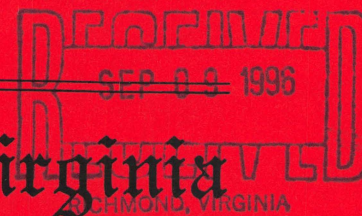


253 Va 50

CLERK
SUPREME COURT OF VIRGINIA



Supreme Court of Virginia

RECORD NO. 960943

R. K. CHEVROLET, INC.,

Appellant,

v.

JAMES J. HAYDEN, JR.,

Appellee.

APPENDIX

Glen R. Croshaw, Esquire
Randy D. Singer, Esquire
Gary R. Bryant, Esquire
William M. Furr, Esquire
WILLCOX & SAVAGE, P.C.
1800 NationsBank Building
Norfolk, Virginia 23510
(804) 628-5500

Counsel for Appellant

W. Edward Hudgins, Jr., Esquire
HUDGINS & EGE, P.C.
615 Lynnhaven Parkway
First Floor
Virginia Beach, Virginia 23452
(804) 463-1054

Counsel for Appellee

TABLE OF CONTENTS

Tab/Page

Motion for Judgment filed July 15, 1994	1
--	---

ATTACHED EXHIBIT:

A. Contract of Employment dated May 12, 1992	4
---	---

Amended Motion for Judgment filed June 20, 1995	5
--	---

ATTACHED EXHIBIT:

A. Contract of Employment dated May 12, 1992	10
---	----

Answer to Amended Motion for Judgment filed June 29, 1995	11
--	----

Excerpts of Transcript of Proceedings Before The Honorable John K. Moore, Judge, on January 24, 1996	14
--	----

Excerpts of Testimony of Robert Kline:

Direct Examination	18
Cross Examination	46
Redirect Examination	67

Excerpts of Testimony of James J. Hayden, Jr.:

Direct Examination	69
--------------------------	----

Testimony of Buddy Johnson:

Direct Examination	82
--------------------------	----

Table of Contents
Page Two of Three

**Excerpts of Transcript of Proceedings Before
The Honorable John K. Moore, Judge,
on January 24, 1996, continued:**

Testimony of Jim Hastings:

Direct Examination	90
Cross Examination	121

PLAINTIFF'S EXHIBITS:

2.	Contract of Employment dated May 12, 1992	131
3.	Separation of Employment dated July 12, 1993	132
4.	Monthly Financial Reports	134
5.	List of Conditions (undated)	324
8.	Resume of Jim Hastings (undated)	325
9.	Used Vehicle Department Report dated July, 1992 thru June, 1994	326
10.	RK Chevrolet, Inc. Used Vehicle Gross Profit Graph dated July, 1992 thru June, 1994	327
11.	Summary of Results dated July, 1992 thru June, 1994	328

Table of Contents
Page Three of Three

**Excerpt of Transcript of Proceedings Before
The Honorable John K. Moore, Judge,
on January 25, 1995 329**

**Order of
The Honorable John K. Moore, Judge,
entered February 16, 1996 337**

Assignment of Error 339

VIRGINIA: IN THE CIRCUIT COURT OF THE CITY OF VIRGINIA BEACH

R.K. CHEVROLET, INC.,

Plaintiff,

v.

At Law No. 94-2439

JAMES J. HAYDEN, Jr.

Serve: Secretary of the Commonwealth
Old Finance Building, Capital Square
Post Office Box 1-D
Richmond, Virginia 23201

Defendant.

MOTION FOR JUDGMENT

NOW COMES the plaintiff, R.K. Chevrolet, Inc., by counsel, and states as follows:

1. The plaintiff, R.K. Chevrolet, Inc., is a Virginia corporation with its principal place of business at 2661 Virginia Beach Boulevard, Virginia Beach, Virginia 23452.

2. Defendant, James J. Hayden, is a former employee of Plaintiff and currently works for Coastal Chevrolet in Nags Head, North Carolina.

3. On May 12, 1992 in Virginia Beach, Virginia, Plaintiff and Defendant entered into a contract in which Plaintiff agreed to work for Defendant for two years from May 12, 1992 until May 12, 1994. The contract is attached as Exhibit A.

4. Pursuant to the terms of the contract, the defendant could only stop working for Plaintiff if his father died during the term of the contract.

5. In January 1994, Defendant stopped working for Plaintiff in violation of the contract even though his father had not died.

6. Defendant further persuaded four co-workers to leave their employment with Plaintiff and begin working for his father's dealership, Coastal Chevrolet, Inc., 306 16th Street, Nags Head, North Carolina 27997.

7. Defendant's conduct in leaving his employment with Plaintiff and taking four co-workers to another dealership constitutes a breach of his employment contract.

8. By willfully and maliciously persuading his co-workers to leave the employment with Plaintiff, Defendant tortiously interfered with the contracts between Plaintiff and its employees.

9. As a direct consequence of Defendant's breach of his employment contract with Plaintiff, Plaintiff has suffered \$750,000 in replacing Defendant and training Defendant's replacement.

REQUEST FOR RELIEF

WHEREFORE, Plaintiff prays that judgment be entered against the defendant and it be awarded \$750,000 in compensatory damages and \$100,000 in punitive damages. Plaintiff also prays for prejudgment interest, reasonable costs including attorneys fees and

other legal and equitable relief as the nature of Plaintiff's cause may require and as the Court deems appropriate.

Plaintiff demands a jury trial.

R.K. CHEVROLET, INC.

By William M. Furr
Of Counsel

William M. Furr
(VSB #29554)
Kevin L. Keller
(VSB #30731)
WILLCOX & SAVAGE, P.C.
1800 NationsBank Center
Norfolk, Virginia 23510
(804) 628-5500



OVER 25 YEARS OF GUARANTEED SATISFACTION

Lynnhaven Parkway
at Virginia Beach
Boulevard
Virginia Beach,
Virginia 23452

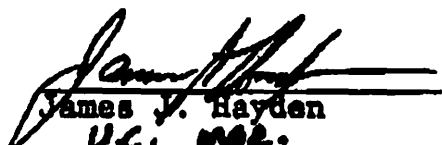
CHEVROLET - PEUGEOT - GEO - DAIHATSU

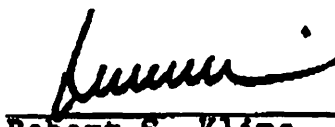
Contract Between James J. Hayden &
R. K. Chevrolet, GEO

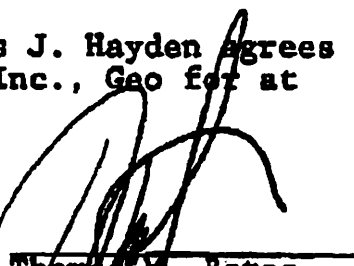
May 12, 1992

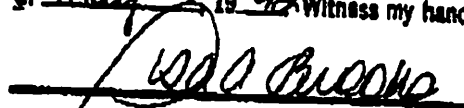
I, James J. Hayden, willingly enter into a two year contract of employment with R. K. Chevrolet, Inc., GEO. The only reason allowable for Mr. Hayden to leave in this time frame, under this contract, is the untimely death of his father.

Therefore, with the above exception, James J. Hayden agrees to work continuously at R. K. Chevrolet, Inc., Geo for at least two years in good faith.


James J. Hayden
U.C. M92.
5/12/92
Date


Robert S. Kline
Pres.
5/12/92
Date


Thomas M. Bates
C.P.O.
5/12/92
Date

City/County of Virginia Beach Commonwealth/State of VA
Sworn to and subscribed before me this 12 day
of May 19 92 Witness my hand and official seal.

Notary Public

My Commission Expires DEC. 31, 1995

VIRGINIA: IN THE CIRCUIT COURT OF THE CITY OF VIRGINIA BEACH

R.K. CHEVROLET, INC.,

Plaintiff,

v.

At Law No. CO 94-2439

JAMES J. HAYDEN, JR.,

Defendant.

AMENDED MOTION FOR JUDGMENT

NOW COMES the Plaintiff, R.K. Chevrolet, Inc., by counsel, and moves for judgment against the Defendant on the Grounds and in the amount set forth as follows:

1. The Plaintiff, R.K. Chevrolet, Inc., is a Virginia corporation with its principal place of business at 2661 Virginia Beach Boulevard, Virginia Beach, Virginia 23452.
2. Defendant, James J. Hayden, Jr., is a former employee of Plaintiff and currently works for Coastal Chevrolet in Nags Head, North Carolina. On information and belief, he is currently President of Coastal Chevrolet.
3. The cause of action arises from certain acts or omissions in the City of Virginia Beach, Virginia.

COUNT I - Breach of Contract

4. On May 12, 1992, Plaintiff and Defendant Hayden entered into an employment contract in which Defendant Hayden agreed to work for Plaintiff for two years from May 12, 1992 until May 12, 1994. A true copy of the Contract is attached as Exhibit A.

5. Pursuant to the terms of the Contract, the Defendant Hayden could only stop working for Plaintiff if his father died during the term of the Contract.

6. In January 1994, Defendant Hayden stopped working for Plaintiff in violation of the Contract even though his father had not died.

7. Defendant Hayden has breached his employment contract with Plaintiff.

8. As a direct and proximate result of Defendant Hayden's breach of his employment contract with Plaintiff, Plaintiff has been injured in its business and has suffered damages, including, but not limited to lost profits, lost sales and revenues, the cost and time of replacing Defendant Hayden and training Defendant Hayden's replacement.

COUNT II - Tortious Interference with Business Relations

9. Plaintiff restates and realleges Paragraphs 1-8 as if the same were fully set forth herein.

10. Defendant Hayden recruited, solicited, enticed and/or persuaded at least four coworkers to leave their employment with Plaintiff and begin working for his and/or his father's dealership, Coastal Chevrolet, Inc., 306 16th Street, Nags Head, North Carolina 27997.

11. Notwithstanding his knowledge of the existence of such employment relationships between the Plaintiff and his coworkers, the Defendant Hayden intentionally, willfully, maliciously and tortiously interfered with the business relationships and/or contracts between Plaintiff and its various employees by recruiting, soliciting, enticing and/or persuading these various employees to discontinue their employment with Plaintiff and to work for another dealership.

12. As a direct and proximate result of the aforesaid actions, Plaintiff has been injured in its business and has suffered damages, including but not limited to, lost profits, lost sales, lost revenues, and the cost and time of replacing these various employees and training their replacements.

COUNT III - Breach of Fiduciary Duty

13. Plaintiff restates and realleges Paragraphs 1-12 as if the same were fully set forth herein.

14. Defendant owed a fiduciary duty to Plaintiff. Defendant was required to exercise good faith, loyalty and honesty towards his employer, the Plaintiff.

15. Defendant breached his fiduciary duty to the Plaintiff by attempting and/or successfully recruiting, soliciting, enticing and/or persuading other employees of the Plaintiff to leave Plaintiff's employment.

16. Defendant further breached his fiduciary duty to the Plaintiff by conducting his affairs for his own benefit and for the benefit of Plaintiff's business competitor(s) and to the prejudice of Plaintiff.

17. As a direct and proximate result of the aforesaid actions, Plaintiff has been injured in its business and has suffered damages, including but not limited to, lost profits, lost sales, lost revenues, and the cost and time of replacing these various employees and training their replacements.

CERTIFICATE OF SERVICE

I hereby certify that a true and correct copy of the foregoing was mailed to W. Edward Hudgins, Jr., Esquire, Hudgins & Ege, P.C., 615 Lynnhaven Parkway, First Floor, Virginia Beach, Virginia 23452 this 20 day of June, 1995.

