	0.0%	0.4%	0.3%	19
20 OTHER SUPPLIES	3,857	4,518	0	2,413	4,547	492	2,102	312	1,103	1,656	2,433	20
21 % TOTAL OPERATING GROSS	0.4%	1.4%	0.0%	0.7%	1.4%	0.2%	0.7%	0.1%	1.0%	0.8%	1.0%	21
22 BANK/CREDIT CARD FEES	3,201	4,255	500	1,022	463	846	2,085	1,320	1,202	691	6,285	22
23 % TOTAL OPERATING GROSS	0.3%	1.3%	0.3%	0.3%	0.1%	0.3%	0.8%	0.5%	1.1%	0.3%	2.6%	23
24 INTEREST-OTHER	0	0	2,755	636	1,602	3,780	1,175	513	1,000	0	925	24
25 % TOTAL OPERATING GROSS	0.0%	0.0%	1.6%	0.2%	0.5%	1.3%	0.5%	0.2%	0.9%	0.0%	0.4%	25
26 REPAIRS-EQUIPMENT	648	0	0	514	225	523	235	0	0	500	216	26
27 % TOTAL OPERATING GROSS	0.1%	0.0%	0.0%	0.1%	0.1%	0.2%	0.1%	0.0%	0.0%	0.2%	0.1%	27
28 EQUIPMENT RENTAL	65	0	0	372	0	0	119	410	0	431	166	28
29 % TOTAL OPERATING GROSS	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.2%	0.0%	0.2%	0.1%	29
30 POLICY EXPENSE-SERVICE	667	979	0	508	2,564	0	791	0	0	0	2,907	30
31 % TOTAL OPERATING GROSS	0.1%	0.3%	0.0%	0.1%	0.8%	0.0%	0.3%	0.0%	0.0%	0.0%	1.2%	31
32 MISCELLANEOUS	11,421	4,126	908	610	0	895	2,910	0	634	0	8,204	32
33 % TOTAL OPERATING GROSS	1.2%	1.3%	0.5%	0.2%	0.0%	0.3%	0.8%	0.0%	0.6%	0.0%	3.4%	33
34												34
35 TOTAL OPERATING EXPENSE	75,288	29,808	7,965	27,480	28,612	36,666	33,989	32,612	19,933	32,181	42,840	35
36 % TOTAL OPERATING GROSS	7.7%	9.2%	4.7%	7.8%	9.0%	12.4%	11.9%	12.4%	18.5%	15.4%	17.7%	36
37												37
38 RENT	40,796	11,400	16,536	17,469	20,000	18,106	20,669	31,600	4,000	15,886	27,700	38
39 % TOTAL OPERATING GROSS	4.2%	3.5%	9.7%	5.0%	6.3%	6.1%	7.2%	12.0%	3.7%	7.6%	11.5%	39
40 PER VEHICLE RETAIL	159	148	267	188	211	226	245	451	174	165	401	40
41 REPAIRS-REAL ESTATE	3,291	660	0	1,475	1,124	0	2,104	60	3,082	6,703	4,017	41
42 % TOTAL OPERATING GROSS	0.3%	0.2%	0.0%	0.4%	0.4%	0.0%	1.0%	0.0%	2.9%	3.2%	1.7%	42
43 TAXES-REAL ESTATE	2,385	0	0	1,032	0	204	680	0	500	0	3,032	43
44 % TOTAL OPERATING GROSS	0.2%	0.0%	0.0%	0.3%	0.0%	0.1%	0.2%	0.0%	0.5%	0.0%	1.3%	44
45 TAXES-OTHER	25	150	0	191	887	303	182	0	0	0	272	45
46 % TOTAL OPERATING GROSS	0.0%	0.0%	0.0%	0.1%	0.3%	0.1%	0.1%	0.0%	0.0%	0.0%	0.1%	46
47 DEPRECIATION	0	400	0	1,257	9,259	810	1,163	0	0	0	0	47
48 % TOTAL OPERATING GROSS	0.0%	0.1%	0.0%	0.4%	2.9%	0.3%	0.4%	0.0%	0.0%	0.0%	0.0%	48
49 INSURANCE-BUILDING-INV	2,967	5,397	558	5,718	1,558	4,661	3,533	2,950	182	2,795	10,729	49
50 % TOTAL OPERATING GROSS	0.3%	1.7%	0.3%	1.6%	0.5%	1.6%	1.3%	1.1%	0.2%	1.3%	4.4%	50
51 UTILITIES	7,350	5,255	1,613	4,370	2,630	4,881	3,724	2,328	1,109	2,412	5,940	51
52 % TOTAL OPERATING GROSS	0.8%	1.6%	0.9%	1.2%	0.8%	1.7%	1.3%	0.9%	1.0%	1.2%	2.5%	52
53												53
54 TOTAL FIXED EXPENSE	56,014	17,865	18,149	26,786	33,900	25,544	29,682	34,394	8,691	26,256	46,321	54
55 % TOTAL OPERATING GROSS	5.8%	5.5%	10.6%	7.6%	10.7%	8.7%	10.5%	13.1%	8.1%	12.6%	19.2%	55
56 TOTAL EXPENSE - FIXED & OPER	131,302	47,673	26,114	54,266	62,512	62,210	63,671	67,006	28,624	58,437	89,161	56
57 % TOTAL OPERATING GROSS ***	13.5%	14.6%	15.3%	15.5%	19.7%	21.1%	22.4%	25.5%	26.5%	28.0%	36.9%	57

	STEVEN	TOM H.	BENCHMARK	DWAYNE	JOHN W.	GROUP	ANDREW	ARASH	CHARLES	JIM S	TOM N	
1 YEAR TO DATE												1
2												2
3 # FINANCED / # RETAIL	111/129	21/40	39/49	27/36	38/42	44/47	50/52	0/10	32/35	0/48	29/33	3
4 % PENETRATION	86.0%	52.5%	79.6%	75.0%	90.5%	82.8%	96.2%	0.0%	91.4%	0.0%	87.9%	4
5												5
6 FINANCE GROSS INCOME	32,231	12,611	21,359	9,504	20,503	10,661	12,570	0	6,870	0	1,662	6
7 PER FINANCED VEHICLE	290	601	548	352	540	256	251	0	215	0	57	7
8 LESS ADJUSTMENTS	0	0	-3,267	0	0	-18	-162	0	0	0	0	8
