

10 JAN 17 18: 26

TOTAL OPERATION EXPENSE ANALYSIS

LN NO	TOTAL INCOME & EXPENSE		TOTAL DEALERSHIP						VARIABLE OPERATIONS				FIXED OPERATIONS				LN NO		
			MONTH	PER RTL/VEH	% OF SALES	YEAR-TO-DATE	PER RTL/VEH	% OF SALES	MONTH	% Sls	YEAR-TO-DATE	% Sls	MONTH	% Sls	YEAR-TO-DATE	% Sls			
1	NET SALES		18397518	A		179618210	B		16045944	% Sls	153071314	% Sls	2351574	% Sls	26546896	% Sls	1		
2	GROSS PROFIT/INCOME		1784919	C	970	20030745	D	1115	896495	6	9586216	6	88842438		1044452939		2		
3	EXPENSES		NO		% Grs	PVR		% Grs	PVR		% Grs						3		
4	V S A E R L B N L G	VEH. SLSPL COMPENSATION & OTHER	11	183945	103	520	1711678	85	493	183945	21	1711678	18				4		
5		DELIVERY EXPENSE	13	4282	2	12	52175	3	15	4282	0	52175	1				5		
6		POLICY WORK - VEHICLES	15	2542	1	7	34642	2	10	2542	0	34642	0				6		
7		TOTAL VARIABLE			190769	107	539	1798495	90	518	190769	21	1798495	19		% Grs	% Grs	7	
8	P E R S O N N E L	SALARIES - OWNERS/EXECUTIVE MANAGERS	20	37916	21	21	454996	23	25	22750	3	273000	3	15166	2	181996	2	8	
9		SALARIES - SUPERVISION	21	206407	116	112	2232328	111	124	101603	11	1118812	12	104804	12	1113516	11	9	
10		SALARIES - CLERICAL	22	70649	40	38	822668	41	46	25366	3	324599	3	45283	5	498069	5	10	
11		OTHER SALARIES & WAGES	23	246109	138	134	2879797	144	160	53951	6	608261	6	192158	22	2271536	22	11	
12		ABSENTEE COMPENSATION	24	30485	17	17	332532	17	19	10554	1	148528	2	19931	2	184004	2	12	
13		INCENTIVES - SUPERVISION	26															13	
14		TAXES - PAYROLL	25	91478	51	50	898882	45	50	34570	4	343755	4	56908	6	555127	5	14	
15		EMPLOYEE BENEFITS	27	48679	27	26	605196	30	34	16459	2	231142	2	32220	4	374054	4	15	
16		RETIREMENT BENEFITS	29															16	
17		TOTAL PERSONNEL			731723	410	398	8226399	411	458	265253	30	3048097	32	466470	53	5178302	50	17
18	F I X E D E M P L O Y E E S	COMPANY VEHICLE EXPENSE	51	4137	2	2	43697	2	2	1009	0	13021	0	3128	0	30676	0	18	
19		OFFICE SUPPLIES & EXPENSES	60	3128	2	2	38005	2	2	1697	0	21977	0	1431	0	16028	0	19	
20		OTHER SUPPLIES	61	22124	12	12	243788	12	14	10587	1	113799	1	11537	1	129989	1	20	
21		E-COMMERCE ADVERTISING/FEES	63	31067	17	17	372402	19	21	30664	3	367999	4	403	0	4403	0	21	
22		ADVERTISING	65	176663	99	96	1404836	70	78	148432	17	1145409	12	28231	3	259427	2	22	
23		ADVERTISING REBATES	64	- 173989	- 97	- 95	- 1476594	- 74	- 82	- 169068	E	- 1429918	F	- 4921	- 1	- 46676	0	23	
24		CONTRIBUTIONS	66				2992	0	0			1735	0			1257	0	24	
25		POLICY WORK - PARTS & SERVICE	67	4130	2	2	78398	4	4					4130	0	78398	1	25	
26		INFORMATION TECHNOLOGY SERVICES	68	29539	17	16	344207	17	19	14771	2	178434	2	14768	2	165773	2	26	
27		OUTSIDE SERVICES (OTHER)	69	80541	45	44	866349	43	48	23202	3	246814	3	57339	6	619535	6	27	
28	F I X E D E M P L O Y E E S	TRAVEL & ENTERTAINMENT	70	6886	4	4	119410	6	7	4119	0	68141	1	2767	0	51269	0	28	
29		MEMBERSHIP DUES & PUBLICATIONS	71	2205	1	1	29757	1	2	1323	0	17500	0	882	0	12257	0	29	
30		LEGAL & AUDITING EXPENSE	72	3095	2	2	43752	2	2	1622	0	27621	0	1473	0	16131	0	30	
31		TELEPHONE	74	3578	2	2	45950	2	3	1544	0	19866	0	2034	0	26084	0	31	
32		TRAINING EXPENSE	75	10239	6	6	190509	10	11	3963	0	101429	1	6276	1	89080	1	32	
33		INTEREST - FLOORPLAN	76	140683	79	76	1453791	73	81	140683	16	1453791	15					33	
34		INTEREST - FLOORPLAN CREDIT	78	- 174498	- 98	- 95	- 1844195	- 92	- 103	- 174498	G	- 1844195	H					34	
35		INTEREST - NOTES PAYABLE (OTHER)	79															35	
36		INSURANCE - INVENTORY	56	17314	10	9	191157	10	11	17314	2	191157	2					36	
37		BAD DEBT EXPENSE	57	880	0	0	6168	0	0			2500	0	880	0	3668	0	37	