Amy Monday



OVER 25 YEARS

GUARANTEED SATISFACTION

Lynnhaven Parkway
of Virginia Beach
Boulevard
Virginia Beach,
Virginia 23452

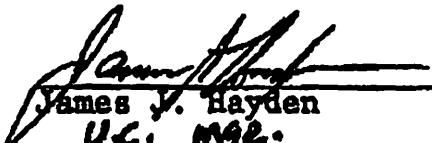
CHEVROLET - PEUGEOT - GEO - DAIHATSU

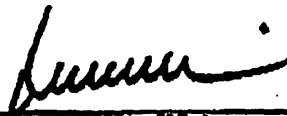
Contract Between James J. Hayden &
R. K. Chevrolet, GEO

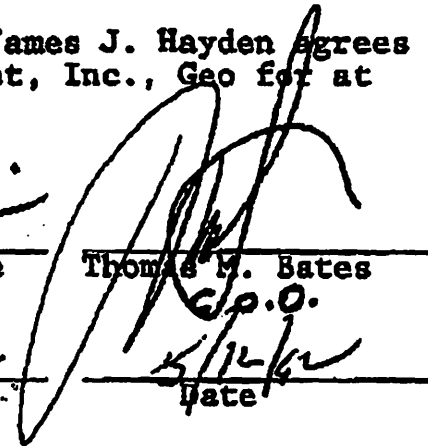
May 12, 1992

I, James J. Hayden, willingly enter into a two year contract of employment with R. K. Chevrolet, Inc., GEO. The only reason allowable for Mr. Hayden to leave in this time frame, under this contract, is the untimely death of his father.

Therefore, with the above exception, James J. Hayden agrees to work continuously at R. K. Chevrolet, Inc., Geo for at least two years in good faith.


James J. Hayden
U.C. M92.
5/12/92
Date


Robert S. Kline
P.E.S.
5/12/92
Date


Thomas M. Bates
C.P.O.
5/12/92
Date

City/County of Virginia Beach Commonwealth/State of VA
Signed to and subscribed before me this 12 day
of May 19 92 Witness my hand and official seal.


Notary Public

By Commission Expires DEC. 31, 1995

VIRGINIA: IN THE CIRCUIT COURT OF THE CITY OF VIRGINIA BEACH

R.K. CHEVROLET, INC.,
Plaintiff

vs.

At Law No.: 94-2439

JAMES J. HAYDEN, JR.,
Defendant.

ANSWER TO AMENDED MOTION FOR JUDGMENT

Now Comes, James J. Hayden, Jr., Defendant and for Answer to the Amended Motion for Judgment exhibited against him says as follows:

1. Defendant admits the allegations contained in Paragraph 1
2. Defendant admits the allegations contained in Paragraph 2
3. Your Defendant neither admits nor denies the allegations contained in Paragraph 3 and calls for strict proof thereof.

**Count I
Breach of Contract**

4. In answer to the allegations contained in Paragraph 4, your Defendant avers that he did in fact sign the writing in question; he denies that the writing in question is a valid contract, avers that the same lacked consideration, mutuality, and is vague and unenforceable.

5. In answer to the allegations contained in Paragraph 5, of the Amended Motion, your Defendant refers and adopts his answer set forth in Paragraph 4 above.
6. In answer to the allegations contained in Paragraph 6 of the Amended Motion, your defendant avers that he was fired in the month of July in 1992 by the Plaintiff that some days later he was rehired, that he thereafter terminated his relationship with the Plaintiff, without objection by the Plaintiff, in the latter part of June, 1993. Your Defendant further avers that such actions on his part were not in violation of any arrangement with Plaintiff.
7. Defendant denies the allegations contained in Paragraph 7 of the Amended Motion.
8. Defendant denies the allegations contained in Paragraph 8 of the Amended Motion.

Count II
Interference with Business Relationship

9. Defendant restates and re-alleges his answers to paragraphs 1 through 8 above as if the same were fully set forth herein.
10. Your Defendant denies the allegations contained in Paragraph 10.
11. Your Defendant denies the allegations contained in Paragraph 11.
12. Your Defendant denies the allegations contained in Paragraph 12.

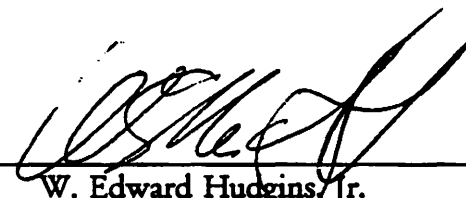
Count III.
Breach of Fiduciary Duty

13. Your Defendant restates and re-alleges his answers to Paragraphs 1 through 12 as if the same were fully set forth herein.

14. Your Defendant denies the allegations contained in Paragraph 14.
15. Your Defendant denies the allegations contained in Paragraph 15.
16. Your Defendant denies the allegations contained in Paragraph 16.
17. Your Defendant denies the allegations contained in Paragraph 17.

Wherefore your Defendant prays that the Amended Motion for Judgment be dismissed with prejudice, with costs and sanctions upon the Plaintiff and he will ever pray.

James J. Hayden, Jr.

BY: 
W. Edward Hudgins, Jr.
of Counsel

W. Edward Hudgins, Jr. (VSB# 4452)
HUDGINS & EGE, P.C.
615 Lynnhaven Parkway
First Floor
Virginia Beach, VA 23452
(804) 463-1054

CERTIFICATE OF MAILING

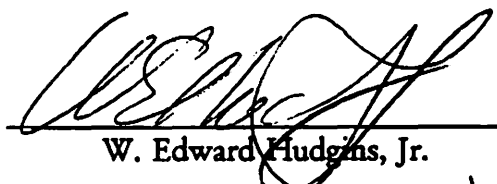
I certify that the foregoing instrument was mailed to Amy M. Levy, Esquire, WILLCOX & SAVAGE, P.C., 1800 Commercial Place, Norfolk, Virginia 23510-2197 this 28 day of June, 1995.

FILED

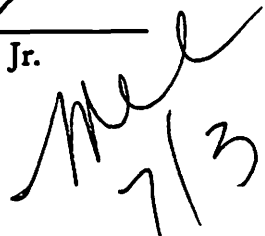
95 JUN 29 PM 1:56

J. ORRIS, CLERK

 PC


W. Edward Hudgins, Jr.

13


7/3 28

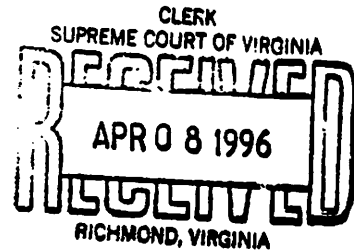
1 VIRGINIA:

2 IN THE CIRCUIT COURT FOR THE CITY OF VIRGINIA BEACH

3
4 R.K. CHEVROLET,)
5 Plaintiff,)

6 V.)

7 JAMES J. HAYDEN, JR.,)
8 Defendant.)



9
10
11 TRANSCRIPT OF PROCEEDINGS

12
13 Virginia Beach, Virginia

14 January 24, 1996

15
16
17 Before: The Honorable John K. Moore, Judge
18 and a jury

19 Appearances:

20 WILLCOX & SAVAGE

21 By: WILLIAM M. FURR, ESQUIRE
22 Counsel for the Plaintiff

23 HUDGINS & EGE

24 By: W. EDWARD HUDGINS, JR., ESQUIRE
25 Counsel for the Defendant

*Filed
Mar. 13, 1996
J. Curtis Spuit, Clerk
By: L. G. Mann, D.C.*

I N D E X

PLAINTIFF'S WITNESSES	EXAMINATION BY	PAGE
Robert Kline	Mr. Furr	18
	Mr. Hudgins	48
	Mr. Furr	73
James J. Hayden, Jr.	Mr. Furr	77
James J. Hayden, Sr.	Mr. Furr	122
	Mr. Hudgins	129
Buddy Johnson	Mr. Furr	131
Jim Hastings	Mr. Furr	139
	Mr. Hudgins	170

PLAINTIFF'S EXHIBITS

NO.	DESCRIPTION	MARKED FOR ID	REC'D IN EVIDENCE
1	Contract dated August 10, 1990	23	23
2	Contract dated May 12, 1992	27	27
3	Separation Notice	--	--
4	Monthly Financials	38	38
5	List of Conditions	47	47
6	Virginia Beach Beacon Ad	95	95
7	Application to Become a Dealer	108	108
8	Resume' of Jim Hastings	142	142
9	Report	148	148
10	Photocopy of Graph	161	161
11	Summary of Results	169	169

DEFENDANT'S EXHIBITS

NO.	DESCRIPTION	MARKED FOR ID	REC'D IN EVIDENCE
1	Invoices dated July 12, 1993	55	55
2	Document Ranking Dealerships	60	60

1 DIRECT EXAMINATION

2
3 BY MR. FURR:

4 Q. Mr. Kline, can you introduce yourself to
5 the jury, please?

6 A. My name is Bob Kline, and I'm the
7 president of R.K. Chevrolet.

8 Q. How long have you been the president of
9 R.K. Chevrolet?

10 A. Since 1988.

11 Q. What's your educational background?

12 A. I'm -- I was educated at Duke University
13 in Durham, North Carolina.

14 Q. Any honors or awards that you received
15 there?

16 A. I graduated magna cum laude with
17 distinctions.

18 Q. What was your major?

19 A. Political science.

20 Q. How long has R.K. Chevrolet been in your
21 family's business?

22 A. Thirty-two years.

23 Q. And do you have any siblings or relatives
24 who work there currently?

25 A. I do.

1 Q. Who are they?

2 A. My father and my brother.

3 Q. Do you know the Jim Hayden family?

4 A. I do.

5 Q. Tell the jury who they are.

6 A. They're a family of successful car
7 dealers.

8 Q. What car dealerships has Mr. Hayden or
9 his son owned over the years?

10 A. I don't know that I know them all, but I
11 know some of them. Lynnhaven -- Jim Hayden
12 Lincoln-Mercury, Major Lincoln-Mercury, Coastal
13 Chevrolet, which is Oldsmobile -- I believe it's
14 Pontiac-GM. I'm not sure, but I think GMC truck. They
15 have a number of GM franchises, Aurora. They have
16 extensive automotive experience.

17 Q. Who owned -- have they owned Lynnhaven
18 Lincoln-Mercury over the years?

19 A. They have.

20 Q. How long have you known the Hayden family
21 or of the Hayden family?

22 A. Over ten years.

23 Q. How did Jim Hayden, Jr., come to work for
24 R.K. Chevrolet?

25 A. He approached one of our managers and was

1 looking for a job.

2 Q. What was your reaction when you heard
3 that Mr. Hayden was looking for a job at R.K.
4 Chevrolet?

5 A. Well, initially, he came and said he was
6 interested in a job as a salesman; and as a salesman,
7 we were glad to have him. He was experienced and
8 knowledgeable and young and had a lot to prove and had
9 a lot of energy.

10 Q. Did you ever have any concerns about Jim
11 Hayden, son of Jim Hayden, Sr., working at R.K.
12 Chevrolet?

13 A. We only had a concern when we talked with
14 him about his potential promotion into a manager's job
15 where a lot of confidential information is exchanged
16 and a lot of training goes into the job and it takes
17 time to learn it.

18 Q. Did you consider Mr. Hayden, Jr., for a
19 financially-sensitive position?

20 A. We did.

21 Q. What position was that?

22 A. It was originally assistant used car
23 manager.

24 Q. Okay. And tell the jury what concerns
25 you had, if any, about employing Mr. Hayden in that

1 capacity.