9 FINANCE INCOME RETAINED	32,231	12,611	18,092	9,504	20,503	10,643	12,408	0	6,870	0	1,662	9
10 % FINANCE GROSS INCOME	100.0%	100.0%	84.7%	100.0%	100.0%	77.6%	98.7%	0.0%	100.0%	0.0%	100.0%	10
11 PER RETAIL VEHICLE	250	315	369	264	488	200	239	0	196	0	50	11
12												12
13 # EXT SERV CONT / # RETAIL	54/129	21/40	23/49	13/36	3/42	19/47	32/52	1/10	28/35	16/48	7/33	13
14 % PENETRATION	41.9%	52.5%	46.9%	36.1%	7.1%	38.2%	61.5%	10.0%	80.0%	33.3%	21.2%	14
15 EXT SERV CONTRACT INCOME	32,911	18,462	15,886	12,746	2,300	12,318	15,840	1,611	12,460	10,210	4,322	15
16 PER CONTRACT	609	879	691	980	767	782	495	1,611	445	638	617	16
17 LESS ADJUSTMENTS	0	0	-1,528	0	0	-100	-904	0	0	0	0	17
18 EXT SERV CONT RETAINED	32,911	18,462	14,358	12,746	2,300	12,218	14,936	1,611	12,460	10,210	4,322	18
19 PER RETAIL VEHICLE	255	462	293	354	55	253	287	161	356	213	131	19
20												20
21 # CREDIT LIFE / # A&H INS	0/0	0/0	2/1	0/0	0/0	0/0	0/0	0/0	0/0	0/0	0/0	21
22 % PENETRATION CL/A&H	0.0%/0.0%	0.0%/0.0%	5.1%/2.6%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	0.0%/0.0%	22
23 CREDIT LIFE & A&H GROSS INCOME	0	0	618	0	0	0	0	0	0	0	0	23
24 PER INSURED VEHICLE	0	0	521	0	0	0	0	0	0	0	0	24
25 LESS ADJUSTMENTS	0	0	21	0	0	0	0	0	0	0	0	25
26 CREDIT LIFE & A&H INCOME RETAINED	0	0	597	0	0	0	0	0	0	0	0	26
27 PER RETAIL VEHICLE	0	0	12	0	0	0	0	0	0	0	0	27
28												28
29 # GAP INSURANCE / # FINANCED	62/111	13/21	26/39	13/27	18/38	17/34	18/50	4/0	1/32	6/0	17/29	29
30 % PENETRATION	55.9%	61.9%	66.7%	48.1%	47.4%	34.6%	36.0%	0.0%	3.1%	0.0%	58.6%	30
31 GAP INSURANCE GROSS INCOME	26,761	5,930	7,410	6,190	8,854	7,197	9,187	1,440	111	2,906	3,393	31
32 PER INSURED VEHICLE	432	456	285	476	492	391	510	360	111	484	200	32
33 LESS ADJUSTMENTS	0	0	-962	0	0	-41	-369	0	0	0	0	33
34 GAP INSURANCE INCOME RETAINED	26,761	5,930	6,448	6,190	8,854	7,156	8,818	1,440	111	2,906	3,393	34
35 PER RETAIL VEHICLE	207	148	132	172	211	135	170	144	3	61	103	35
36												36
37 # OTHER / # FINANCED	127/111	0/21	5/39	0/27	6/38	16/34	0/50	10/0	0/32	0/0	0/29	37
38 % PENETRATION	114.4%	0.0%	12.8%	0.0%	15.8%	14.5%	0.0%	0.0%	0.0%	0.0%	0.0%	38
39 OTHER GROSS INCOME	50,596	0	740	0	1,464	7,582	0	2,950	0	13,230	0	39
40 PER INSURED VEHICLE	398	0	148	0	244	104	0	295	0	0	0	40
41 LESS ADJUSTMENTS	0	0	-104	0	0	0	0	0	0	0	0	41
42 OTHER INCOME RETAINED	50,596	0	636	0	1,464	7,582	0	2,950	0	13,230	0	42
43 PER RETAIL VEHICLE	392	0	13	0	35	111	0	295	0	276	0	43
44												44
45 NET F&I INCOME BEFORE COMP	142,499	37,003	40,131	28,440	33,121	37,599	36,162	6,001	19,441	26,346	9,377	45
46 PER VEHICLE RETAIL ***	1,105	925	819	790	789	699	695	600	555	549	284	46
47 PER VEHICLE RETAIL - AVG YTD	1,000	860	743	1,118	740	701	635	712	569	376	301	47
48 PERCENT CHANGE	10.5%	7.6%	10.3%	-29.4%	6.6%	3.0%	9.5%	-15.7%	-2.4%	46.1%	-5.5%	48
49												49
50 F&I COMPENSATION (MEMO) \$	0	7,591	6,856	6,700	5,962	3,913	5,000	0	3,600	6,361	0	50
51 % NET F&I INCOME	0.0%	20.5%	17.1%	23.6%	18.0%	13.2%	13.8%	0.0%	18.5%	24.1%	0.0%	51
52												52
53												53
54												54
55												55
56 # OF MONTHS SUBMITTED #	2	2	2	2	2	2	2	2	2	2	2	56
57 # OF LOTS #	1	0	1	1	1	1	1	1	0	0	1	57

	JOHN W.	TOM H.	JIM S	BENCHMARK	ARASH	GROUP	STEVEN	ANDREW	TOM N	DWAYNE	CHARLES	
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1	CURRENT MONTH-----											
2												
3	# RETAIL UNITS	42	40	48	49	10	47	129	52	33	36	35
4	RETAIL VEHICLE GROSS	147,993	131,644	121,269	156,061	51,792	145,669	510,772	123,009	80,249	102,997	41,293