38	F I X E D E M P L O Y E E S	FREIGHT, POSTAGE & SHIPPING	33	5065	3	3	73308	4	4	4551	1	61375	1	514	0	11933	0	38	
39		MISCELLANEOUS EXPENSE	77	15826	9	9	177708	9	10	12844	1	122621	1	2982	0	55087	1	39	
40		TOTAL SEMI-FIXED			208613	117	113	2405395	120	134	74759	8	881076	9	133854	15	1524319	15	40
41		RENT	80	888355	498	483	2410410	120	134	606112	68	1498344	16	282243	32	912066	9	41	
42		AMORTIZATION - LEASEHOLDS	81															42	
43		REPAIRS - REAL ESTATE	82	21185	12	12	151296	8	8	6848	1	38841	0	14337	2	112455	1	43	
44		DEPRECIATION BLDGS. & IMPROVEMENTS	83	18308	10	10	213340	11	12	7879	1	104905	1	10429	1	108435	1	44	
45		TAXES - REAL ESTATE	84	17709	10	10	319373	16	18	4788	1	161868	2	12921	1	157505	2	45	
46		INSURANCE BLDGS. & IMPROVEMENTS	85	1865	1	1	21621	1	1	460	0	5291	0	1405	0	16330	0	46	
47		INTEREST - MORTGAGES	86															47	
48	F I X E D E M P L O Y E E S	UTILITIES	87	26505	15	14	279822	14	16	13198	1	141367	1	13307	1	138455	1	48	
49		SUB-TOTAL RENT & RENT EQUIVALENT			973927	546	529	3395862	170	189	639285	71	1950616	20	334642	38	1445246	14	49
50		INSURANCE OTHER	88	9460	5	5	117496	6	7	4730	1	59928	1	4730	1	57568	1	50	
51		TAXES - OTHER	89	34624	19	19	190628	10	11	5304	1	72737	1	29320	3	117891	1	51	
52		REPAIRS - EQUIPMENT	90	14270	8	8	89925	4	5	6532	1	35141	0	7738	1	54784	1	52	
53		DEPRECIATION - EQUIPMENT	91	52153	29	28	386442	19	22	8655	1	87258	1	43498	5	299184	3	53	
54		EQUIPMENT RENTAL	92	826	0	0	3371	0	0			1106	0	826	0	2265	0	54	
55		TOTAL FIXED			1085260	608	590	4183724	209	233	664506	74	2206786	23	420754	47	1976938	19	55
56		TOTAL FIXED OVERHEAD			2025596	I	1101	14815518	740	825	1004518	J	6135959	64	1021078	K	8679559	83	56
57	TOTAL EXPENSES (INCL. PRO OF G&A)			2216365	L	1205	16614013	829	925	1195287	M	7934454	83	1021078	N	8679559	83	57	
58	OPERATING PROFIT OR LOSS			- 431446	O	- 235	3416732	171	190	- 298792	P	1651762	17	- 132654	Q	1764970	17	58	
59	NET ADDITIONS & DEDUCTIONS			- 85092	- 48	- 46	2919310	146	163								59		
60	NET PROFIT OR LOSS BEFORE BONUS & INC. TAX			- 516538	R	- 281	6336042	316	353								60		
61	BONUSES - EMPLOYEES	97	836923	469	455	836923	42	47									61		
62	BONUSES - OWNERS	98															62		
63	NET PROFIT OR LOSS BEFORE INCOME TAXES			- 1353461	S	- 736	5499119	275	306								63		
64	INCOME TAXES	99															64		
65	NET PROFIT OR LOSS AFTER INCOME TAXES			- 1353461	T	- 736	5499119	275	306								65		

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		FIXED OPERATIONS - DEPARTMENT PROFITABILITY																PAGE 4 (GM page 4)	
LN NO			MECHANICAL DEPT. (05)				BODY SHOP DEPT. (06)				PARTS & ACCESSORIES DEPT. (07)				GENERAL & ADMINISTRATIVE (09)				LN
			MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		MONTH		YEAR-TO-DATE		NO
1	NET SALES		509689	% Sls	6821509	% Sls	355419	% Sls	4234659	% Sls	1486466	% Sls	15490728	% Sls					1
2	GROSS PROFIT/INCOME		30584760		370072054		18966553		222299552		39291226		452081429						2
3	EXPENSES																		3
4	VEH. SLSPL COMPENSATION & OTHER	11																	4
5	DELIVERY EXPENSE	13																	5
6	POLICY WORK - VEHICLES	15																	6
7	TOTAL VARIABLE		After Trsf-->	% Grs	After Trsf-->	% Grs	After Trsf-->	% Grs	After Trsf-->	% Grs	After Trsf-->	% Grs	After Trsf-->	% Grs	After Trsf-->	% Ttl Grs	After Trsf-->	% Ttl Grs	7
8	SALARIES - OWNERS / EXECUTIVE MANAGERS	20	9479	3	113752	3	1896	1	22748	1	3791	1	45496	1					8
9	SALARIES - SUPERVISION	21	44520	13	526650	13	26448	12	288593	11	33836	10	298273	8					9
10	SALARIES - CLERICAL	22	22086	7	237983	6	9112	4	103089	4	14085	4	156997	4					10