2 A. Well, our concern was that Jim was going
3 to be there long enough to be able to perform the
4 functions of the job successfully after we trained him
5 and that he would not go to work for his father, who
6 had a long history of owning car dealerships.

7 Q. How long does it take to train a used car
8 manager?

9 A. It takes a minimum of five to six months
10 to train an experienced salesman to do the
11 fundamentals.

12 Q. Why is that?

13 A. The used car manager is responsible for
14 all of the customers that come in to buy used cars,
15 have a problem with a used car, all of the buying and
16 selling of the used cars and all of the transactions
17 with the customers and the money being received from
18 the customers and paying for the cars that we buy.

19 Q. How is a used car manager position
20 different than a new car manager position as far as
21 level of competence that it takes?

22 A. It takes a great deal more competence to
23 be a used car manager. A new car manager just
24 administrates the cars that come from the factory, that
25 are ordered from the factory. A used car manager makes

1 the decision of what to stock, what cars to buy, what
2 trucks to buy, how to price them and how to sell them.

3 Q. Okay. Did R.K. Chevrolet employ Mr.
4 Hayden in a used car manager or assistant car manager
5 position?

6 A. Yes.

7 Q. What was he first hired as, used car
8 manager or assistant used car manager?

9 A. Originally, I think assistant used car
10 manager.

11 Q. And is there any writing that would
12 memorialize that relationship?

13 A. We have a contract that we signed.

14 Q. Okay. And was that a contract that was
15 signed by both Mr. Hayden and R.K. Chevrolet?

16 A. Yes.

17 MR. FURR: Can I approach the witness,
18 Your Honor?

19 THE COURT: Yes.

20 MR. FURR: Look at that, if you would.
21 I'd like to give you a copy too, Your
22 Honor.

23 THE COURT: Any objection?

24 MR. HUDGINS: No, sir, Judge.

25 MR. FURR: I'd like to go ahead and move

1 it into evidence.

2 THE COURT: This document dated August
3 10, 1990, handwritten document, will be Plaintiff's
4 Exhibit 1.

5
6 (Whereupon, the document referred to was
7 marked for identification and received in
8 evidence as Plaintiff's Exhibit 1.)

9
10 BY MR. FURR:

11 Q. Can you tell me what this document is,
12 Mr. Kline?

13 A. Yes. This is a notarized contract
14 between R.K. Chevrolet and Jim Hayden.

15 Q. Can you hold it up to the jury so they
16 can just see what it looks like? Did a lawyer prepare
17 that?

18 A. No.

19 Q. That's a contract that was entered into
20 between R.K. and Mr. Hayden?

21 A. Yes.

22 Q. And for how long a period of time did
23 that contract last?

24 A. This contract was -- it says that it --
25 I, James Hayden, agree under this said contract that I

1 will stay with R.K. Chevrolet for a period of no less
2 than a year or until August 10, 1991. So one year.

3 Q. Okay. Continue -- why don't you just
4 read the rest of it so the jury knows what the contract
5 says?

6 A. A sum of \$45,000 minimum will be the
7 compensation assuming there is no death or personal
8 injury or his termination for company policy reason.

9 Q. Explain to the jury why you felt that you
10 needed to enter into that contract, this first
11 contract.

12 A. If we were going to take our management
13 talent and train and work with a manager whose family
14 was in the car business, we had a concern that he would
15 not be there during this period of time, and that is
16 the reason we had the contract.

17 Q. Okay. Did R.K. Chevrolet honor this
18 contract?

19 A. Yes, it did.

20 MR. FURR: Okay. I'm going refer to this
21 as Exhibit 1, if I could, Your Honor, move it into
22 evidence as Exhibit 1.

23 THE COURT: You want the original to go
24 in or the copy?

25 MR. FURR: I want -- it doesn't matter to

1 me which one goes in.

2 THE COURT: Okay. The copy's already
3 entered. It's Plaintiff's Exhibit 1.

4
5 BY MR. FURR:

6 Q. Okay. Did R.K. Chevrolet honor its
7 obligations under Exhibit 1?

8 A. Yes.

9 Q. Did Jim Hayden, Jr., honor his
10 obligations under that contract?

11 A. Yes.

12 Q. Was there another contract that R.K.
13 Chevrolet entered into with Mr. Hayden?

14 A. Yes.

15 Q. Can you tell the circumstances
16 surrounding that contract?

17 A. Yes. We heard that -- we kind of make it
18 our business to know who our competition is, and we
19 heard that his father had purchased a Chevrolet
20 dealership, Pontiac and Oldsmobile dealership in North
21 Carolina. And we approached Jim and asked him about
22 whether he knew that his father had purchased a
23 dealership. He said he did not. At that time we
24 started having a conversation with him about another
25 contract.

1 Q. Well, if he said that he didn't know that
2 his father had even purchased Coastal Chevrolet, why
3 enter into the contract?

4 A. Well, again, Jimmy was in a position of a
5 lot of responsibility; and if we were going to continue
6 to work with him, we needed to know that he was going
7 to be there. This is not the type of job that you can
8 have someone coming and going and retraining all the
9 time.

10 Q. Uh-huh. What kind of -- what position
11 was he in at this point with this second --

12 A. He was manager of the department.

13 Q. He was the used car manager?

14 A. Yes.

15 Q. As the used car manager, what access to
16 information did he have with regard to the financial
17 records and confidential information?

18 A. Full access to all of our confidential
19 financial data.

20 Q. What kind of financial data do you have
21 that is confidential?

22 A. The amount of gross profit we make per
23 car, how many cars we sell, how many cars that we keep
24 in inventory, trade secrets, methods of advertising,
25 where we buy our cars, how we buy them, who we buy them

1 from.

2 MR. FURR: Okay. I'd like to approach
3 the witness, Your Honor.

4 THE COURT: Yes.

5
6 BY MR. FURR:

7 Q. And show you a document and ask you to
8 identify that, please.

9 A. That's the second contract that we
10 entered into.

11 Q. Is that your signature on the bottom of
12 the page?

13 A. In the middle of the page, yes.

14 Q. In the middle of the page on the bottom?

15 A. Yes.

16 MR. FURR: Okay. I'd like to move that
17 into evidence as Plaintiff's Exhibit 2, Your Honor.

18 THE COURT: Okay. Any objection?

19 MR. HUDGINS: No, sir.

20 THE COURT: Plaintiff's Exhibit 2. This
21 is the contract dated May 12, 1992.

22
23 (Whereupon, the document referred to was
24 marked for identification and received in
25 evidence as Plaintiff's Exhibit 2.)

1 MR. FURR: Your Honor, I have a blow-up
2 of the contract that I'd like to put on the easel.

3 THE COURT: Okay.

4
5 BY MR. FURR:

6 Q. Mr. Kline, can you read this contract to
7 the jury, please?

8 A. Contract between James J. Hayden and R.K.
9 Chevrolet, Geo, May 12th, 1992. I, James J. Hayden,
10 willingly enter into a two-year contract of employment
11 with R.K. Chevrolet. The only reason allowable for Mr.
12 Hayden to leave in this time frame under this contract
13 is the untimely death of his father; therefore, with
14 the above exception, James J. Hayden agrees to work
15 continuously at R.K. Chevrolet for at least two years
16 in good faith.

17 Q. I see your name and next to your name is
18 Thomas Bates. Who is Thomas Bates?

19 A. He's the general manager and Jim's
20 immediate supervisor.

21 Q. And then under Mr. Hayden's name, it says
22 UC manager. What does that stand for?

23 A. That was Jim's title, used car manager.

24 Q. At the end of the first paragraph, it
25 says, the only reason allowable for Mr. Hayden to leave

1 in this time frame under this contract is the untimely
2 death of his father. Why did that end up in the
3 contract?

4 A. Well, we knew that Jim's father had
5 bought a car dealership and that he would be the only
6 one capable of running it if something did happen to
7 his father, and we weren't looking to be difficult.
8 Jim was a personal friend of our general manager's, and
9 it was put in there for his benefit.

10 Q. Is this something that Mr. Hayden
11 requested?

12 A. I don't know who requested -- I don't
13 think he requested it.

14 Q. Okay. Did you have any objection to that
15 being in there?

16 A. No.

17 Q. Under -- as far as you were concerned,
18 what was R.K. Chevrolet obligated to do under this
19 second contract?

20 A. To employ Jim Hayden as the used car
21 manager for that period of time.

22 Q. And that period of time was how long?

23 A. Two years.

24 Q. And as far as you were concerned, as
25 president of R.K. Chevrolet, what did this contract

1 obligate Mr. Hayden to do?

2 A. To work as the used car manager for two
3 years.

4 Q. Did you have any discussions -- did
5 anyone at R.K. Chevrolet have any discussions with Mr.
6 Hayden about whether he intended to go into business
7 with his father?

8 A. Yes.

9 Q. Tell me about those discussions, please.

10 A. There were a number of discussions where
11 we tried to broach the subject and did, whether Jim was
12 interested in going to work for his father once we
13 found out that his father had bought a large dealership
14 in North Carolina, and he had told us and continued to
15 tell us that he was not interested in working for his
16 father.

17 Q. And that's the dealership -- which
18 dealership is that?

19 A. Dealership that he's presently the
20 president of.

21 Q. Do you know who the owner of that
22 dealership is currently?

23 A. Yes.

24 Q. Who is that?

25 A. Jim Hayden.

1 Q. Jim Hayden, Sr., or Jim Hayden, Jr.?

2 A. The Jim Hayden sitting at that table.

3 Q. Jim Hayden, Jr.? Did Jim Hayden work
4 through May 12th, 1994?

5 A. He did not.

6 Q. Tell the jury what happened before May
7 12th, 1994, when that contract was set to expire.

8 A. He quit.

9 Q. How did he quit?

10 A. He walked into the general manager's
11 office on a Saturday morning and put his keys on the
12 desk and told his boss that he was not going to work
13 there anymore.

14 Q. Do you recall what month that was in?

15 A. It was in July.

16 Q. How busy is the month of July in the used
17 car sales business?

18 A. The spring and summer months are the
19 busiest months we have.

20 Q. As far as the day of the week, what's the
21 busiest day of the week for the car dealership
22 business?

23 A. Saturday.

24 Q. Did Mr. Hayden give six months' notice --

25 A. No.

1 Q. -- that he was going to be leaving?

2 A. No.

3 Q. Did he give two months' notice?

4 A. He did not give notice.

5 Q. Did he give one day's notice?

6 A. No.

7 Q. What happened when he left the used car
8 department?

9 A. We had a catastrophic problem.

10 Q. Explain what you mean by catastrophic
11 problem.

12 A. Well, we were not concentrating on
13 training a used car manager because Jim was under
14 contract, and that was not a position that we were
15 working on at that time, and there was no one to
16 succeed him. Assistant used car manager was untrained,
17 did not have a background in the car business, did not
18 understand the car business as Jim did, and we were
19 left with customers' problems, cars with problems.

20 Q. You've testified previously that it takes
21 five to six months to train a manager. Is that
22 accurate for a used car manager as well?

23 A. It is difficult to train a used car
24 manager. There is a lot to know, and it's something
25 you -- a lot of information to know.

1 Q. Roughly how long does it take to train a
2 used car manager?

3 A. An experienced person in the car business
4 can be trained to be the used car manager maybe in six
5 months, I would say.

6 Q. Okay. If Mr. Hayden had worked until May
7 12th, 1994, would you have been put in the position
8 that you were in July of 1993?

9 A. No. We would have taken steps before the
10 end of the contract to decide whether we were going to
11 renew the contract or replace him in the job with
12 someone else.