5	PER VEHICLE RETAIL	3,524	3,291	2,526	3,185	5,179	3,035	3,959	2,366	2,432	2,861	1,180
6												
7	TOTAL VEHICLE GROSS	146,094	124,750	114,354	147,585	53,292	140,085	496,316	115,864	77,752	94,552	37,793
8	PER VEHICLE RETAIL	3,478	3,119	2,382	3,012	5,329	2,939	3,847	2,228	2,356	2,626	1,080
9												
10	TOTAL OPERATING GROSS	162,536	146,106	114,354	185,294	53,292	169,813	538,145	188,970	91,236	125,480	108,195
11	PER VEHICLE RETAIL	3,870	3,653	2,382	3,782	5,329	3,598	4,172	3,634	2,765	3,486	3,091
12												
13	SALES COMMISSION-TOTAL	9,488	21,707	15,355	18,966	7,648	23,086	87,221	21,686	16,701	17,794	10,176
14	PER VEHICLE RETAIL	226	543	320	387	765	471	676	417	506	494	291
15	% RETAIL VEHICLE GROSS	6.4%	16.5%	12.7%	12.2%	14.8%	16.4%	17.1%	17.6%	20.8%	17.3%	24.6%
16	% TOTAL OPERATING GROSS	5.8%	14.9%	13.4%	10.2%	14.4%	13.1%	16.2%	11.5%	18.3%	14.2%	9.4%
17												
18	POLICY EXPENSE-VEHICLE	716	4,497	125	2,832	1,536	3,053	13,636	4,719	1,272	0	973
19	PER VEHICLE RETAIL	17	112	3	58	154	61	106	91	39	0	28
20	% RETAIL VEHICLE GROSS	0.5%	3.4%	0.1%	1.8%	3.0%	1.9%	2.7%	3.8%	1.6%	0.0%	2.4%
21												
22	ADVERTISING EXPENSE	9,393	3,792	11,613	17,856	3,218	19,288	77,082	17,750	14,861	24,923	10,960
23	PER VEHICLE RETAIL	224	95	242	364	322	364	598	341	450	692	313
24	% RETAIL VEHICLE GROSS	6.3%	2.9%	9.6%	11.4%	6.2%	13.8%	15.1%	14.4%	18.5%	24.2%	26.5%
25												
26	INTEREST-FLOOR PLAN	5,277	0	0	7,497	4,465	4,938	18,503	1,790	1,822	9,515	3,073
27	PER VEHICLE RETAIL	126	0	0	153	447	129	143	34	55	264	88
28	% RETAIL VEHICLE GROSS	3.6%	0.0%	0.0%	4.8%	8.6%	4.0%	3.6%	1.5%	2.3%	9.2%	7.4%
29												
30	USED VEHICLE MAINTENANCE	3,875	0	2,609	1,871	0	1,778	0	3,355	698	5,469	0
31	PER VEHICLE RETAIL	92	0	54	38	0	43	0	65	21	152	0
32	% RETAIL VEHICLE GROSS	2.6%	0.0%	2.2%	1.2%	0.0%	1.5%	0.0%	2.7%	0.9%	5.3%	0.0%
33												
34	TRANSPORTATION/FREIGHT	0	0	0	833	0	1,055	8,101	892	0	734	-235
35	PER VEHICLE RETAIL	0	0	0	17	0	10	63	17	0	20	-7
36	% RETAIL VEHICLE GROSS	0.0%	0.0%	0.0%	0.5%	0.0%	0.3%	1.6%	0.7%	0.0%	0.7%	-0.6%
37												
38	TOTAL DIRECT EXPENSE	28,749	29,996	29,702	49,855	16,867	53,198	204,543	50,192	35,354	58,435	24,947
39	PER VEHICLE RETAIL	685	750	619	1,017	1,687	1,078	1,586	965	1,071	1,623	713
40	% RETAIL VEHICLE GROSS	19.4%	22.8%	24.5%	31.9%	32.6%	37.9%	40.0%	40.8%	44.1%	56.7%	60.4%
41	% TOTAL VEHICLE GROSS	19.7%	24.0%	26.0%	33.8%	31.7%	39.9%	41.2%	43.3%	45.5%	61.8%	66.0%
42	% TOTAL OPERATING GROSS	17.7%	20.5%	26.0%	26.9%	31.7%	29.9%	38.0%	26.6%	38.8%	46.6%	23.1%
43												
44	YEAR TO DATE SNAPSHOT-----											
45												
46	SALES COMMISSION-TOTAL	18,021	38,148	24,060	36,627	17,568	40,144	133,344	43,894	29,650	37,638	18,975
47	% RETAIL VEHICLE GROSS	5916600.1%	6619300.2%	3607100.1%	6908300.2%	1637500.2%	7003655.8%	25596300.2%	6033900.3%	1864400.2%	7829300.3%	3928500.3%
48	% TOTAL OPERATING GROSS	6.1%	11.7%	11.5%	10.4%	16.3%	12.5%	13.7%	13.8%	17.4%	14.3%	7.8%
49												
50	POLICY EXPENSE-VEHICLE	1,791	6,927	1,405	5,800	2,027	5,908	27,023	8,590	3,141	0	2,265
51	% RETAIL VEHICLE GROSS	5916600.0%	6619300.0%	3607100.0%	6908300.0%	1637500.0%	7003655.6%	25596300.0%	6033900.1%	1864400.0%	7829300.0%	3928500.0%
52												
53	ADVERTISING EXPENSE	21,015	7,512	16,102	32,701	10,336	34,665	130,286	30,979	26,621	49,777	19,354
54	% RETAIL VEHICLE GROSS	5916600.1%	6619300.0%	3607100.1%	6908300.2%	1637500.1%	7003655.7%	25596300.2%	6033900.2%	1864400.2%	7829300.3%	3928500.3%