11	OTHER SALARIES & WAGES	23	77352	23	908071	22	30625	14	419254	16	84181	26	944211	26					11
12	ABSENTEE COMPENSATION	24	9820	3	102843	2	5550	2	61675	2	4561	1	19486	1					12
13	INCENTIVES - SUPERVISION	26																	13
14	TAXES - PAYROLL	25	30309	9	276694	7	14289	6	158401	6	12310	4	120032	3					14
15	EMPLOYEE BENEFITS	27	17457	5	206742	5	7593	3	85933	3	7170	2	81379	2					15
16	RETIREMENT BENEFITS	29																	16
17	TOTAL PERSONNEL		211023	62	2372735	57	95513	42	1139693	43	159934	49	1665874	46					17
18	COMPANY VEHICLE EXPENSE	51	2495	1	23042	1	124	0	1535	0	509	0	6099	0					18
19	OFFICE SUPPLIES & EXPENSES	60	730	0	9649	0	423	0	2767	0	278	0	3612	0					19
20	OTHER SUPPLIES	61	- 3063	- 1	- 53221	- 1	11585	5	146763	6	3015	1	36447	1					20
21	E-COMMERCE ADVERTISING/FEES	63	252	0	2752	0	50	0	550	0	101	0	1101	0					21
22	ADVERTISING	65	13470	4	140676	3	2788	1	38763	1	11973	4	79988	2					22
23	ADVERTISING REBATES	64	- 1278	- 0	- 17017	- 0					- 3643	- 1	- 29659	- 1					23
24	CONTRIBUTIONS	66			823	0			145	0			289	0					24
25	POLICY WORK - PARTS & SERVICE	67	2590	1	48831	1	1384	1	26450	1	156	0	3117	0					25
26	INFORMATION TECHNOLOGY SERVICES	68	5527	2	63319	2	2972	1	37143	1	6269	2	65311	2					26
27	OUTSIDE SERVICES (OTHER)	69	12003	4	148817	4	7483	3	86275	3	37853	12	384443	11					27
28	TRAVEL & ENTERTAINMENT	70	1693	1	27600	1	360	0	12216	0	714	0	11453	0					28
29	MEMBERSHIP DUES & PUBLICATIONS	71	551	0	7137	0	110	0	2296	0	221	0	2824	0					29
30	LEGAL & AUDITING EXPENSE	72	521	0	6128	0	702	0	7141	0	250	0	2862	0					30
31	TELEPHONE	74	755	0	9039	0	297	0	3313	0	982	0	13732	0					31
32	TRAINING EXPENSE	75	4387	1	60753	1	396	0	10837	0	1493	0	17490	0					32
33	INTEREST - FLOORPLAN	76																	33
34	INTEREST - FLOORPLAN CREDIT	78																	34
35	INTEREST - NOTES PAYABLE (OTHER)	79																	35
36	INSURANCE - INVENTORY	56																	36
37	BAD DEBT EXPENSE	57			310	0	875	0	547	0	5	0	2811	0					37
38	FREIGHT, POSTAGE & SHIPPING	33	376	0	3782	0	41	0	608	0	97	0	7543	0					38
39	MISCELLANEOUS EXPENSE	77	9259	3	81109	2	- 8027	- 4	- 43297	- 2	1750	1	17275	0					39
40	TOTAL SEMI-FIXED		50268	15	563529	14	21563	10	334052	13	62023	19	626738	17					40
41	RENT	80	174782	52	447384	11	52358	23	215946	8	55103	17	248736	7					41
42	AMORTIZATION - LEASEHOLDS	81																	42
43	REPAIRS - REAL ESTATE	82	6059	2	49137	1	3798	2	39290	1	4480	1	24028	1					43
44	DEPRECIATION BLDGS. & IMPROVEMENTS	83	2251	1	29973	1	7053	3	63476	2	1125	0	14986	0					44
45	TAXES - REAL ESTATE	84	1368	0	46248	1	7006	3	71070	3	4547	1	40187	1					45
46	INSURANCE BLDGS. & IMPROVEMENTS	85	350	0	4021	0	664	0	7758	0	391	0	4551	0					46
47	INTEREST - MORTGAGES	86																	47
48	UTILITIES	87	4714	1	50488	1	5065	2	60613	2	3528	1	27354	1					48
49	SUB-TOTAL RENT & RENT EQUIVALENT		189524	56	627251	15	75944	34	458153	17	69174	21	359842	10					49
50	INSURANCE OTHER	88	3122	1	37951	1	1135	1	13464	1	473	0	6153	0					50
51	TAXES - OTHER	89	4093	1	39773	1	19704	9	31700	1	5523	2	46418	1					51
52	REPAIRS - EQUIPMENT	90	3392	1	33411	1	2172	1	11801	0	2174	1	9572	0					52
53	DEPRECIATION - EQUIPMENT	91	15809	5	113419	3	12123	5	105160	4	15566	5	80605	2					53
54	EQUIPMENT RENTAL	92	44	0	369	0			65	0	782	0	1831	0					54
55	TOTAL FIXED		215984	64	852174	21	111078	49	620343	23	93692	29	504421	14					55
56	TOTAL FIXED OVERHEAD		477275	AK	3788438	91	228154	AK	2094088	79	315649	98	2797033	77					56
57	TOTAL EXPENSES		477275	AL	3788438	91	228154	AM	2094088	79	315649	98	2797033	77					57