13 Q. At what time would you determine whether
14 Mr. Hayden was going to continue working for R.K.
15 Chevrolet after May 12th, 1994?

16 A. I don't think I understand your question.

17 Q. Right. The contract was set to expire
18 May 12th, 1994. You've already testified to that. At
19 what point were you going to determine what his
20 intentions were after the expiration of the contract?

21 A. Before the contract expired -- we would
22 have had conversations with him before the contract
23 expired.

24 Q. And how much -- how much before would you
25 have asked him?

1 A. Some months.

2 Q. And why would you have asked him some
3 months before?

4 A. Because it takes a period of time to
5 train a used car manager.

6 MR. FURR: Okay. I'd like to approach
7 the witness, Your Honor.

8

9 BY MR. FURR:

10 Q. Can you explain what this document is?

11 A. Yes. This is a separation notice.

12 Q. And is this a document that's used in the
13 usual course of business at R.K. Chevrolet?

14 A. Yes.

15 Q. And what does it provide on this
16 separation notice?

17 A. Well, this notice is the document that we
18 use to remove someone from the payroll who's no longer
19 employed at the company. In this case, it's a
20 resignation slip filled out by Jim, signed by Jim.

21 Q. And what's the date of the separation
22 notice?

23 A. The twelfth of July 1993.

24 Q. Okay. Did Mr. Hayden tell anyone at R.K.
25 Chevrolet where he was going when he left on that

1 Saturday morning in July?

2 A. Yes.

3 Q. What did he say?

4 A. He was going to wholesale, do
5 wholesaling.

6 Q. Explain to the jury what wholesaling
7 means.

8 A. It's an independent person who buys used
9 cars and sells them to dealers. Maybe he would buy
10 them from individuals who are advertising in the
11 newspaper or he would go to an auction where they
12 auction used cars. He would buy a car from an auction
13 and later sell it to a dealer who sells the used cars
14 at retail.

15 Q. Okay. Did he say which wholesaler he was
16 going to work for?

17 A. I don't -- I don't know that.

18 Q. Okay. Did he say he was going to go work
19 for Coastal Chevrolet, his father's dealership?

20 A. No. He said he was going to go
21 wholesale.

22 Q. Did he ever say to you or to anyone at
23 R.K. Chevrolet that he was going to go purchase Coastal
24 Chevrolet from his father?

25 A. No, he never said that.

1 Q. Did he, in fact, purchase it?

2 A. Yes, he did.

3 Q. Did he go work for Coastal Chevrolet
4 before that?

5 A. He did.

6 Q. How soon after he left R.K. Chevrolet did
7 he go work for Coastal Chevrolet?

8 A. We saw it in a newspaper article that
9 Coastal Chevrolet put in the -- I think you've got the
10 article, that he had purchased Coastal Chevrolet --

11 Q. Okay.

12 A. -- from his father.

13 Q. And do you know how long after he left
14 R.K. Chevrolet that he purchased Coastal Chevrolet?

15 A. Six months, seven months, something like
16 that.

17 Q. Have you reviewed the monthly financials
18 for R.K. Chevrolet?

19 A. I have.

20 Q. Tell me about what a monthly financial
21 report is.

22 A. Well, it's a tabulation or a set of
23 numbers that tells us whether we made a profit or lost
24 money in a month.

25 MR. FURR: Approach the witness, Your

1 Honor.

2 THE COURT: Uh-huh.

3 MR. FURR: I'm giving you a stack of
4 documents.

5 Your Honor, if we could, I'd like to mark
6 that as the original so that I can give one of these
7 copies to Mr. Hudgins.

8 THE COURT: Sure.

9 MR. FURR: Thank you.

10
11 BY MR. FURR:

12 Q. Are these the monthly financials for R.K.
13 Chevrolet?

14 A. They are.

15 Q. And for what years are they the monthly
16 financials?

17 A. Ninety-three and ninety-four.

18 MR. FURR: Okay. I would move these
19 monthly financials into evidence.

20 THE COURT: Okay. Any objection?

21 MR. HUDGINS: Judge, give me one second,
22 if you would.

23 THE COURT: Okay.

24 MR. FURR: While he's doing that, Your
25 Honor, I would ask that these be filed under seal

1 because of the tremendously devastating information on
2 this when viewed by the competitors. It's all the
3 financials for R.K. Chevrolet, so I would ask that this
4 not be a part of the public record so other car dealers
5 can come in and access these monthly financials.

6 THE COURT: At the appropriate time, I'll
7 be glad to seal them. That's no problem, but we need
8 them now, obviously, when he --

9 MR. FURR: That's right, Your Honor.

10 THE COURT: Do you have the records
11 there, Mr. Kline?

12 THE WITNESS: Yes, sir.

13 MR. HUDGINS: That's fine, Judge.

14

15 BY MR. FURR:

16 Q. Now, what was the reason for preparing --

17 THE COURT: Any objection to these?

18 MR. HUDGINS: No, sir, Judge.

19 THE COURT: Okay. Let me introduce them
20 as a group as Plaintiff's Exhibit 4.

21

22 (Whereupon, the documents referred to
23 were marked for identification and received in
24 evidence as Plaintiff's Exhibit 4.)

25

1 BY MR. FURR:

2 Q. What is the reason for preparing these
3 monthly financial statements?

4 A. To determine the profitability of the
5 dealership and to pay taxes.

6 Q. What information goes onto these monthly
7 financial statements?

8 A. All financial data from all departments
9 in the company.

10 Q. What information from the used car
11 department goes onto these financial statements?

12 A. All transactions that took place during
13 that month.

14 Q. And for whose eyes are these financial
15 statements prepared?

16 A. Department heads and officers only.

17 Q. Are the statements sent to any
18 organization?

19 A. Only General Motors, only General -- the
20 Internal Revenue Service.

21 Q. Have you reviewed these monthly
22 financials that we've just moved into evidence?

23 A. I haven't reviewed all of them. I
24 reviewed them when they came out. I didn't just
25 re-review them.

1 Q. Well, that's what I'm asking.

2 A. Yeah.

3 Q. And can you certify that, to the best of
4 your knowledge, everything in there is accurate?

5 A. Yes.

6 Q. Are the -- these monthly financials, have
7 they been reviewed by any accountant or CPA?

8 A. Yes. We have our financial records
9 audited every year.

10 Q. And who conducts that audit of your
11 financial records?

12 A. CPA, certified public accountant.

13 Q. And did, in fact, a certified public
14 accountant audit these records in 1993 --

15 A. Yes.

16 Q. -- and 1994?

17 A. Yes.

18 Q. When the documents are sent to GM, are
19 they subject to being audited by General Motors?

20 A. Yes.

21 Q. Okay. Can you state, Mr. Kline, whether
22 you lost business, lost profit, because of Mr. Hayden's
23 departure from R.K. Chevrolet?

24 A. Yes, I can.

25 Q. Do you know the extent to which you've

1 lost business or profit?

2 A. We've had our CPA investigate --

3 MR. HUDGINS: Your Honor, I'm going to
4 object unless they lay a foundation for the losses.

5 THE COURT: Okay.

6 MR. FURR: The CPA is here to testify,
7 Your Honor, so I don't need to get into that with Mr.
8 Kline.

9
10 BY MR. FURR:

11 Q. Suffice it to say, do you know whether
12 you have experienced losses as a result of his
13 departure though?

14 A. Yes.

15 Q. Explain to the jury how a business like
16 R.K. Chevrolet with as many employees as you have can
17 experience the losses that it -- you say it did because
18 one person left.

19 A. Well, we have a very specific chain of
20 command and positions of responsibility; and in the
21 used car department, the used car manager is singly and
22 solely responsible for the profitability of the
23 department. He has in his hands the ability to buy and
24 sell. He has the ability to hire, fire. He's in
25 charge of customer satisfaction. I'm sure you can

1 imagine, if you sell 100 used cars a month, that's 100
2 customers that could potentially have a problem. He is
3 responsible for satisfying all of them, seeing to it
4 that the cars are operating properly and are delivered
5 properly.

6 Q. I want to turn your attention to the
7 summer of 1992. During that summer, did you have any
8 problems with Mr. Hayden's performance?

9 A. Yes, we did.

10 Q. Can you tell me what problems you had?

11 A. Well, there was a time that he went to an
12 auction to buy used cars, and we had some conversation
13 about that.

14 Q. Where was this auction?

15 A. In North Carolina.

16 Q. Okay. And the conversation that you had
17 was with whom?

18 A. With Jim --

19 Q. And why did you --

20 A. -- including Tom Bates.

21 Q. Why did you have a conversation with Mr.
22 Hayden and Mr. Bates?

23 A. He had taken a female employee of ours
24 without our authorization to the auction.

25 Q. Okay. Was there anything else that was

1 done at the auction that concerned you?

2 A. We heard other information, yes. There
3 was a number of things that concerned us.

4 Q. What was your reaction?

5 A. I was angry at him.

6 Q. Why were you angry?

7 A. Because Jim had a position of high trust
8 and responsibility, and I think it would be natural for
9 me to be angry if he took that trust and used it in a
10 different way.

11 Q. What did you say to Mr. Hayden when he
12 returned from North Carolina?

13 A. I think you've got a sheet there exactly
14 what I said.

15 MR. FURR: If I could approach the
16 witness, Your Honor.

17 THE COURT: Uh-huh.
18

19 BY MR. FURR:

20 Q. What is that document, Mr. Kline?

21 A. A document that I prepared in my writing
22 outlining six steps that we asked Jim to take.

23 Q. And these were communicated to Mr.
24 Hayden?

25 A. Yes.

1 Q. And --

2 A. He signed the piece of paper.

3 Q. Okay. And does that refresh your
4 recollection as to what he -- what you said to Mr.
5 Hayden?

6 A. Yes.

7 Q. Tell the jury what you said to him.

8 A. Why don't I just read it?

9 Q. That would be fine.

10 A. Okay. Number one was -- I'll just read
11 it word for word. No alcohol for two weeks. And I
12 have, dash, Dee. Number two is, Dr. Parker weekly.

13 Q. Who is Dr. Parker?

14 A. A psychiatrist.

15 Q. Okay.

16 A. Number three is a conversation with Dee.

17 Q. Who is Dee?

18 A. That is his wife.

19 Number four is a financial penalty.

20 Number five is a private apology meeting, and number
21 six is no fraternization with salespeople.

22 Q. Okay. You talk about an apology. Who
23 did you want to give an apology to whom?

24 A. Well, this particular employee that went
25 without -- I think without her acquiescence.

1 Q. Okay. You talk about a financial
2 penalty.

3 A. Yes.

4 Q. Why did you impose a financial penalty?

5 A. Because it's a serious thing that
6 happened, and we wanted him to understand the severity
7 of the situation.

8 Q. Okay. Did you -- did you fire Mr.
9 Hayden?

10 A. No. We corrected him, and this is that
11 document.

12 Q. Okay. If you had fired Mr. Hayden,
13 what's the normal procedure at R.K. Chevrolet for
14 dealing with a termination?

15 A. Well, he would have filled out a form
16 that he later filled out, a separation notice.

17 Q. The separation notice that's been
18 introduced as Exhibit 3?

19 A. Yes.

20 Q. And was such a notice ever filled out in
21 the summer of 1992 after the North Carolina trip?

22 A. No.

23 Q. Do you recall what you -- whether Mr.
24 Hayden missed any work after the North Carolina trip?

25 A. Yes. We told him to take two or three

1 days off and start working on these things.