55												
56	# OF MONTHS SUBMITTED	#	2	2	2	2	2	2	2	2	2	2
57	# OF LOTS	#	1	0	0	1	1	1	1	1	1	0

	DWAYNE	TOM N	STEVEN	JOHN W.	ARASH	BENCHMARK	GROUP	ANDREW	TOM H.	JIM S	CHARLES	
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1 USED VEHICLE OPERATION												1
2 -----												2
3 TOTAL VEHICLE GROSS	94,552	77,752	496,316	146,094	53,292	147,585	140,085	115,864	124,750	114,354	37,793	3
4 TOTAL OPERATING GROSS	125,480	91,236	538,145	162,536	53,292	185,294	169,813	188,970	146,106	114,354	108,195	4
5												5
6 SUPERVISION COMPENSATION	0	7,328	46,098	17,066	0	15,689	11,377	8,838	16,367	0	6,700	6
7 % OF TOTAL VEHICLE GROSS	0.0%	9.4%	9.3%	11.7%	0.0%	10.6%	7.7%	7.6%	13.1%	0.0%	17.7%	7
8 % OF TOTAL OPER GROSS	0.0%	8.0%	8.6%	10.5%	0.0%	8.5%	5.5%	4.7%	11.2%	0.0%	6.2%	8
9 PER VEHICLE RETAIL	0	222	357	406	0	320	195	170	409	0	191	9
10												10
11 USED VEHICLE BUYER	2,300	0	7,050	0	0	1,583	1,139	0	0	900	0	11
12 % OF TOTAL VEHICLE GROSS	2.4%	0.0%	1.4%	0.0%	0.0%	1.1%	0.5%	0.0%	0.0%	0.8%	0.0%	12
13 % OF TOTAL OPER GROSS	1.8%	0.0%	1.3%	0.0%	0.0%	0.9%	0.4%	0.0%	0.0%	0.8%	0.0%	13
14												14
15 CLERICAL SALARIES	2,442	3,673	5,951	2,000	320	4,749	2,838	2,418	3,545	2,520	2,672	15
16 % OF TOTAL VEHICLE GROSS	2.6%	4.7%	1.2%	1.4%	0.6%	3.2%	2.7%	2.1%	2.8%	2.2%	7.1%	16
17 % OF TOTAL OPER GROSS	1.9%	4.0%	1.1%	1.2%	0.6%	2.6%	1.9%	1.3%	2.4%	2.2%	2.5%	17
18												18
19 OTHER SALARIES & WAGES	0	600	1,770	1,150	2,475	3,994	2,534	1,000	5,864	7,800	2,144	19
20 % OF TOTAL VEHICLE GROSS	0.0%	0.8%	0.4%	0.8%	4.6%	2.7%	2.7%	0.9%	4.7%	6.8%	5.7%	20
21 % OF TOTAL OPER GROSS	0.0%	0.7%	0.3%	0.7%	4.6%	2.2%	2.2%	0.5%	4.0%	6.8%	2.0%	21
22												22
23 BDC DEPARTMENT	0	0	8,997	0	0	2,147	1,219	1,972	0	0	0	23
24 % OF TOTAL VEHICLE GROSS	0.0%	0.0%	1.8%	0.0%	0.0%	1.5%	0.4%	1.7%	0.0%	0.0%	0.0%	24
25 % OF TOTAL OPER GROSS	0.0%	0.0%	1.7%	0.0%	0.0%	1.2%	0.3%	1.0%	0.0%	0.0%	0.0%	25
26												26
27 PAYROLL TAXES	4,000	1,965	24,656	3,584	0	5,037	7,685	6,372	5,198	19,076	4,316	27
28 % OF TOTAL VEHICLE GROSS	4.2%	2.5%	5.0%	2.5%	0.0%	3.4%	5.8%	5.5%	4.2%	16.7%	11.4%	28
29 % OF TOTAL OPER GROSS	3.2%	2.2%	4.6%	2.2%	0.0%	2.7%	4.4%	3.4%	3.6%	16.7%	4.0%	29
30												30
31 EMPLOYEE BENEFITS	405	0	10,850	2,700	56	3,486	2,429	1,395	1,653	2,571	2,231	31
32 % OF TOTAL VEHICLE GROSS	0.4%	0.0%	2.2%	1.8%	0.1%	2.4%	1.7%	1.2%	1.3%	2.2%	5.9%	32
33 % OF TOTAL OPER GROSS	0.3%	0.0%	2.0%	1.7%	0.1%	1.9%	1.1%	0.7%	1.1%	2.2%	2.1%	33
34												34
35 PENSION FUNDING	0	0	0	0	0	487	107	0	964	0	0	35
36 % OF TOTAL VEHICLE GROSS	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.1%	0.0%	0.8%	0.0%	0.0%	36
37 % OF TOTAL OPER GROSS	0.0%	0.0%	0.0%	0.0%	0.0%	0.3%	0.1%	0.0%	0.7%	0.0%	0.0%	37
38												38
39 DPTL PERSONNEL EXPENSE EXCL. SVC.	9,147	13,566	110,972	39,600	14,826	43,187	39,192	36,995	43,591	60,867	23,163	39
40 % OF TOTAL VEHICLE GROSS ***	9.7%	17.4%	22.4%	27.1%	27.8%	29.3%	31.8%	31.9%	34.9%	53.2%	61.3%	40
41 % OF TOTAL OPER GROSS	7.3%	14.9%	20.6%	24.4%	27.8%	23.3%	24.3%	19.6%	29.8%	53.2%	21.4%	41
42												42
43												43
44 TOTAL PERSONNEL EXPENSE	16,401	13,566	154,668	39,600	14,826	48,624	51,936	50,431	59,186	67,087	51,657	44
45 % OF TOTAL VEHICLE GROSS	17.3%	17.4%	31.2%	27.1%	27.8%	32.9%	45.2%	43.5%	47.4%	58.7%	136.7%	45
46 % OF TOTAL OPER GROSS	13.1%	14.9%	28.7%	24.4%	27.8%	26.2%	31.4%	26.7%	40.5%	58.7%	47.7%	46
47												47
48 TOTAL COMPENSATION INC. SALES COMP.	34,195	30,267	241,889	49,088	22,474	67,590	75,022	72,117	80,893	82,442	61,833	48