58	DEPARTMENT PROFIT OR LOSS		- 171428	AN	- 87718	- 2	- 38489	AO	128907	5	77263	24	172378	147					58
59	CUSTOMER PARTS GROSS TRANSFER		32648	10	450549	11	36886	16	419136	16	- 69534	AP	- 869685	AQ					59
60	PRORATION OF G&A																		60
61	DEPT PROFIT OR LOSS AFTER TRSF & PRORATION		- 138780	AR	362831	9	- 1603	- 1	548043	21	7729	2	854096	23					61
62	SERVICE CUST POSTED LABOR RATES		CARS & LD TRKS		MD TRKS		OTHER POSTED LABOR RATES				MECHANICAL		BODY SHOP						62
63	CUSTOMER LABOR		114.00		114.00		WARRANTY				111.58		111.58						63
64	EXTENDED SERVICE CONTRACT LABOR		112.00		112.00		INTERNAL				111.58		40.00						64
65	QUICK-SERVICE / GOODWRENCH LABOR		40.00		40.00		BODY SHOP - PAINT LABOR						48.00						65
66							BODY SHOP - BODY LABOR						48.00						66

CHEVROLET			NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS										Page 5 (GM page 5a)	
LN NO	VARIABLE OPERATIONS	ACCT.	MONTH					YEAR-TO-DATE					LN NO	
			UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SOLD		
1	IMPALA	400A	10	366849	358247	8602	860	48	1663660	1617313	46347	966	1	
2	DO NOT USE	401A											2	
3	DO NOT USE	402A											3	
4	SS	403A						1	46540	47117	- 577	- 577	4	
5	MALIBU	404A	6	166178	161847	4331	722	135	3426134	3294466	131668	975	5	
6	CAMARO	405A	9	363107	375108	- 12001	- 1333	80	2901445	2867579	33866	423	6	
7	DO NOT USE	406A											7	
8	N CORVETTE	407A	3	202272	192359	9913	3304	28	2008288	1906718	101570	3628	8	
9	E SPARK	408A	1	14682	14390	292	292	22	330470	324212	6258	284	9	
10	W DO NOT USE	409A											10	
11	DO NOT USE	410A											11	
12	C CRUZE	411A	16	320406	332593	- 12187	- 762	139	2816817	2769405	47412	341	12	
13	A VOLT	412A	2	72374	69396	2978	1489	8	300229	284083	16146	2018	13	
14	R SONIC	413A	3	57075	56076	999	333	17	307841	312490	- 4649	- 273	14	
15	S BOLT	414A											15	
16	DO NOT USE	415A											16	
17	DO NOT USE	416A											17	
18	OTHER CHEVY CAR	417A											18	
19	OTHER CHEVY CAR	418A											19	
20	TOTAL NEW CARS RTL		50	1562943	1560016	2927	59	478	13801424	13423383	378041	791	20	
21	MEMO* e-CAR SALES	419A	24	736787	761007	- 24220	- 1009	202	5693793	5677444	16349	81	21	
22	TOTAL CAR FLEET	420A	1	20000	19540	460	460	3	55590	57187	- 1597	- 532	22	
23	TOTAL CAR INTERNAL	421A											23	
24	TOTAL NEW CARS		51	1582943	1579556	3387	66	481	13857014	13480570	376444	783	24	
25	N E W T R U C K S	DO NOT USE	423A										25	
26		DO NOT USE	424A										26	
27		EXPRESS	425A	3	109717	104623	5094	1698	25	894547	852986	41561	1662	27
28		CITY EXPRESS	426A						4	83248	88908	- 5660	- 1415	28
29		DO NOT USE	427A										29	
30		COLORADO	428A	13	408802	401526	7276	560	140	4560882	4402418	158464	1132	30
31		SILVERADO	429A	94	4459922	4241471	218451	2324	858	39956758	38055093	1901665	2216	31
32		AVALANCHE	430A										32	
33		TAHOE	431A	21	1134673	1113600	21073	1003	195	10880395	10632608	247787	1271	33
34		SUBURBAN	432A	15	868258	845477	22781	1519	75	4571441	4460462	110979	1480	34
35		DO NOT USE	433A										35	
36		EQUINOX	434A	16	431022	437414	- 6392	- 400	179	4917813	4855902	61911	346	36
37		TRAX	435A	3	73419	70450	2969	990	45	1045500	1023173	22327	496	37
38		TRAVERSE	436A	7	253441	254494	- 1053	- 150	127	4499526	4422778	76748	604	38
39		MED DUTY	437A										39	
40		OTHER CHEVY TRUCK	438A										40	
41	TOTAL NEW TRUCKS RTL		172	7739254	7469055	270199	1571	1648	71410110	68794328	2615782	1587	41	
42	MEMO* e-TRUCK SALES	439A	72	3133660	3206855	- 73195	- 1017	609	26344508	25937200	407308	669	42	
43	TOTAL TRUCK FLEET	440A	30	1118679	1023240	95439	3181	386	14339027	13436297	902730	2339	43	