2 Q. Did Mr. Hayden continue to receive his
3 paycheck?

4 A. Yes. He was still on the payroll.

5 Q. Was there any break in his pay?

6 A. No.

7 Q. Was there any break in benefits?

8 A. No.

9 Q. When he returned, what position did he
10 return to?

11 A. The same job.

12 Q. Did he have the same responsibilities?

13 A. Yes.

14 Q. Supervise the same people?

15 A. Yes.

16 Q. Did anything happen in that two- or
17 three- or four-day period that would suggest that he
18 was no longer an employee of R.K. Chevrolet?

19 A. Not that I'm aware of.

20 THE COURT: You want this in evidence?

21 MR. FURR: Yes, I would like to move it
22 into evidence, Your Honor.

23 THE COURT: Okay. The list of conditions
24 will be entered into -- received as Plaintiff's Exhibit
25 5.

1 (Whereupon, the document referred to was
2 marked for identification and received in
3 evidence as Plaintiff's Exhibit 5.)
4

5 BY MR. FURR:

6 Q. Mr. Kline, what is a write-down?

7 A. That's when you bring a car to value.

8 Q. Are we talking new cars or old cars?

9 A. Well, you -- write-downs are a
10 commonplace thing in the automobile industry. The
11 market goes up and down; and, for example, in the
12 winter months, used cars are a lot less expensive than
13 they are in the spring and summer months and you buy
14 them less expensively and you might write them up. A
15 write-down is when you buy a car too high or you've had
16 it too long. You've got too much money in it, and it's
17 necessary to expense some money or write some money off
18 so you can retail the car to the consumer for a price
19 that a consumer would pay.

20 Q. What types of reasons lead a car
21 dealership to having to write down the prices in costs
22 or value, I guess, is the right word, of vehicles?

23 A. Well, there's a number of things. A
24 couple of them are cars that have been on hand for too
25 long or if you have too much inventory and lack of

1 sales and cars backed up and are not moved out. That
2 also will cost money and causes a write down.

3 Q. You used the word "commonplace." What do
4 you mean by commonplace?

5 A. I think every car dealership in the
6 country writes down used cars.

7 Q. At R.K. Chevrolet, on what basis or how
8 often do you write down used cars?

9 A. Monthly.

10 Q. That's a monthly occurrence?

11 A. Yes. It's a regular occurrence.

12 Q. Okay. In the end, did R.K. Chevrolet
13 honor its contract on May 12th, 1992, with Mr. Hayden?

14 A. Yes.

15 Q. Did Mr. Hayden honor the contract?

16 A. No, he did not.

17 MR.FURR: Those are all the questions I
18 have for you.

19 THE COURT: Mr. Hudgins.

20 MR. HUDGINS: Yes, sir.

21

22 CROSS-EXAMINATION

23

24 BY MR. HUDGINS:

25 Q. Mr. Kline, when Mr. Hayden was first

1 hired, was he hired by you or by someone else in the
2 company?

3 A. Someone else.

4 Q. Someone else? Who hired him, sir?

5 A. I don't know.

6 Q. You don't know? Did you have any part in
7 the decision to hire him initially as a salesman?

8 A. No, I'm sure I didn't.

9 Q. Okay. When the document that has been
10 introduced as the first contract was entered into, I
11 believe you said he was promoted to assistant used car
12 salesman at that point in time?

13 A. Sales manager.

14 Q. Manager. What training, if any, had you
15 given him while he was in the company before you put
16 him for that position?

17 A. Very little. He had not been there very
18 long.

19 Q. Okay. After he became an assistant used
20 car manager, what specific training did you give him?

21 A. Quite a bit.

22 Q. What?

23 A. He was sent to auctions to determine what
24 the used car market was. He was sent to automotive
25 profit builders seminars, and they also came in and

1 trained him on how to work the sales desk using the
2 system.

3 Q. Had he not already done all of those
4 things at other dealerships?

5 A. I don't think he did them the way we did
6 them. Every dealership operates a little differently.

7 Q. Let me direct your attention to the
8 contract of May the 12th, 1992, your Exhibit Number 2.
9 When you called Mr. Hayden in, he didn't know his
10 father had bought a dealership; is that correct?

11 A. I didn't call him in.

12 Q. Who called him in?

13 A. His supervisor.

14 Q. Mr. Bates?

15 A. Right.

16 Q. Okay. Were you present?

17 A. No, I was not.

18 Q. When he called him in --

19 A. I was not present at the time.

20 Q. You were not present at that time? Who
21 prepared this contract?

22 A. Mr. Bates.

23 Q. Mr. Bates prepared it?

24 A. Uh-huh.

25 Q. Were you there for the discussion between

1 him and Mr. Bates?

2 A. I was for the signing of it.

3 Q. For the signing only?

4 A. No. There was some discussion. I was
5 present for some discussion.

6 Q. How come you didn't mention in this
7 contract his salary?

8 A. I don't have an answer for that.

9 MR. HUDGINS: Excuse me one second,
10 Judge.

11
12 BY MR. HUDGINS:

13 Q. It doesn't guarantee him a position
14 either, does it?

15 A. Yes, it does. If you look under his
16 signature, it's got used car manager.

17 Q. He was signing it as used car manager,
18 wasn't he?

19 A. Well, that was his job, and that's what
20 this contract was designed to do.

21 Q. When did the incident at Greensboro take
22 place?

23 A. About a year before this or sometime
24 before this.

25 Q. After this contract was signed in 1992?

1 A. Yes.

2 Q. Right. The Greensboro incident was
3 subsequent to the execution of this contract?

4 A. There were two contracts.

5 Q. Right.

6 A. And it was subsequent to both, yes.

7 Q. Okay. And did you call Mr. Hayden to
8 come to your office concerning that incident?

9 A. Yes.

10 Q. Okay. Do you recall how you did that?

11 A. I think I asked -- asked him to come to
12 my office. I think I used the telephone.

13 Q. Okay. And you claim you told him just to
14 take a few days off?

15 A. No. I told him these things and wrote
16 down what the content of our conversation was.

17 Q. And that happened all the same night?

18 A. This happened on -- in that conversation.

19 Q. Okay. Do you remember what day of the
20 week that was, by chance?

21 A. I don't remember.

22 Q. Okay.

23 A. But I guess we could look at it. I dated
24 it 7-1, so we could go to the calendar and find out.

25 Q. And there was a financial penalty, was

1 there not?

2 A. Yes, sir.

3 Q. Twenty-five hundred dollars sound
4 correct?

5 A. Yes, sir.

6 Q. Okay. Now, he came to you at a later
7 time -- we dispute what time, either June or July --
8 and told you he was quitting?

9 A. Well, he signed a separation notice on
10 the twelfth of July, and that's his signature and his
11 writing.

12 Q. Well, that may or may not be the case,
13 sir.

14 When he left, did you mention to him, you
15 can't leave us; you have a contract with us?

16 A. He knew he had a contract with us.

17 Q. Did you mention the contract?

18 A. No, he didn't quit to me, so -- and
19 neither did I mention it nor did he come into my
20 office.

21 Q. You didn't talk to him when he left?

22 A. No, I don't recall talking to him.

23 Q. Mr. Bates didn't bring you out to talk to
24 Mr. Hayden when he left?

25 A. No, I don't recall that.

1 Q. You don't recall?

2 A. No.

3 Q. You don't recall wishing him well?

4 A. I don't think I did.

5 Q. Okay. Did you ever write him or
6 telephone him and say, you can't quit; you have to work
7 here for two years?

8 A. No, I didn't.

9 Q. After he left, did your company deal with
10 him as a wholesaler?

11 A. Yes.

12 Q. Mr. Kline, I'm going to show you two
13 documents and ask you, can you tell me what those are?

14 A. Yes, sir. These are invoices.

15 Q. And what are they invoices for?

16 A. This is a record that shows where R.K.
17 Chevrolet bought a 1991 Blazer and a 1989 Reatta from
18 H&R Motors.

19 Q. And, if you would, turn to page two.
20 Would you tell me what the date on those invoices are?

21 A. Yes. July 12th, 1993, and July 12, 1993.

22 Q. And who are they signed by?

23 A. Jim Hayden. I really don't know the
24 other signature. I can't even tell you that I know
25 whose that is.

1 Q. That's somebody on behalf of R.K.; is
2 that correct?

3 A. That's correct.

4 MR. HUDGINS: Judge, I'd like to enter
5 these into evidence. That would seem to indicate on
6 July 12th, Mr. Hayden was already wholesaling
7 automobiles.

8 THE COURT: Do you want to introduce both
9 of them as one exhibit?

10 MR. HUDGINS: That will be fine.

11 THE COURT: Any objection?

12 MR. FURR: I just think he needs to
13 authenticate it through a witness. This witness has
14 said he'd never seen that. He can do it through
15 another witness, but I don't think he's done it through
16 this witness.

17 THE COURT: I think he's identified them.
18 I'll staple them together and introduce them as
19 Defendants' Exhibit 1.

20
21 (Whereupon, the document referred to was
22 marked for identification and received in
23 evidence as Defendant's Exhibit 1.)
24
25

1 BY MR. -HUDGINS:

2 Q. That would seem to indicate that he was
3 wholesaling on July the 12th, would it not?

4 A. That would indicate that someone from
5 R.K. whose signature that -- I don't know whose that is
6 bought those cars on July the 12th.

7 Q. From Jim Hayden?

8 A. Yes, sir.

9 Q. Are you aware of the fact that he
10 continued to deal with R.K. Chevrolet up until the time
11 he went to Coastal?

12 A. Yes, sir. There was -- we -- R.K. did
13 not have a personal vengeance for Jim Hayden.

14 Q. At no time in that period of time did you
15 ever express the displeasure that he had left your
16 company and left you in the lurch?

17 A. Jim is a smart guy, and he knows what
18 happened and he knows what he did. I'm not going to
19 beg someone to work for the company.

20 Q. But even on the day when he decided to
21 go, you didn't try to dissuade him?

22 A. I did not.

23 Q. Okay. Did not?

24 A. No, sir.

25 Q. And you dealt with him for six months?

1 A. After it's completed, yes.

2 Q. Okay. I believe they're up there in
3 front of you.

4 A. Yes.

5 Q. I'd like you, if you would, to look at it
6 for the period ending in June of 1993.

7 A. I have it.

8 Q. Okay. Can you tell me what the used car
9 sales volume through June 30th of 1993 was?

10 A. Do you mean the number of cars that we
11 sold?

12 Q. No, the dollar amount of cars you sold
13 through June 30th.

14 A. Yes, I can. Four million, one hundred
15 forty-three thousand.

16 A. Are you sure you're looking at the same
17 page? The one I have is nine million, five hundred
18 dollars.

19 A. Are you -- that's the used cars that's --

20 Q. Page two.

21 A. So you're saying the used cars and the
22 used trucks combined?

23 Q. Used vehicle sales combined.

24 A. Okay. Retail and wholesale?

25 Q. Yes.

1 A. Both? Okay. Right, nine million, three
2 hundred thirty-five thousand, six hundred forty.

3 Q. And that was the period of time that Mr.
4 Hayden was working for you, from January through June
5 of that year?

6 A. Yes.

7 Q. Now, would you look at the same
8 information for the period ending December 31st of that
9 year.

10 A. December 31st of '93?

11 Q. Yes, sir. And what was your volume of
12 used car sales, trucks, et cetera?

13 A. Let me get it here, and I'll -- I'm
14 sorry. Do you want to know the total volume for the
15 year?

16 Q. Yes, sir.

17 A. Eighteen million, five hundred
18 twenty-seven thousand, seven hundred sixty.

19 Q. So it looks like there were nine million
20 plus in sales for each half of the year?

21 A. Yes.

22 Q. So it looks like your sales didn't
23 decline any after Mr. Hayden left?

24 A. Well, I -- you can't exactly say that,
25 and the reason you can't exactly say that is you've got

1 to go to the next page, which shows a breakdown between
2 consumers that would buy cars and cars that we would
3 wholesale to another dealer or send to the auction that
4 we would just liquidate to get out of. Either way, the
5 transaction would register as a sale. One would be
6 profitable, predictably, to the consumer. And if we
7 were to sell it at an auction or just liquidate it,
8 that would be a loss, presumably.