49 % OF TOTAL OPER GROSS	27.3%	33.2%	44.9%	30.2%	42.2%	36.5%	44.5%	38.2%	55.4%	72.1%	57.1%	49
50												50
51												51
52												52
53												53
54												54
55												55
56 # OF MONTHS SUBMITTED #	2	2	2	2	2	2	2	2	2	2	2	56
57 # OF LOTS #	1	1	1	1	1	1	1	1	0	0	0	57

	BENCHMARK	ANDREW	CHARLES	DWAYNE	GROUP	STEVEN	TOM H.	JIM S	ARASH	JOHN W.	TOM N		
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1	SERVICE OPERATION											1	
2	-----											2	
3	TOTAL GROSS - SERVICE	13,533	28,604	53,223	9,901	29,574	41,829	14,313	0	0	0	3	
4	TOTAL OPERATING GROSS	185,294	188,970	108,195	125,480	169,813	538,145	146,106	114,354	53,292	162,536	91,236	4
5													5
6	SERVICE SUPERVISION	1,873	3,464	7,392	4,000	6,060	10,442	5,000	0	0	0	0	6
7	% OF TOTAL SERVICE GROSS	13.8%	12.1%	13.9%	40.4%	25.3%	25.0%	34.9%	0.0%	0.0%	0.0%	0.0%	7
8	% OF TOTAL OPER GROSS	1.0%	1.8%	6.8%	3.2%	3.4%	1.9%	3.4%	0.0%	0.0%	0.0%	0.0%	8
9													9
10	CLERICAL SALARIES	571	1,494	6,972	0	2,975	922	2,513	0	0	0	0	10
11	% OF TOTAL SERVICE GROSS	4.2%	5.2%	13.1%	0.0%	9.5%	2.2%	17.6%	0.0%	0.0%	0.0%	0.0%	11
12	% OF TOTAL OPER GROSS	0.3%	0.8%	6.4%	0.0%	2.3%	0.2%	1.7%	0.0%	0.0%	0.0%	0.0%	12
13	PER R.O.	5	6	10	0	6	2	0	0	0	0	0	13
14													14
15	OTHER SALARIES & WAGES	687	3,478	1,789	0	4,554	8,606	4,342	0	0	0	0	15
16	% OF TOTAL SERVICE GROSS	5.1%	12.2%	3.4%	0.0%	16.6%	20.6%	30.3%	0.0%	0.0%	0.0%	0.0%	16
17	% OF TOTAL OPER GROSS	0.4%	1.8%	1.7%	0.0%	2.0%	1.6%	3.0%	0.0%	0.0%	0.0%	0.0%	17
18	PER R.O.	7	13	3	0	13	23	0	0	0	0	0	18
19													19
20	ABSENTEE COMPENSATION	0	0	492	0	492	0	0	0	0	0	0	20
21	% OF TOTAL SERVICE GROSS	0.0%	0.0%	0.9%	0.0%	0.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	21
22	% OF TOTAL OPER GROSS	0.0%	0.0%	0.5%	0.0%	0.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	22
23													23
24	PAYROLL TAXES	1,005	0	4,316	864	2,813	4,129	1,943	0	0	0	0	24
25	% OF TOTAL SERVICE GROSS	7.4%	0.0%	8.1%	8.7%	10.1%	9.9%	13.6%	0.0%	0.0%	0.0%	0.0%	25
26	% OF TOTAL OPER GROSS	0.5%	0.0%	4.0%	0.7%	1.7%	0.8%	1.3%	0.0%	0.0%	0.0%	0.0%	26
27													27
28	EMPLOYEE BENEFITS	487	0	2,231	0	2,424	3,244	1,797	0	0	0	0	28
29	% OF TOTAL SERVICE GROSS	3.6%	0.0%	4.2%	0.0%	8.2%	7.8%	12.6%	0.0%	0.0%	0.0%	0.0%	29
30	% OF TOTAL OPER GROSS	0.3%	0.0%	2.1%	0.0%	1.3%	0.6%	1.2%	0.0%	0.0%	0.0%	0.0%	30
31													31
32	TECHNICIAN WAGES	516	0	202	2,390	5,699	13,985	0	6,220	0	0	0	32
33	% OF TOTAL SERVICE GROSS	3.8%	0.0%	0.4%	24.1%	19.3%	33.4%	0.0%	0.0%	0.0%	0.0%	0.0%	33
34	% OF TOTAL OPER GROSS	0.3%	0.0%	0.2%	1.9%	2.5%	2.6%	0.0%	5.4%	0.0%	0.0%	0.0%	34
35													35
36	PENSION FUNDING	82	0	0	0	0	0	0	0	0	0	0	36
37	% OF TOTAL SERVICE GROSS	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	37
38	% OF TOTAL OPER GROSS	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	38
39													39
40	SVC PERSONNEL EXPENSE	5,437	13,436	28,494	7,254	19,116	43,696	15,595	6,220	0	0	0	40
41	% OF TOTAL SERVICE GROSS ***	40.2%	47.0%	53.5%	73.3%	77.4%	104.5%	109.0%	0.0%	0.0%	0.0%	0.0%	41
42	% OF TOTAL OPER GROSS	2.9%	7.1%	26.3%	5.8%	10.6%	8.1%	10.7%	5.4%	0.0%	0.0%	0.0%	42
43													43
44													44
45	TOTAL PERSONNEL EXPENSE	48,624	50,431	51,657	16,401	51,936	154,668	59,186	67,087	14,826	39,600	13,566	45
46	% OF TOTAL VEHICLE GROSS	32.9%	43.5%	136.7%	17.3%	45.2%	31.2%	47.4%	58.7%	27.8%	27.1%	17.4%	46
47	% OF TOTAL OPER GROSS	26.2%	26.7%	47.7%	13.1%	31.4%	28.7%	40.5%	58.7%	27.8%	24.4%	14.9%	47