44	TOTAL TRUCK INTERNAL	441A										44		
45	TOTAL NEW TRUCKS		202	8857933	8492295	365638	1810	2034	85749137	82230625	3518512	1730	45	
46												46		
47	ACCESSORIES	457A	168	176919	113159	63760	252	1567	1426133	1002037	424096	169	47	
48	TOTAL NEW VEHICLES		253	10617795	10185010	432785	1711	2515	101032284	96713232	4319052	1717	48	
49							PNUS						PNUS	49
50	CHEVROLET	ACC.	MONTH				YEAR-TO-DATE					50		
51			CNTRS	SALES	COST	REV/GROSS	PER CNTR	CNTRS	SALES	COST	REV/GROSS	PER CNTR	51	
52	DIVISIONAL EXT. WARR.	494A											52	

BUICK			NEW VEHICLE SALES AND GROSS PROFIT ANALYSIS										(GM page 5d)		
LN NO	VARIABLE OPERATIONS		ACCT.	MONTH					YEAR-TO-DATE					LN NO	
				UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SOLD		
1	VERANO		400D	1	28984	29396	- 412	- 412	14	371239	348273	22966	1640	1	
2	CASCADA		401D	2	72163	71365	798	399	16	572070	562252	9818	614	2	
3	REGAL		402D						1	39850	40030	- 180	- 180	3	
4	DO NOT USE		403D											4	
5	DO NOT USE		404D											5	
6	DO NOT USE		405D											6	
7	LA CROSSE		406D	3	101784	106749	- 4965	1655	22	820658	813708	6950	316	7	
8	NEW CARS	DO NOT USE	407D											8	
9		DO NOT USE	408D											9	
10		DO NOT USE	409D											10	
11		DO NOT USE	410D											11	
12		DO NOT USE	411D											12	
13		DO NOT USE	412D											13	
14		DO NOT USE	413D											14	
15		DO NOT USE	414D											15	
16		DO NOT USE	415D											16	
17		DO NOT USE	416D											17	
18	DO NOT USE	417D											18		
19	OTHER BUICK CAR		418D											19	
20	TOTAL NEW CARS RTL			6	202931	207510	- 4579	- 763	53	1803817	1764263	39554	746	20	
21	MEMO* e-CAR SALES		419D						11	392872	381274	11598	1054	21	
22	TOTAL CAR FLEET		420D											22	
23	TOTAL CAR INTERNAL		421D											23	
24	TOTAL NEW CARS			6	202931	207510	- 4579	- 763	53	1803817	1764263	39554	746	24	
25	NEW TRUCKS	DO NOT USE	423D											25	
26		DO NOT USE	424D											26	
27		ENCLAVE	425D	7	317987	316904	1083	155	74	3376836	3327308	49528	669	27	
28		ENCORE	426D	3	82360	89325	- 6965	2322	73	2078738	2098736	- 19998	- 274	28	
29		ENVISION	427D	7	289059	285720	3339	477	16	680057	661814	18243	1140	29	
30		DO NOT USE	428D											30	
31		DO NOT USE	429D											31	
32		DO NOT USE	430D											32	
33		DO NOT USE	431D											33	
34		DO NOT USE	432D											34	
35		DO NOT USE	433D											35	
36		DO NOT USE	434D											36	
37		DO NOT USE	435D											37	
38		DO NOT USE	436D											38	
39		DO NOT USE	437D											39	
40	OTHER BUICK TRUCK		438D											40	
41	TOTAL NEW TRUCKS RTL			17	689406	691949	- 2543	- 150	163	6135631	6087858	47773	293	41	
42	MEMO* e-TRUCK SALES		439D	3	99801	100886	- 1085	- 362	67	2590496	2571694	18802	281	42	
43	TOTAL TRUCK FLEET		440D											43	
44	TOTAL TRUCK INTERNAL		441D											44	
45	TOTAL NEW TRUCKS			17	689406	691949	- 2543	- 150	163	6135631	6087858	47773	293	45	
46														46	
47	ACCESSORIES		457D	12	8587	4128	4459	194	105	51899	29621	22278	103	47	
48	TOTAL NEW VEHICLES			23	900924	903587	- 2663	- 116	216	7991347	7881742	109605	507	48	
49								PNUS						PNUS	49
50	BUICK		ACC.	MONTH					YEAR-TO-DATE					50	
51				CNTRS	SALES	COST	REV/GROSS	PER CNTR	CNTRS	SALES	COST	REV/GROSS	PER CNTR	51	
52	DIVISIONAL EXT. WARR.		494D											52	

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LN NO	VARIABLE OPERATIONS CONTINUED		ACCT. NO.	MONTH					YEAR-TO-DATE					LN NO
				UNITS SOLD	SALES	COST	GROSS PROFIT	P.U.U.S.	UNITS SOLD	SALES	COST	GROSS PROFIT	P.U.U.S.	