9 Q. But your sales volume was remaining
10 pretty steady all through that whole year?

11 A. The dollar volume was the same.

12 Q. The dollar volume?

13 A. Right, yes.

14 Q. Now, you've talked about write-downs.
15 Can you tell us month by month what your write-downs
16 were for 1993 by reference to these documents?

17 A. I guess I could if I went through each
18 one of them.

19 Q. Okay. Would you do that for us?

20 A. Sure. That's going to take us a couple
21 minutes to do it.

22 THE COURT: Why don't you do it over the
23 lunch break and you can come back and tell us all about
24 it.

25 THE WITNESS: Okay.

1 THE COURT: Ladies and gentlemen, I'm
2 going to go ahead and take this opportunity, rather
3 than waiting, to go ahead and recess for lunch. When
4 you come back from the lunch recess, go to the jury
5 assembly room. Don't come back here to the courtroom.
6 When everybody gets in the jury assembly room, then the
7 bailiff will meet you down there and bring you back to
8 the courtroom as a group. We're going to go ahead and
9 recess until two o'clock, and I would remind you of my
10 admonishment not to discuss the case with anyone and
11 not to remain within the hearing of anyone else who
12 might be discussing it during the luncheon recess.
13 Okay. Ladies and gentlemen, you can be excused for
14 lunch.

15
16 (Whereupon, the jury was excused for the
17 luncheon recess.)

18
19 THE COURT: You can step on down, Mr.
20 Kline.

21 THE WITNESS: Should I leave this?

22 THE COURT: No. You can take that with
23 you, if you'd like to. Do you have another copy that
24 he can view?

25 Okay. We'll recess until two o'clock.

1 You know, obviously, you might -- if you have any other
2 questions of a similar nature, you might let counsel
3 know so he can let his client look through these
4 documents and get up to speed on some of these.

5 Okay. Thank you.

6
7 (Whereupon, a luncheon recess was taken.)

8
9 THE COURT: You can call the jury back
10 in.

11 THE BAILIFF: Yes, sir.

12
13 (Whereupon, the jury entered the
14 courtroom.)

15
16 THE COURT: All right. Mr. Kline, do you
17 want to go ahead and take the stand?

18 Mr. Hudgins.

19
20 BY MR. HUDGINS:

21 Q. I believe my last question to you was,
22 could you give me a month-by-month breakdown of
23 write-offs or write-downs that we've been talking
24 about, Mr. Kline, for the year 1993.

25 A. I can give you the cumulative amount at

1 the end or I can give it to you by month.

2 Q. Okay.

3 A. Whichever --

4 Q. By month, sir.

5 A. Okay. You want me to just go January,
6 February, right through the list?

7 Q. Yes, sir.

8 A. January of 1993, the amount of wholesale
9 loss and write-down was \$21,641 on used cars and \$5,357
10 loss on used trucks.

11 Q. Now, let me -- before you go on to the
12 next month, ask you, you said that's the write-down.
13 That's a minus figure in line item -- looks like 448;
14 is that it?

15 A. Yes, sir. That is the write-down and
16 wholesale loss. They're together on one line in the
17 financial report.

18 Q. I just want to make sure so that we are
19 looking at the same ones, if you point out on your copy
20 which ones you're looking at.

21 A. Sure. Same thing you have. Used car,
22 wholesale and used truck, wholesale.

23 Q. Okay. February.

24 A. Twenty-seven thousand, six hundred
25 fifty-eight dollar loss on used car and ten thousand,

1 six hundred eighty-seven dollars on used truck.

2 Q. March.

3 A. Zero in used car and thirty nine hundred
4 and five dollars in used truck.

5 Q. And April.

6 A. Six hundred ninety, seventy-nine in used
7 car; three thousand six hundred and twenty-seven in
8 used truck.

9 Q. In May.

10 A. Nine-fifty in used car; four thirty-two
11 in used truck.

12 Q. June.

13 A. Eleven hundred seventy-five dollars in
14 used car; three hundred twenty-five dollars in used
15 truck.

16 Q. Okay. And then July?

17 A. July, \$2,475 in used car; \$25 dollars in
18 used truck.

19 Q. August.

20 A. Fifteen hundred and five dollars in used
21 car; five hundred dollars in used truck.

22 Q. September.

23 A. Ten thousand, six hundred and ninety-five
24 dollars in used car; eight thousand, eight hundred
25 thirty-eight dollars in used truck.

1 Q. One second, sir. I don't believe I -- my
2 September is out of order.

3 Okay. October.

4 A. Eighteen thousand, two hundred
5 twenty-three dollars in used car; four hundred
6 ninety-one dollars in used truck.

7 Q. And November?

8 A. Seventeen hundred fifty dollars in used
9 car and five hundred dollars in used truck.

10 Q. And the last month would be December,
11 right?

12 A. Yes, sir. Eighteen hundred and five
13 dollars in used car; fifty-seven hundred and twenty-two
14 dollars in used truck.

15 Q. And there appears to be a place on the
16 statement that indicates inventory adjustment?

17 A. Yes.

18 Q. Why aren't these figures not carried in
19 that spot?

20 A. We use the used car wholesale for all of
21 our sales units that are not retail. Every transaction
22 that is not to a retail customer goes in that column.

23 Q. Okay. Well, explain then how that works.
24 If you sold a vehicle to a wholesaler --

25 A. Right. That would not be a retail sale.

1 Retail sale would be to an individual. The dealer
2 would be a wholesale transaction.

3 Q. Why would it end up as a minus figure
4 here then?

5 A. It's a loss.

6 Q. It's a loss?

7 A. Right. We sold the vehicle at a loss.

8 Q. Okay. So you're just putting the loss in
9 there?

10 A. No, sir. We sold it at a loss.

11 Q. There's no other method of inventory
12 adjustment in the company for used vehicles?

13 A. This is the only method of disposing of
14 used cars other than retail.

15 Q. I'm not talking about -- I'm talking
16 about a write-down on the value of the inventory.

17 A. It's in this column, in this number.

18 Q. That's the only write-down that you --

19 A. That's -- the only one that we have is in
20 that column.

21 Q. Who makes the decisions about
22 write-downs?

23 A. Our management, used car manager, general
24 manager or general sales manager or myself.

25 Q. Okay. Does the used car manager have a

1 right to make a write-down decision without consulting
2 with either the general manager or you?

3 A. He has a right to suggest it to the
4 general sales manager, the general manager or myself.

5 Q. Okay. But one of the three of you has
6 the final say-so --

7 A. Yes.

8 Q. -- in those items?

9 All right. Are there other variables or
10 allocations against the used car department's profits
11 on the statement that don't actually have to go with
12 the sale of the used cars?

13 A. Not on those columns that you've
14 mentioned.

15 Q. Not in those columns; but, I mean, on the
16 statement, to come to the bottom line of what the
17 profitability of used car sales --

18 A. Not that Jim would have had any control
19 over.

20 Q. I understand that, but there are other
21 allocations such as you allocate advertising and rent
22 expenses?

23 A. Jim was not responsible for expenses. He
24 was only responsible for the buying and selling of
25 cars.

1 Q. Okay.

2 A. So expenses are on a different page at a
3 different place.

4 Q. And he would have had no control over
5 those expenses?

6 A. Correct.

7 Q. That would be a management decision --

8 A. Correct.

9 Q. -- at the top level?

10 A. Correct.

11 Q. Okay. And that ultimate decision would
12 affect the bottom-line profits of the used car
13 department?

14 A. Those decisions would not have any
15 bearing on the numbers that I just read to you.

16 Q. I understand that, but they would have a
17 bearing on the overall profitability of the used car
18 department?

19 A. Yes, that's very so.

20 Q. And they would be affected by your
21 decision as to what kind of expenses were going to be
22 allocated to used cars?

23 A. On a different place on the statement,
24 that is correct.

25 Q. Okay. How were your used car managers

1 compensated?

2 A. As a percentage of their performance
3 along with the rest of the management team and a bonus
4 based on how they did.

5 Q. So the amount of compensation that they
6 received as used car manager was directly related to
7 the amount of income they produced for the company?

8 A. Yes, sir.

9 Q. Okay. And that was determined on a
10 month-to-month basis?

11 A. Yes, sir, using these numbers that we
12 just went through.

13 Q. Okay. When you come to the end of a year
14 or towards the end of a tax year, do you make any
15 inventory adjustments at that time?

16 A. Not generally in the calendar month.
17 Generally around tax time we do.

18 Q. Okay. When you say around tax time --

19 A. Between the fifteenth of January and the
20 fifteenth of March.

21 Q. Okay. You make adjustments to the
22 previous year's records?

23 A. We reconcile ours to file a tax return.
24 That would have to impact on a manager's pay or a
25 manager's performance.

1 MR. HUDGINS: Okay. I believe that's all
2 I have.

3 MR. FURR: Okay. A few extra questions,
4 Your Honor.

5
6 REDIRECT EXAMINATION

7
8 BY MR. FURR:

9 Q. Mr. Kline, there was some discussion in a
10 question by Mr. Hudgins about nine million dollars in
11 sales, eighteen million dollars in sales. What's the
12 -- what are gross sales or what are sales and what do
13 they indicate?

14 A. Selling something to someone.

15 Q. Okay.

16 A. They really are not a good indicator of
17 profitability or performance.

18 Q. What's the distinction between sales and
19 gross profits?

20 A. The managers -- and Jimmy was included in
21 this --

22 Q. When you say Jimmy, you're referring to
23 Mr. Hayden --

24 A. Yes.

25 Q. -- the defendant?

1 A. Yes.

2 -- was responsible for generating gross
3 profit, which is -- comes from the sale of a car.
4 That's the profitability on the sale of a car. Just a
5 sale itself does not generate profit.

6 Q. Can you look at the sales -- the volume
7 of sales and determine what your profits are?

8 A. No.

9 Q. Is there a correlation?

10 A. No.

11 Q. So the appropriate number for determining
12 whether there's been a loss or a profit is what number?

13 A. The gross profit amount.

14 Q. Do you even look at gross sales to
15 determine that?

16 A. No.

17 Q. Okay. I want to turn your attention to
18 the separation notice, I believe, that is Exhibit 3,
19 Mr. Hayden's separation notice. Do you have that in
20 front of you?

21 A. Yes.

22 Q. There's a date on there. Can you read
23 the date?

24 A. 7-12-93.

25 Q. Okay. And then there's a signature --

1 BY MR. FURR:

2 Q. Let me show you the May 12th, 1992,
3 contract. It should be in front of you, actually. Do
4 you have that in front of you?