48													48
49													49
50													50
51													51
52													52
53													53
54													54
55													55
56	# OF MONTHS SUBMITTED	#	2	2	2	2	2	2	2	2	2	2	56
57	# OF LOTS	#	1	0	1	1	1	0	1	1	1	1	57

	TOM N	STEVEN	TOM H.	BENCHMARK	JOHN W.	ANDREW	GROUP	DWAYNE	JIM S	ARASH	CHARLES	
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1 MONTH-----												1
2 DATA PROCESSING	842	11,720	720	1,610	2,703	1,495	2,385	253	0	1,538	2,195	2
3 % TOTAL OPERATING GROSS	0.9%	2.2%	0.5%	0.9%	1.7%	0.8%	1.2%	0.2%	0.0%	2.9%	2.0%	3
4 OUTSIDE SERVICES	0	11,822	732	2,900	4,660	2,806	3,335	4,271	1,240	0	4,485	4
5 % TOTAL OPERATING GROSS	0.0%	2.2%	0.5%	1.6%	2.9%	1.5%	1.7%	3.4%	1.1%	0.0%	4.1%	5
6 SERVICE ADVERTISING	0	0	165	113	0	730	239	0	0	0	1,257	6
7 % TOTAL OPERATING GROSS	0.0%	0.0%	0.1%	0.1%	0.0%	0.4%	0.2%	0.0%	0.0%	0.0%	1.2%	7
8 TRAVEL & ENTERTAINMENT	0	867	2,218	759	201	641	1,225	1,421	3,185	2,287	208	8
9 % TOTAL OPERATING GROSS	0.0%	0.2%	1.5%	0.4%	0.1%	0.3%	1.2%	1.1%	2.8%	4.3%	0.2%	9
10 DUES/PUBL/MBERSHIPS	300	2,485	697	475	508	412	933	1,460	649	1,787	100	10
11 % TOTAL OPERATING GROSS	0.3%	0.5%	0.5%	0.3%	0.3%	0.2%	0.8%	1.2%	0.6%	3.4%	0.1%	11
12 LEGAL/AUDIT	0	1,020	2,330	972	1,000	62	624	0	0	1,205	0	12
13 % TOTAL OPERATING GROSS	0.0%	0.2%	1.6%	0.5%	0.6%	0.0%	0.5%	0.0%	0.0%	2.3%	0.0%	13
14 TELEPHONE	105	3,740	1,290	1,290	1,356	624	1,443	1,147	1,774	2,127	826	14
15 % TOTAL OPERATING GROSS	0.1%	0.7%	0.9%	0.7%	0.8%	0.3%	1.1%	0.9%	1.6%	4.0%	0.8%	15
16 OFFICE SUPPLIES	0	3,521	1,265	1,649	1,534	2,813	2,494	2,550	5,338	3,110	2,318	16
17 % TOTAL OPERATING GROSS	0.0%	0.7%	0.9%	0.9%	0.9%	1.5%	2.1%	2.0%	4.7%	5.8%	2.1%	17
18 TRAINING	0	2,761	0	2,031	352	3,957	805	0	0	0	177	18
19 % TOTAL OPERATING GROSS	0.0%	0.5%	0.0%	1.1%	0.2%	2.1%	0.3%	0.0%	0.0%	0.0%	0.2%	19
20 OTHER SUPPLIES	0	3,639	716	1,297	492	3,138	1,188	312	856	108	1,433	20
21 % TOTAL OPERATING GROSS	0.0%	0.7%	0.5%	0.7%	0.3%	1.7%	0.6%	0.2%	0.7%	0.2%	1.3%	21
22 BANK/CREDIT CARD FEES	129	1,823	1,291	522	362	0	985	511	369	952	3,428	22
23 % TOTAL OPERATING GROSS	0.1%	0.3%	0.9%	0.3%	0.2%	0.0%	0.8%	0.4%	0.3%	1.8%	3.2%	23
24 INTEREST-OTHER	1,419	0	0	386	1,867	826	517	268	0	0	269	24
25 % TOTAL OPERATING GROSS	1.6%	0.0%	0.0%	0.2%	1.1%	0.4%	0.4%	0.2%	0.0%	0.0%	0.2%	25
26 REPAIRS-EQUIPMENT	0	648	0	281	203	0	162	0	394	0	216	26
27 % TOTAL OPERATING GROSS	0.0%	0.1%	0.0%	0.2%	0.1%	0.0%	0.1%	0.0%	0.3%	0.0%	0.2%	27
28 EQUIPMENT RENTAL	0	65	0	217	0	0	109	343	431	0	145	28
29 % TOTAL OPERATING GROSS	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.1%	0.3%	0.4%	0.0%	0.1%	29
30 POLICY EXPENSE-SERVICE	0	667	358	254	0	790	339	0	0	0	1,234	30
31 % TOTAL OPERATING GROSS	0.0%	0.1%	0.2%	0.1%	0.0%	0.4%	0.2%	0.0%	0.0%	0.0%	1.1%	31
32 MISCELLANEOUS	570	8,171	1,996	329	145	0	1,673	0	0	404	3,768	32
33 % TOTAL OPERATING GROSS	0.6%	1.5%	1.4%	0.2%	0.1%	0.0%	0.9%	0.0%	0.0%	0.8%	3.5%	33
34												34
35 TOTAL OPERATING EXPENSE	3,365	52,949	13,778	14,972	15,383	18,294	18,458	12,536	14,236	13,518	22,059	35
36 % TOTAL OPERATING GROSS	3.7%	9.8%	9.4%	8.1%	9.5%	9.7%	12.3%	10.0%	12.4%	25.4%	20.4%	36
37												37
38 RENT	8,268	21,996	5,700	9,701	9,053	10,000	10,510	15,800	7,943	2,000	13,828	38
39 % TOTAL OPERATING GROSS	9.1%	4.1%	3.9%	5.2%	5.6%	5.3%	7.1%	12.6%	6.9%	3.8%	12.8%	39
40 PER VEHICLE RETAIL	251	171	143	198	216	192	241	439	165	200	395	40
41 REPAIRS-REAL ESTATE	0	3,291	380	850	0	1,124	1,683	30	3,521	3,016	3,787	41