1	U S E D V E H I C L E S	USED CARS RTL - GM CERTIFIED	446A	2	55421	58456	- 3035	1518	131	2525338	2347983	177355	1354	1
2		USED CARS RTL - OTHER	446B	25	419730	400409	19321	773	200	3355925	3079420	276505	1383	2
3		*MEMO* TOTAL RECON CAR RTL		GM CERTIFIED --->	- 210	<-- 647A/647B -->	OTHER --->	639	GM CERTIFIED --->	818	<-- 647A/647B -->	OTHER --->	874	3
4		USED TRUCKS RTL - GM CERTIFIED	450A	19	682763	676796	5967	314	371	10760494	10132949	627545	1691	4
5		USED TRUCKS RTL - OTHER	450B	63	1552353	1440437	111916	1776	425	9937845	9216275	721570	1698	5
6		*MEMO* TOTAL RECON TRK RTL		GM CERTIFIED --->	1125	<-- 651A/651B -->	OTHER --->	816	GM CERTIFIED --->	857	<-- 651A/651B -->	OTHER --->	1056	6
7		TOTAL USED RETAIL		109	2710267	2576098	134169	1231	1127	26579602	24776627	1802975	1600	7
8		USED CARS WHOLESALE	448	46	303980	300755	3225	70	374	2582820	2539105	43715	117	8
9		USED TO NEW - CAR RTL RATIO	649	0.5 :1	ADJ. USED CAR INV				0.6 :1	ADJ. USED CAR INV	290	- 290		9
10		USED TRUCKS WHOLESALE	452	79	746080	736090	9990	126	775	7483916	7294748	189168	244	10
11	F I X E D	USED TO NEW - TRK RTL RATIO	653	0.4 :1	ADJ. USED TRUCK INV				0.4 :1	ADJ. USED TRUCK INV	95	- 95		11
12		TOTAL USED WHSL & ADJ		125	1050060	1036845	13215	106	1149	10066736	9834238	232498	202	12
13		USED OTHER AUTOMOTIVE	456											13
14		TOTAL USED VEHICLE (PVS)		234	3760327	3612943	147384	630	2276	36646338	34610865	2035473	894	14
15		TOTAL NEW & USED (PVS)		510	15279046	14701540	577506	1132	5007	145669969	AS	6464130	1291	15
16		TOTAL F&I & PROT. PLANS (PVR)			766898	447909	318989	901		7401345	4279259	3122086	900	16
17		TOTAL VARIABLE L&R						PVR					PVR	17
18		TOTAL VARIABLE			16045944	15149449	896495	2532		153071314	AT	9586216	2763	18
19			ACCT. NO.	MONTH					YEAR-TO-DATE					19
20		FIXED OPERATIONS		R.O. COUNTS	SALES	COST	GROSS PROFIT	% SALES	R.O. COUNTS	SALES	COST	GROSS PROFIT	% SALES	20
21	M E C H A N I C A L	CUST. LAB - CARS & LD TRKS	460A	395	97218	21778	75440	7760	5137	1196351	256771	939580	7854	21
22		S/CNTR LAB - CARS & LD TRKS	460B	85	26536	6025	20511	7729	961	301585	65915	235670	7814	22
23		Q/SRV LAB - CARS & LD TRKS	460C	665	53464	15609	37855	7080	7925	756245	198439	557806	7376	23
24		CUST. LAB - COM, FLT & MD TRKS	461A	19	5774	1518	4256	7371	278	92602	23329	69273	7481	24
25		S/CNTR LAB - COM, FLT & MD TRKS	461B											25
26		Q/SRV LAB - COM, FLT & MD TRKS	461C	556	10628	6371	4257	4005	6225	122306	68637	53669	4388	26
27		WARRANTY CLAIM LABOR	462	1587	147819	36419	111400	7536	16731	1563684	380029	1183655	7570	27
28		INTERNAL LABOR	463	545	35995	9886	26109	7254	5516	507060	126807	380253	7499	28
29		NEW VEHICLE INSPECTION LABOR	464	314	47622	8960	38662	8119	3033	454632	83082	371550	8173	29
30		ADJ COST OF LABOR SLS	665			12785	- 12785				95032	- 95032		30
31	S H O P	SUB-TOTAL			425056	119351	305705	7192		4994465	1298041	3696424	7401	31
32		SHOP SUPPLIES	469		14352	14352				179450	179450			32
33		SUBLET REPAIRS	466		70281	70139	142	20		1647594	1643298	4296	26	33
34		TOTAL MECHANICAL		4166	509689	203842	305847	6001	45806	6821509	3120789	3700720	5425	34
35		CUST. PAINT LABOR	470		66271	27665	38606	5825		800997	338213	462784	5778	35
36		CUST. BODY LABOR	471	175	173324	71295	102029	5887	2110	1829117	741392	1087725	5947	36
37		WARRANTY CLAIM LABOR	472	12	1317	246	1071	8132	131	110489	44470	66019	5975	37
38		INTERNAL LABOR	473	21	5124	2910	2214	4321	308	68457	38410	30047	4389	38
39		ADJ COST OF LABOR SLS	675			402	- 402				4164	- 4164		39
40		SUB-TOTAL			246036	102518	143518	5833		2809060	1166649	1642411	5847	40