5 A. Yes, I do.

6 Q. Is that your signature on the bottom?

7 A. Yes, it is.

8 Q. And did you sign that voluntarily?

9 A. When I came into Mr. Bates's office that
10 morning -- we had a meeting every morning. Usually
11 ranged about eight o'clock to eight-fifteen before I
12 could see him. At that time he informed me -- he shut
13 the door and informed me that my father had purchased a
14 dealership or became owner, that he got it through the
15 grapevine, which he did, because I didn't even know
16 about it yet. At that time he said that we needed to
17 take a look at where you were going from here with the
18 company and what your intentions were. Of course, my
19 intentions -- my father didn't even tell me he was
20 buying a store or, more or less, if he had a job for
21 me. He turned around and said, Well, would you do
22 another contract? I said, I don't have a contract. I
23 have plans on going no where. I make good money here,
24 and I like it here. I did say that I would be the one
25 that would like to have something in there that in case

1 my father did die, that because of everything that he
2 has wrapped up in the dealership, is, of course,
3 personal with my mother, my sisters and myself, that
4 I'm sure I would have to go and take care of the
5 matters. So I was the one who asked to take -- put
6 that in there.

7 Q. So the answer to the question is that you
8 did sign it voluntarily?

9 A. Yes, sir.

10 Q. Why did you sign this?

11 A. Why did I sign it?

12 Q. Yeah. Why did you sign the contract?

13 A. I signed it because this is what Tom
14 Bates wanted. Tom Bates wanted to firm me up on a
15 contract, obviously, because he was worried about me
16 leaving.

17 Q. Did you sign it because you wanted to
18 prove to R.K. Chevrolet that you had no intentions of
19 leaving them?

20 A. There was no -- when I signed this, I had
21 no intentions of leaving R.K.

22 Q. But my question is, sir, did you sign it
23 because you wanted to prove to R.K. that you had no
24 intentions to --

25 A. I don't think I had to prove anything. I

1 think they knew that my intentions were with R.K.
2 Chevrolet, sir.

3 Q. So is the answer to my question, no, that
4 you did not sign it to prove R.K. that you didn't have
5 any intentions of leaving?

6 A. I don't think I had to prove anything,
7 Your Honor.

8 MR. FURR: If I could approach the
9 witness and give him his deposition, Your Honor.

10 THE COURT: Uh-huh.

11

12 BY MR. FURR:

13 Q. Do you remember taking a deposition or
14 giving a deposition in my office --

15 A. Yes, I do.

16 Q. -- back in March of last year?

17 A. Yes, I do.

18 Q. If you could, turn to page 63. It's
19 actually at the bottom of page 62. You were under
20 oath at that time just like you are now, weren't you,
21 Mr. Hayden?

22 A. Yes, sir.

23 Q. I'm going to read the question. If you
24 could, read the answer that you gave on that day. This
25 is page 62.

1 A. Okay.

2 Q. "Okay. Did you have any concerns about
3 signing it?"

4 Your answer's on page -- at the top of
5 63.

6 A. On page 63? I'm sorry. "Not at the
7 time. I wanted to prove to them I had no intentions of
8 going anywhere."

9 Q. Okay. And what was your answer after I
10 said okay?

11 A. "My intentions were not to go anywhere."

12 Q. So --

13 A. Which I said that I didn't have plans on
14 going anywhere.

15 Q. Okay. So now does that refresh your
16 recollection that you signed it to prove to R.K.
17 Chevrolet that you had no intentions to go anywhere?

18 A. I don't -- the word "prove," like I have
19 to prove something to Bob or Tom. I think they knew
20 where my heart was and I had no intentions -- I didn't
21 have a job offer anywhere, and no one was asking me for
22 a job, and my intentions were to stay with the company.
23 Because I found out the same moment that my father
24 bought a franchise doesn't mean I was going to get up
25 and go anywhere, because I had no job.

1 MR. FURR: Because the reason that the
2 witnesses have testified that he was asked to sign this
3 is because his father had bought and sold dealerships,
4 and they were concerned that he had just bought one to
5 give to his son. And I wanted to establish not only
6 did he own dealerships but he bought, sold, bought,
7 sold; and that's what I'm trying to establish.

8 THE COURT: Okay.

9
10 BY MR. FURR:

11 Q. So the answer to my question is that your
12 father had bought and sold several --

13 A. Yeah, matter of fact, it was the same
14 dealership two times. That's what he did.

15 Q. Okay. And the people at R.K. Chevrolet,
16 Tom Bates, Bob Kline, did not want you to bolt to
17 Coastal Chevrolet? Is that a fair statement?

18 A. Oh, yeah. I would think they wouldn't
19 want me going anywhere.

20 Q. And they wanted a two-year commitment
21 from you, didn't they?

22 A. That's what they asked me for, yes, sir.

23 Q. And that's what you agreed to yourself,
24 didn't you?

25 A. Yes, sir.

1 Q. To work there for two years?

2 A. Yes, sir.

3 Q. Would you acknowledge that as the used
4 car manager, if you left R.K. and went to your father's
5 dealership, R.K. could lose business?

6 A. I didn't bring the customers in. The
7 only thing I was -- I was a desk manager. I worked the
8 deals. There was plenty of qualified people, people
9 that had higher positions than me that work there.

10 Q. So are you suggesting that when a used
11 car manager leaves abruptly that there was not the
12 potential --

13 A. There's potential of that happening, yes;
14 but R.K. is also qualified with about 19 or 20 managers
15 that had just as much experience as me almost.

16 Q. So you understood R.K.'s concern? You
17 understood Bob Kline's concern that you have a contract
18 so that you don't leave in the middle of it?

19 A. Yes, sir.

20 Q. And he wanted assurances that you
21 wouldn't leave, didn't he?

22 A. Yes. Obviously, by that, by me signing
23 the contract.

24 Q. And you had signed several contracts or
25 at least two contracts before that with various

1 dealers? You at least signed one contract before with
2 R.K., correct?

3 A. Yes. Right when I got promoted, they
4 gave me a contract when I got assistant used car
5 manager, sir.

6 Q. And that was a one-year contract?

7 A. Yes, sir.

8 Q. And you honored that contract, didn't
9 you?

10 A. I was there for that time, yes, sir.

11 Q. And you'd also had a contract with the
12 Lincoln-Mercury dealer, didn't you?

13 A. I had a contract -- when my father sold
14 the store, I was his vice-president and general manager
15 of the Lincoln-Mercury store. When he sold that store,
16 the people who bought the store asked me if I would
17 stay on and be the new car manager and gave me a
18 contract, yes, sir.

19 Q. Okay. Exhibit 1 that's in front of you,
20 which is the August 10th, 1990, contract, is that a
21 contract that you signed? Is that your signature on
22 the bottom of the page? It's the yellow sheet.

23 A. Yes, sir.

24 Q. Okay. And the contract that you had with
25 the Lincoln-Mercury dealer, you honored, didn't you?

1 had people that came from Virginia Beach that worked
2 for us, yes.

3 MR. FURR: Now, first of all, let me go
4 ahead and move this into evidence, if I could. I
5 believe it's Exhibit 5.

6 THE COURT: Exhibit 6.

7 MR. FURR: Is it 6? I'm sorry.

8
9 (Whereupon, the document referred to was
10 marked for identification and received in
11 evidence as Plaintiff's Exhibit 6.)
12

13 BY MR. FURR:

14 Q. Now, I want to turn your attention, Mr.
15 Hayden, back to R.K. Chevrolet where you worked as the
16 used car manager.

17 A. Okay.

18 Q. You -- at that time you ran the highest
19 volume and highest gross used car department in
20 Virginia, didn't you?

21 A. I know that we were -- we were definitely
22 tolled the highest volume out of a magazine..

23 Q. And it was number 51 in the United States
24 in volume?

25 A. Yeah. It varied each year that I was

1 there, but we were in the top, definitely, 100.

2 Q. And that was your department, used cars?

3 A. Yes.

4 Q. And you were responsible for all used
5 cars at R.K. Chevrolet at the time?

6 A. Yes.

7 Q. And it's also number 40 in the United
8 States in gross profit?

9 A. That could be true. I don't know the
10 number, sir.

11 Q. Do you take any credit for the showing of
12 the used car department at R.K. Chevrolet during your
13 tenure?

14 A. Sure.

15 Q. Okay. And you're also -- previously you
16 were the vice-president and general sales manager of a
17 Lincoln-Mercury dealership that was in the top 100 --

18 A. Yes, sir.

19 Q. -- in the country in volume?

20 A. Yes, sir.

21 Q. So in July of 1993, you were under
22 contract, weren't you?

23 A. Yes, sir.

24 Q. And you were under contract to work until
25 May 12th, 1994?

1 A. Yes, sir.

2 Q. Did you work until May 12, 1994?

3 A. No, sir, I did not. I was working but I
4 wasn't working for R.K. Chevrolet.

5 Q. Why didn't you work until May 12th, 1994,
6 as the contract provided?

7 A. Well, I think we got to step back a
8 little bit to answer that question. First of all, back
9 in 1992, I believe it was -- can I get my notes?
10 Anyway, I have some dates that I could use.

11 Q. Sure.

12 A. I did sign the contract May 12th. In the
13 last part of June of '92, there was a Greensboro
14 incident or an auction trip which I was on, and three
15 other R.K. Chevrolet employees went with us on this
16 buying trip. A week later after we got back from it, I
17 was off, got a phone call from Mr. Bob Kline at my
18 house leaving on the answering machine that he wanted
19 to talk to me. I went up there, had a meeting with Mr.
20 Kline. He wanted to find out what the situation was,
21 what had happened in Greensboro, which I told him
22 everything.

23 Q. What did happen in Greensboro?

24 A. We took a lot attendant and myself --
25 myself, a greeter and a key person went to Greensboro,

1 got there about one o'clock at night, went to bed, got
2 up the next morning. I sent them home, and they got
3 back to the dealership that afternoon. I stayed on and
4 bought cars.

5 Q. Were these people that accompanied you,
6 were they there for business reasons or because you
7 asked them to come?

8 A. No. It wasn't business reasons. Matter
9 of fact, they were all off. They weren't working.
10 It's not like we took them away from their job.

11 Q. Were they men or women?

12 A. One other man and two women.

13 Q. And the four of you -- at least three of
14 you had been drinking in a bar before you drove down?

15 A. Two.

16 Q. Which two had been drinking?

17 A. Christa, the key girl, and myself.

18 Q. She's one of the people that went down to
19 the auction with you?

20 A. Yes, sir.

21 Q. Didn't you have a flight scheduled?

22 A. Yes, sir, earlier that afternoon, which I
23 missed.

24 Q. You missed the flight?

25 A. Yes, sir.

1 Q. Where were when the flight took off?

2 A. I think I was with her. It was her
3 birthday that day. She had been with the company quite
4 some time. We both had -- it was sort of traditional
5 on your birthday to go and have lunch and things like
6 that, and I was taking off the rest of the day because
7 I was planning on flying out to go to the auction
8 anyway.

9 Q. What were the rooming arrangements in
10 Greensboro that first night?

11 A. Well, we went with another couple. I
12 mean, they -- these people were dating. Me and Christa
13 had known each other quite some time. Matter of fact,
14 we stopped over her house and told her husband what we
15 were doing, which we were all good friends. It was not
16 a problem with that, and I stayed with her in that room
17 and he stayed with his girlfriend.

18 Q. Was Mr. Kline upset when he found out
19 about this?

20 A. Yeah. Well, he called me in the same day
21 he found out, obviously, which was, I'd say, late June,
22 the last couple weeks of June.

23 Q. Of what year?

24 A. Of '92.

25 Q. So this was over a year before you

1 resigned?

2 A. Right. This was -- this was -- well, it
3 looks like only about a month and three weeks after I
4 had signed the contract.

5 Q. Uh-huh.

6 A. I came into his office. He said that he
7 wanted to get some things straight, that there wasn't
8 going to be -- one of the other things that was going
9 to happen was I was going to be let go from the company
10 or have some severe fines if I didn't have the right
11 answers. I told him what happened. He then told me I
12 was fired. He told me to go get my things and go home.