42 % TOTAL OPERATING GROSS	0.0%	0.6%	0.3%	0.5%	0.0%	0.6%	1.5%	0.0%	3.1%	5.7%	3.5%	42
43 TAXES-REAL ESTATE	0	1,200	0	603	0	0	302	0	0	0	1,516	43
44 % TOTAL OPERATING GROSS	0.0%	0.2%	0.0%	0.3%	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	1.4%	44
45 TAXES-OTHER	0	25	75	115	0	522	69	0	0	0	0	45
46 % TOTAL OPERATING GROSS	0.0%	0.0%	0.1%	0.1%	0.0%	0.3%	0.0%	0.0%	0.0%	0.0%	0.0%	46
47 DEPRECIATION	0	0	200	651	405	4,909	613	0	0	0	0	47
48 % TOTAL OPERATING GROSS	0.0%	0.0%	0.1%	0.4%	0.2%	2.6%	0.3%	0.0%	0.0%	0.0%	0.0%	48
49 INSURANCE-BUILDING-INV	558	1,700	5,397	3,606	2,307	779	2,152	1,678	1,540	0	5,409	49
50 % TOTAL OPERATING GROSS	0.6%	0.3%	3.7%	1.9%	1.4%	0.4%	1.6%	1.3%	1.3%	0.0%	5.0%	50
51 UTILITIES	563	3,344	2,876	2,185	2,445	1,376	1,733	962	817	656	2,560	51
52 % TOTAL OPERATING GROSS	0.6%	0.6%	2.0%	1.2%	1.5%	0.7%	1.2%	0.8%	0.7%	1.2%	2.4%	52
53												53
54 TOTAL FIXED EXPENSE	8,831	30,756	9,231	14,413	12,523	17,931	15,564	17,198	13,536	5,672	24,396	54
55 % TOTAL OPERATING GROSS	9.7%	5.7%	6.3%	7.8%	7.7%	9.5%	10.8%	13.7%	11.8%	10.6%	22.5%	55
56 TOTAL EXPENSE - FIXED & OPER	12,196	83,705	23,009	29,385	27,906	36,225	34,021	29,734	27,772	19,190	46,455	56
57 % TOTAL OPERATING GROSS ***	13.4%	15.6%	15.7%	15.9%	17.2%	19.2%	23.1%	23.7%	24.3%	36.0%	42.9%	57

	ANDREW	TOM N	JOHN W.	BENCHMARK	GROUP	JIM S	STEVEN	TOM H.	DWAYNE	CHARLES	ARASH	
1 USED CAR INVENTORY - EOM	186,074	156,104	297,639	427,008	463,438	161,688	1,910,152	301,231	259,224	302,330	596,500	1
2 DAYS SUPPLY \$ AMT / # UNITS	24/29	29/39	57/62	47/43	55/58	45/48	51/52	52/60	38/37	83/60	117/132	2
3 USED CAR TURN PER YEAR	15	12	6	8	8	8	7	7	9	4	3	3
4												4
5 USED TRUCK INVENTORY - EOM	71,335	3,800	152,223	484,224	264,049	80,956	1,131,593	214,253	398,792	59,436	0	5
6 DAYS SUPPLY \$ AMT / # UNITS	22/30	19/30	28/35	44/40	49/52	48/60	67/69	96/79	82/90	28/19	0/0	6
7 USED TRUCK TURN PER YEAR	17	19	13	8	10	8	5	4	4	13	0	7
8												8
9 OTHER INVENTORY - EOM	231,064	77,195	190,789	0	240,134	198,985	0	127,451	455,183	400,271	0	9
10 DAYS SUPPLY \$ AMT / # UNITS	41/44	37/56	35/30	0/0	56/55	56/70	0/0	42/47	87/65	92/74	0/0	10
11 USED OTHER TURN PER YEAR	9	10	10	0	7	6	0	9	4	4	0	11
12												12
13 TOTAL VEHICLE INVENTORY - EOM	488,473	237,099	640,651	911,232	884,919	441,629	3,041,745	642,935	1,113,199	762,037	596,500	13
14 DAYS SUPPLY \$ AMOUNT	29	31	40	46	58	50	56	58	66	75	117	14
15 DAYS SUPPLY - # UNITS	51	56	69	42	77	83	56	80	80	89	132	15
16 TOTAL INVENTORY TURN PER YEAR	12.38	11.57	9.06	7.91	7.35	7.23	6.46	6.16	5.44	4.8	3.07	16
17 EXCESS \$ INVENTORY OVER 30 DAYS	0	0	0	310,547	207,730	0	1,403,009	185,298	152,935	57,011	443,773	17
18												18
19 TOTAL INVENTORY TURN - CURR MO	12.38	11.57	9.06	7.91	7.35	7.23	6.46	6.16	5.44	4.80	3.07	19
20 TOTAL INVENTORY TURN - PREV MO	8.05	14.60	7.35	7.46	7.39	8.96	8.85	5.38	4.27	4.89	4.18	20
21 TOTAL INVENTORY TURN - PRIOR MO	7.50	0.00	4.98	7.46	5.23	6.93	6.84	5.30	2.85	2.58	4.88	21
22												22
23 GROSS PROFIT AS % OF INV INVESTMENT ***	13.1%	47.3%	16.2%	13.8%	19.2%	34.5%	17.5%	18.8%	8.7%	7.2%	9.9%	23
24												24
25 TOTAL INV DOLLARS - CURR MO	488,473	237,099	640,651	911,232	884,919	441,629	3,041,745	642,935	1,113,199	762,037	596,500	25
26 % OVER 60	22.8%	12.5%	23.5%	18.3%	35.6%	33.2%	25.8%	45.8%	42.4%	51.5%	62.4%	26
27												27
28 TOTAL INV DOLLARS - PREV MO	617,008	156,015	648,703	911,232	818,451	258,249	2,286,544	737,434	1,318,393	797,049	546,666	28
29 % OVER 60	37.7%	4.3%	23.7%	18.3%	38.6%	47.7%	30.8%	36.9%	25.3%	68.2%	72.8%	29