41	B O D Y	SUBLET REPAIRS	476		59281	44610	14671	2475		827201	626727	200474	2424	41
42		PAINT & SHOP MATERIALS	479		50102	18626	31476	6282		598398	218288	380110	6352	42
43		TOTAL BODY SHOP		208	355419	165754	189665	5336	2549	4234659	2011664	2222995	5250	43
44		TOTAL SERVICE DEPT.		4374	865108	369596	495512	5728	48355	11056168	5132453	5923715	5358	44
45		WARRANTY CLAIMS	480		127203	90777	36426	2864		1413233	1009901	403332	2854	45
46		MECH. - CARS & LD TRK R.O.	467		112832	65892	46940	4160		1528708	887086	641622	4197	46
47		MECH. - COM, FLT & MD TRKS R.O.	468		5564	3861	1703	3061		88304	61145	27159	3076	47
48		MECH. - QUICK SERV. R.O.	478		41299	24647	16652	4032		556596	324279	232317	4174	48
49		BODY CUST. R.O.	477		218311	144540	73771	3379		2465851	1627579	838272	3400	49
50		INTERNAL	481		30276	23852	6424	2122		349219	260912	88307	2529	50
51	A C C E S S O R I E S	COUNTER - RETAIL	482		37719	25066	12653	3355		453554	312339	141215	3114	51
52		WHOLESALE	483		760950	700484	60466	795		6801225	6199019	602206	885	52
53		ACCESSORIES	484		64969	47744	17225	2651		708959	533741	175218	2471	53
54		PURCHASE ALLOWANCES	687			- 102318	102318				- 1066788	1066788		54
55		ADJ P&A INVENTORY	688			- 1211	1211				- 106164	106164		55
56		TOTAL P&A			1399123	1023334	375789	2686		14365649	10043049	4322600	3009	56
57		TIRES	490		32808	26281	6527	1989		482172	400300	81872	1698	57
58		GAS, OIL & GREASE	491		34107	29894	4213	1235		407145	363163	43982	1080	58
59		MISCELLANEOUS	492		20428	14045	6383	3125		235762	163402	72360	3069	59
60		TOTAL OTHER			87343	70220	17123	1960		1125079	926865	198214	1762	60
61	T O T A L	TOTAL P&A DEPT.			1486466	1093554	392912	2643		15490728	10969914	4520814	2918	61
62		TOTAL FIXED		439	2351574	1463150	888424	3778	705	26546896	16102367	10444529	3934	62
63		TOTAL ALL DEPTS.			18397518	16612599	1784919	970		179618210	AU	20030745	1115	63

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ADDITIONAL DATA

LN NO	FINANCE, INSURANCE & PROTECTION PLAN ACTIVITY		MONTH					YEAR-TO-DATE					LN NO		
			CNTRS	SALES	COST	REV/GROSS	PER CNTR	CNTRS	SALES	COST	REV/GROSS	PER CNTR			
1	NEW	FINANCE INCOME - NEW	806	198	159280		159280	804	1923	1573998		1573998	819	1	
2		INS. COMM. EARNED - NEW	807	83	28461		28461	343	812	336052		336052	414	2	
3		FIN & INS CHARGEBACKS	850			13979	- 13979				169922	- 169922		3	
4		ACCESSORIES	810	54	37695	18526	19169	355	572	402608	205938	196670	344	4	
5		DIVISIONAL EXT. WARRANTIES	494											5	
6		GM PROT. PLANS	443						1	2200	1509	691	691	6	
7		OTHER PROT. PLANS	444	136	306948	200869	106079	780	1373	3006984	2003757	1003227	731	7	
8		REPO. LOSSES - NEW	853											8	
9		F&I COMPENSATION	855			62877	- 62877	PVR			636872	- 636872	PVR	9	
10		NEW F&I & PROT. PLAN INCOME			532384	296251	236133	964		5321842	3017998	2303844	984	10	
11	USED	FINANCE INCOME - USED	808	78	46740		46740	599	751	479382		479382	638	11	
12		INS. COMM. EARNED - USED	809	39	12963		12963	332	365	129098		129098	354	12	
13		FIN & INS CHARGEBACKS	851			5852	- 5852				61233	- 61233		13	
14		ACCESSORIES	811	9	4648	2748	1900	211	108	73713	41194	32519	301	14	
15		DIVISIONAL EXT. PR. PRODUCT	495											15	
16		GM PROT. PLANS	454	2	6257	4781	1476	738	8	21781	19743	2038	255	16	
17		OTHER PROT. PLANS	455	73	163906	116219	47687	653	612	1375529	912516	463013	757	17	
18		REPO. LOSSES - USED	854											18	
19		F&I COMPENSATION	856	CNTRS/ UNITS CHK TOTAL		22058	- 22058	PVR	CNTRS/ UNITS CHK TOTAL		226575	- 226575	PVR		19
20		USED F&I & PROT. PLAN INCOME			234514	151658	82856	760		2079503	1261261	818242	726	20	
