

Stat	Date	d/I	Deal	Cust	n/u	Stock#	Year	Mk	Model	X	I	Bank	Spread	Term	Amt	Fin	FinRes	Life	A+H	Gap	SvcCon	Maint	AM 01	AM 02	AM 03	AM 04	AM 05	AM 06	AM 07	AM 08	AM 09	AM 10	Tot F+I												
Totals: Apr Miller / Rocky J Squirrel Motors												2		32,052	344	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	344	
Average per Vehicle Sold												Veh	0.4	69	16,026	172	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	172	
Average per Contract Sold												Sold			172	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	
# Sold															2	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		
# Qualifying															2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
% Penetration															100.0%	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%	0.0%	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%

Totals: Apr Miller												12		210,583	5,759	0	0	864	2,939	850	140	-78	704	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	11,038	
Average per Vehicle Sold												Veh	0.9	63	17,548	479	0	0	72	244	70	11	-6	58	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	919
Average per Contract Sold												Sold			523	0	0	432	734	170	140	-78	176	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
# Sold															11	0	0	2	4	5	1	1	4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
# Qualifying															12	11	11	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	12	
% Penetration															91.6%	0.0%	0.0%	16.6%	33.3%	41.6%	8.3%	8.3%	33.3%	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%	0.0%	0.0%	0.0%	0.0%	0.0%	

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Fanny Finance / Rocky J Squirrel Motors / Used Veh Sold																																																
F	10/02	D	92035	Cust		U BC4190C	2000	Ch	S-10	Y	Y	Cash	Dea	0.0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0														
F	10/04	D	92113	Cust		U C17352A	2005	Po	Grand	Y	Y	Amcore	B	1.3	60	8,322	297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	297														
Totals: Fanny Finance / Rocky J Squirrel Motors / Used Veh													2														8,322	297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	297			
Average per Vehicle Sold													Veh														0.6	30	4,161	148	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	148	
Average per Contract Sold													Sold																297	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
# Sold																													1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
# Qualifying																													2	1	1	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
% Penetration																													50.0%	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%	0.0%	0.0%	0.0%	0.0%

Totals: Fanny Finance / Rocky J Squirrel Motors																																																
													4														46,007	3,347	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3,347		
Average per Vehicle Sold													Veh														0.9	34	11,501	836	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	836
Average per Contract Sold													Sold																1,115	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
# Sold																													3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
# Qualifying																													4	3	3	2	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
% Penetration																													75.0%	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%	0.0%	0.0%	0.0%	0.0%

Totals: Fanny Finance																																																
													21														409,222	7,935	0	0	1,215	1,830	536	680	160	478	0	0	0	0	0	0	0	0	0	0	12,154	
Average per Vehicle Sold													Veh														1.2	38	19,486	377	0	0	57	87	25	32	7	22	0	0	0	0	0	0	0	0	0	578
Average per Contract Sold													Sold																610	0	0	405	610	178	340	160	239	0	0	0	0	0	0	0	0	0	0	
# Sold																													13	0	0	3	3	3	2	1	2	0	0	0	0	0	0	0	0	0	0	
# Qualifying																													21	13	13	13	19	19	21	21	21	21	21	21	21	21	21	21	21	21	21	21
% Penetration																													61.9%	0.0%	0.0%	23.0%	15.7%	15.7%	9.5%	4.7%	9.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Grand Totals:																																																
													33														619,806	13,694	0	0	2,079	4,769	1,386	820	82	1,182	0	0	0	0	0	0	0	0	0	0	23,192	
Average per Vehicle Sold													Veh														1.1	47	18,782	414	0	0	63	144	42	24	2	35	0	0	0	0	0	0	0	0	0	702
Average per Contract Sold													Sold																570	0	0	415	681	173	273	41	197	0	0	0	0	0	0	0	0	0	0	
# Sold																													24	0	0	5	7	8	3	2	6	0	0	0	0	0	0	0	0	0	0	
# Qualifying																													33	24	24	25	31	31	33	33	33	33	33	33	33	33	33	33	33	33	33	
% Penetration																													72.7%	0.0%	0.0%	20.0%	22.5%	25.8%	9.0%	6.0%	18.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	

Note: the column labeled "Stat" should contain the following codes: "S"=Saved Deal; "E"=Spot Delivered; "C"=Closed in F+I, but not posted in Accounting; "F"=Finalized in Accounting

Note: the columns labeled "X" and "I" refer to whether the customer is Qualified for "X=Ext Svc Contract" or "I=Insurance":