30												30
31 TOTAL INV DOLLARS - PRIOR MO	436,139	0	491,543	911,232	818,750	318,232	2,181,058	649,269	1,074,555	786,342	612,865	31
32 % OVER 60	42.0%	0.0%	53.4%	18.3%	48.2%	29.1%	42.2%	38.4%	39.5%	62.3%	79.0%	32
33												33
34 CURRENT MONTH CONTRACTS												34
35												35
36 IN TRANSIT 1 TO 15 DAYS	91,272	145,875	0	83,760	92,230	0	87,456	75,260	0	61,286	0	36
37 IN TRANSIT 16 TO 30 DAYS	0	22,135	0	0	17,252	0	0	0	0	12,369	0	37
38 IN TRANSIT ABOVE 30 DAYS	0	0	0	0	0	0	0	0	0	0	0	38
39												39
40 PREVIOUS MONTH CONTRACTS												40
41												41
42 IN TRANSIT 1 TO 15 DAYS	159,230	0	0	83,760	93,419	0	0	67,087	0	53,940	0	42
43 IN TRANSIT 16 TO 30 DAYS	0	0	0	0	7,005	0	0	0	0	7,005	0	43
44 IN TRANSIT ABOVE 30 DAYS	0	0	0	0	0	0	0	0	0	0	0	44
45												45
46 PRIOR MONTH CONTRACTS												46
47												47
48 IN TRANSIT 1 TO 15 DAYS	46,920	0	0	83,760	36,764	0	0	55,055	0	8,316	0	48
49 IN TRANSIT 16 TO 30 DAYS	0	0	0	0	0	0	0	0	0	0	0	49
50 IN TRANSIT ABOVE 30 DAYS	0	0	0	0	0	0	0	0	0	0	0	50
51												51
52 CIT RATIO TO RETAIL SALES (90 DAY)	20.1%	20.6%	0.0%	10.6%	14.7%	0.0%	1.4%	15.9%	0.0%	15.4%	0.0%	52
53												53
54												54
55												55
56 # OF MONTHS SUBMITTED	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	56
57 # OF LOTS	# 1	# 1	# 1	# 1	# 1	# 0	# 1	# 0	# 1	# 0	# 1	57

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1	47 39.8%	45 194.1%	45 4,595	45 3,883	53 3,616	41 3,084	45 4,688	46 1,118	BM 52.0%	47 19.1%	46 10.0%	BM 36.3%	23 13.5%	23 1,105	41 19.4%	46 9.7%	BM 40.2%	53 13.4%	48 12.38	53 89.2%	53 84.0%
2	BM 35.1%	41 131.1%	47 3,580	47 2,671	23 2,653	47 2,956	47 3,606	23 1,000	30 48.2%	41 22.7%	45 23.7%	30 56.2%	47 14.6%	47 925	47 22.8%	53 17.4%	48 47.0%	23 15.6%	53 11.57	BM 81.7%	41 83.3%
3	45 32.2%	53 108.1%	23 3,561	23 2,538	47 2,621	57 2,288	23 3,488	47 860	23 45.4%	57 23.0%	23 24.2%	47 61.6%	53 15.3%	BM 819	57 24.5%	23 22.4%	30 53.5%	47 15.7%	41 9.06	48 81.1%	48 72.9%
4	53 27.4%	AVG 18.2%	46 3,221	BM 2,289	46 2,459	48 2,205	41 3,218	BM 743	48 44.8%	BM 32.5%	53 25.2%	48 62.9%	BM 15.5%	46 790	BM 31.9%	41 27.1%	46 73.3%	BM 15.9%	BM 7.91	23 74.2%	AVG 64.8%
5	48 27.4%	47 8.6%	41 3,218	41 2,263	BM 2,387	46 2,100	46 3,119	41 740	46 43.7%	AVG 36.5%	BM 28.6%	AVG 74.4%	48 19.7%	41 789	45 32.6%	45 27.8%	AVG 77.4%	41 17.2%	AVG 7.35	57 74.2%	57 57.8%
6	41 26.1%	BM -1.8%	BM 3,083	53 2,191	AVG 2,219	53 2,067	BM 3,063	45 712	AVG 42.8%	23 37.6%	47 30.3%	46 87.2%	41 21.1%	AVG 699	AVG 37.9%	BM 29.3%	23 104.5%	48 19.2%	57 7.23	41 73.6%	47 54.0%
7	AVG 23.4%	23 -30.6%	AVG 2,955	AVG 2,099	57 2,064	AVG 1,936	AVG 2,940	AVG 701	47 31.9%	45 37.7%	AVG 32.4%	23 104.0%	AVG 22.4%	48 695	23 40.0%	AVG 31.8%	47 109.0%	AVG 23.1%	23 6.46	AVG 65.8%	30 51.5%
8	23 21.9%	46 -31.5%	53 2,485	46 1,999	48 2,044	30 1,338	53 2,385	48 635	41 0.0%	53 41.8%	41 34.1%	57 0.0%	46 25.5%	45 600	48 40.8%	48 31.9%	57 0.0%	46 23.7%	47 6.16	46 63.0%	46 49.9%
9	57 15.6%	48 -45.8%	57 2,233	57 1,534	41 1,802	BM 0	57 2,280	30 569	45 0.0%	30 46.3%	48 41.4%	41 0.0%	45 26.5%	30 555	53 44.1%	47 34.9%	45 0.0%	57 24.3%	46 5.44	47 54.2%	BM 0.0%
10	46 14.7%	57 -77.6%	48 2,199	48 1,046	30 492	45 0	48 2,175	57 376	57 0.0%	48 47.0%	30 51.2%	53 0.0%	57 28.0%	57 549	46 56.7%	57 53.2%	41 0.0%	45 36.0%	30 4.8	30 45.2%	23 0.0%
11	30 6.0%	30 -92.4%	30 1,499	30 765	45 0	23 -547	30 1,503	53 301	53 0.0%	46 53.0%	57 51.3%	45 0.0%	30 36.9%	53 284	30 60.4%	30 61.3%	53 0.0%	30 42.9%	45 3.07	45 37.6%	45 0.0%