21	TOTAL F&I INCOME (To PG 3, Lns 1-2)			672	766898	447909	318989	901	6525	7401345	4279259	3122086	900	21	
22	SUPPLEMENTAL INVENTORY ANALYSIS												22		
23	INVENTORIES		ACCT.	GM (A)				NON-GM (B)					23		
24	NEW VEHICLES		NO	UNITS	\$	LIFO RES	AFTER LIFO	UNITS	\$	LIFO RES	AFTER LIFO		24		
25	DEMONSTRATORS		230	33	1347794		1347794						25		
26	CARS		231	237	6982532	795586	6186946						26		
27	TRUCKS		237	697	27391645	4326189	23065456						27		
28	MEDIUM DUTY TRUCKS		235										28		
29	OTHER AUTO		238						1621073		1621073		29		
30	USED VEHICLES		ACCT.	< 45 DAYS IN STOCK		> 45 DAYS IN STOCK		TOTAL USED UNITS IN STOCK					30		
31			NO	UNITS	\$	UNITS	\$	UNITS	\$	LIFO RES	AFTER LIFO		31		
32	CARS		240	36	458842	26	470304	62	929146		929146		32		
33	TRUCKS		241	77	1627374	56	1348975	133	2976349		2976349		33		
34			ACCT.	GM (A)	\$	LIFO RES	AFTER LIFO	NON-GM (B)	\$	LIFO RES	AFTER LIFO		34		
35	PARTS & ACCESSORIES		242		2632629	277940	2354689						35		
36	PARTS CORES		242A										36		
37	OTHER INVENTORIES		243, 244, 245 and 258		74518		74518						37		
38	TOTAL LIFO RESERVE						5399715						38		
39	WORK-IN-PROCESS LABOR-MECHANICAL		247A		8638			WORK-IN-PROCESS LABOR-BODY		247B		30549	39		
40	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)												40		
41	POSITION		NEW	USED	L&R	F&I	MECHANICAL	BODY	PARTS	G&A	TOTAL		41		
42	OWNERS / EXECUTIVE MGRS		5	3			3	1	1		13		42		
43	SUPERVISORS		47	21			43	31	31		173		43		
44	VEH., SERV & PARTS SLSPL		181	85			80	40	80		466		44		
45	TECHNICIANS						320	160			480		45		
46	CLERICAL		45	18		10	67	27	45		212		46		
47	OTHERS		92	66		40	127	34	129		488		47		
48	TOTAL		370	193		50	640	293	286		1832		48		
49	TOTAL HIRED Y-T-D		57	23			366	103	62		611		49		
50	TOTAL TERMINATED Y-T-D		2	18			245	55	60		380		50		
51	DEALERSHIP CUSTOMER RECEIVABLES												51		
52	RETURN ON INVESTMENT		CUSTOMER RECEIVABLES			TOTAL	NOT DUE	P A S T D U E	31-60 DAYS	61-90 DAYS	OVER 90 DAYS		52		
53			210 VEHICLES											53	
54	3881		210 OTHER										54		
55			220 VEHICLES			32580	32580						55		
56	220 L & R												56		
57	RETURN ON ASSETS		220 SERVICE & PARTS			815021	727798		45168	9899	32156		57		
58			220 OTHER											58	
59	817		TOTAL CUSTOMER RECEIVABLES			847601	760378		45168	9899	32156		59		
60			300 A/P DEBIT BALANCE			95456								60	
61	340 LESS ALLOW. DBTFL. ACCTS.								MEMO ITEMS		MONTH	Y-T-D	61		
62	NET CUSTOMER RECEIVABLES			943057					CASH SALES – PARTS & SERV.		604914	6701880	62		
63	NEW VEHICLE SALES SUMMARY			MONTH				YEAR-TO-DATE					63		
64				UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SLD	UNITS SOLD	SALES	COST	GROSS PROFIT	PER UNIT SLD	64	
65	CARS	TOTAL NEW CARS RETAIL	56	1765874	1767526	- 1652	- 30	531	15605241	15187646	417595	786	65		
66		TOTAL NEW CARS FLEET & INTERNAL	1	20000	19540	460	460	3	55590	57187	- 1597	- 532	66		
67		TOTAL NEW CARS	57	1785874	1787066	- 1192	- 21	534	15660831	15244833	415998	779	67		
68	TRUCKS	TOTAL NEW TRUCKS RETAIL	189	8428660	8161004	267656	1416	1811	77545741	74882186	2663555	1471	68		
69		TOTAL NEW TRUCKS FLEET & INTERNAL	30	1118679	1023240	95439	3181	386	14339027	13436297	902730	2339	69		
70		TOTAL NEW TRUCKS	219	9547339	9184244	363095	1658	2197	91884768	88318483	3566285	1623	70		
71	ACCESSORIES	NEW OTHER AUTOMOTIVE (PNVR)											71		
72		ACCESSORIES	180	185506	117287	68219	379	1672	1478032	1031658	446374	267	72		
73		TOTAL NEW VEHICLES	276	11518719	11088597	430122	1558	2731	109023631	AV	4428657	1622	73		
74	*MEMO* TOTAL NEW VEH RTL		245	10194534	9928530	266004	1086	2342	93150982	90069832	3081150	1316	74		