13 Q. Mr. Kline told you that?

14 A. Right, Mr. Bob Kline. I went back to the
15 used car department. I got a box. I packed everything
16 I had. I turned my keys into the assistant used car
17 manager. He asked me what happened. I told him.
18 Everybody came out. He had 35 salesmen. Everybody
19 knew I was gone. I got a ride home with one of my
20 sales agents, which he dropped me off. I did not have
21 a demo. I did not have anything except the belongings
22 I came with in '90.

23 Q. How many days were you out of work?

24 A. Got a call back not the following day but
25 the next day and was asked to come talk to Tom Bates,

*

*

*

*

*

*

1 MR. FURR: I don't have any further
2 questions.

3 THE COURT: Thank you, Mr. Hayden.

4 THE WITNESS: Thank you, sir.

5 THE COURT: Who's your next witness?

6 MR. FURR: Buddy Johnson, Your Honor.

7

8 BUDDY JOHNSON was sworn and examined on
9 behalf of the Plaintiff as follows:

10

11

DIRECT EXAMINATION

12

13 BY MR. FURR:

14 Q. Mr. Johnson, can you introduce yourself
15 to the jury, please?

16 A. Buddy Johnson.

17 Q. Where do you work?

18 A. Freedom Ford.

19 Q. What is your title there?

20 A. Sales manager.

21 Q. How long have you been in the automobile
22 industry?

23 A. Eighteen and a half years.

24 Q. Okay. And, in your experience, what have
25 you witnessed when a key sales manager leaves a

1 dealership abruptly?

2 A. A lot of things happen depending on what
3 part of the organization it is. If it's in the new
4 car end of the business, what happens is everybody
5 sells --

6 MR. HUDGINS: I'm going to enforce an
7 objection unless he is qualified as being some kind of
8 expert in the management end. We've got nothing here.

9 THE COURT: Can you establish that new
10 cars sales have anything to do with it, you think?

11 MR. FURR: Yeah. I'm willing to ask him
12 about used car sales, but he's been in the business for
13 18 years, and I wanted to ask him what his experience
14 has been.

15 THE COURT: Okay.

16 MR. FURR: What he's witnessed.

17 MR. HUDGINS: I'm just saying, before he
18 starts giving what -- I presume he's asking for some
19 kind of expert testimony.

20 THE COURT: Do you want to go ahead and
21 question him?

22 MR. FURR: Yes, Your Honor. All I'm
23 asking him is what he's witnessed in his experience in
24 the industry when a used car salesperson has left
25 abruptly.

1 THE COURT: But you're not qualifying him
2 as an expert?

3 MR. FURR: I could. I would be happy to,
4 Your Honor. I asked him --

5

6 BY MR. FURR:

7 Q. How long have you worked in the industry?

8 A. Eighteen and a half years.

9 Q. And what is your current position?

10 A. Sales manager.

11 Q. And what dealerships have you worked for?

12 A. Beach Ford for 17 and a half years and
13 Freedom Ford for a year.

14 Q. So have you seen managers come and go at
15 the dealerships when you worked there?

16 A. Yes, sir.

17 MR. FURR: I'd like to proffer him as an
18 expert, Your Honor, to testify about what his
19 experience has been when he sees a manager leaving
20 abruptly.

21 THE COURT: Okay.

22 MR. HUDGINS: Judge, I don't think that
23 qualifies him to answer those kinds of questions. I
24 would presume it would take someone to show that they
25 had knowledge of the interfinancial workings.

1 THE COURT: That's no problem.

2 Ladies and gentlemen, if you'll step back
3 in the jury room.

4
5 (Whereupon, the jury retired to the jury
6 room.)

7
8 THE COURT: I think I need to ask, has he
9 been identified as an expert witness in the case?

10 MR. FURR: They didn't ask us to identify
11 experts. We would have identified if they had asked.
12 They didn't even ask us.

13 THE COURT: Okay. If you weren't asked,
14 you don't have to identify. Are you going to qualify
15 him as an expert or not?

16 MR. FURR: Well, the one question I want
17 to ask him, Your Honor, is the question I just asked,
18 what has he witnessed. I believe it's expert
19 testimony, but it's also -- it's kind of nebulous as to
20 where it falls; but the question I'm going to ask him
21 and then he's going to leave is, in his experience,
22 what has he witnessed when a used car manager or a
23 manager leaves abruptly? And he's going to explain
24 what he's witnessed with regard to new --

25 THE COURT: Maybe we better let him

1 explain it in whatever capacity you want him to testify
2 on the record outside the presence of the jury.

3 MR. FURR: That would be fine. He can
4 answer the question, and if you want me to proffer his
5 testimony --

6 THE COURT: I think that's what we need
7 to do.

8 MR. FURR: Okay.

9 MR. HUDGINS: Judge, can I get a chance
10 to question him about his qualifications at some point?

11 THE COURT: Oh, sure.

12

13 BY MR. FURR:

14 Q. Mr. Johnson, in your experience, what
15 have you witnessed when a key sales manager leaves the
16 dealership abruptly?

17 A. Well, when -- let me just say this: When
18 I left Beach Ford January 27th of 1995, I had 17 and a
19 half years of experience there. My title there was
20 leasing coordinator, director. I took with me
21 approximately seven to eight people with me myself. I
22 sold approximately 300 cars. The other person that
23 came with me -- we sold a total of 700 cars in 1984
24 (sic). Beach Ford was the number one retail volume
25 truck dealership in the United States for approximately

1 two or three years, 14th in total volume in the
2 country. They experienced losing over 700 sales last
3 year, so the market share -- we took a bigger chunk of
4 the market share than they did. So what had happened
5 was it disrupts the flow of the everyday operation
6 because it created chaos amongst the dealership.

7 Q. Is there a distinction between the
8 departure of a new business manager and a used car
9 manager?

10 A. Yes.

11 Q. What's that difference?

12 A. Used car operation has different
13 principles and different, let's say, procedures.
14 Everybody sells new cars. Used car -- every used car
15 is exactly -- is different. Every used car stands on
16 its own. You have wholesalers you deal with every day,
17 business people you deal with every day; and when
18 somebody leaves that part of the organization, if you
19 don't have somebody key behind you that is familiar
20 with the operation that they're dealing with right now,
21 it can create chaos.

22 MR. FURR: That's the extent of the
23 testimony, Your Honor.

24 MR. HUDGINS: Judge, I'm going to object
25 to it. He's testified he worked in leasing new cars.

1 He's testifying here as to a specific instance where he
2 took a whole group of people with him out of Beach
3 Ford, and whatever chaos may have -- I believe it's
4 still the biggest truck dealer on the east coast, but I
5 don't think that qualifies him to just come in and say
6 that he has experienced this one incident if he's
7 trying to relate this to what generally happens in the
8 industry. And he has not shown any expertise here in
9 terms of the operations of the used car end or the
10 management end.

11 THE COURT: I have no doubt that this man
12 could be qualified as an expert in the field of car
13 management or used car management per se.

14 MR. HUDGINS: Right.

15 THE COURT: But as an expert in the field
16 of what happens when a used car manager leaves, that's
17 not a field he has any expertise in. He's testified,
18 for example, that he is testifying in his experience
19 after leaving Beach Ford and what Beach Ford was, what
20 it stood for, what their sales were, what their number
21 of units sold were, so on and so forth; but even Mr.
22 Kline himself has testified that every dealership does
23 things a little differently and has different
24 procedures, as has Mr. Johnson. I don't think this is
25 something that requires expert testimony, and I don't

1 think he's an expert on the issue that you're trying to
2 have him testify to, what happens to any dealership or
3 generic dealership when a used car sales manager leaves
4 that dealership, to say nothing of the fact that it's
5 speculative. I would sustain the motion.

6 MR. FURR: Okay. Your Honor --

7 THE COURT: I mean, is he going to
8 testify to anything else?

9 MR. FURR: That was the extent of his
10 testimony.

11 THE COURT: Okay. I think you can step
12 down.

13 Do you need him for any -- can he be
14 excused?

15 MR. FURR: No. He can be excused, Your
16 Honor.

17 Jim Hastings is the next witness.

18 THE COURT: I'm sorry. Who is the next
19 witness?

20 MR. FURR: Jim Hastings.

21 THE COURT: Okay. While we have the jury
22 out, why don't we take another five minutes ourselves
23 and I'll bring them in and keep going. Okay.

1 (Whereupon, a five-minute recess was
2 taken.)

3
4 THE COURT: Okay. Are you ready to call
5 your next witness?

6 MR. FURR: Yes, Your Honor. He's in the
7 courtroom, actually. It's Jim Hastings.

8
9 (Whereupon, the jury entered the
10 courtroom.)

11
12 THE COURT: Okay. Who's your next
13 witness?

14 MR. FURR: Jim Hastings.

15
16 JIM HASTINGS was sworn and examined on
17 behalf of the Plaintiff as follows:

18
19 DIRECT EXAMINATION

20
21 BY MR. FURR:

22 Q. Mr. Hastings, can you introduce yourself
23 to the jury, please?

24 A. My name is Jim Hastings.

25 Q. What is your job?

1 A. I'm a certified public accountant.

2 Q. And what is your educational background?

3 A. I graduated from the University of
4 Maryland with a business degree.

5 Q. To be a certified public accountant, what
6 types of hoops do you have to jump through?

7 A. You have to pass the unified certified
8 public CPA exam and you have to be registered by the
9 state.

10 Q. Okay. Are you registered in the state in
11 which you work?

12 A. Yes, I am. I've been registered since
13 1978.

14 Q. Explain to the jury, briefly; what a CPA
15 does with regard to businesses it represents, and let's
16 take automobile dealerships since we're dealing with
17 automobile dealerships here.

18 A. It's relatively the same for any
19 industry. You'll do verification of financial
20 statements, audits, preparation statements, do
21 financial analysis. Probably the best knowing, prepare
22 tax returns. It's evolved into being sort of a general
23 business advisor.

24 Q. Do you represent automobile dealerships?

25 A. Yes, I do.

1 Q. Approximately how many dealerships do you
2 do work for?

3 A. I've been doing automobile dealerships
4 for about 12 years. I've done close to 100 different
5 engagements for between 25 and 30 different
6 dealerships.

7 Q. How many years have you worked as a CPA?

8 A. I've been licensed since 1978,
9 so --

10 MR. FURR: If I could approach the
11 witness, Your Honor.

12 THE COURT: Yes, uh-huh.

13

14 BY MR. FURR:

15 Q. Can you tell the jury what that document
16 is, please?

17 A. This is my resume'.

18 Q. Okay. It says that you're the principal
19 in charge of the automotive practice division of
20 Keller, Brunner & Company; is that right?

21 A. That's right.

22 Q. As the principal in charge, what does
23 that company -- of the automotive practice division --

24 A. I would be informed in any automobile
25 dealership that my firm would represent either on a

1 direct basis or review the papers and take the lead
2 position.

3 Q. If you could, read that first sentence of
4 the second paragraph to the jury.

5 A. In addition to accounting and tax
6 responsibilities, Jim's experience includes business
7 projection and feasibility studies, cash flow analysis
8 preparation of accounting manual, implementation of
9 internal control procedures and preparation and
10 assistance in preparation of reports to various
11 regulatory agencies including Department of Housing and
12 Urban Development.

13 MR. FURR: I'd like to move his resume'
14 into evidence, Your Honor.

15 THE COURT: That would be Plaintiff's
16 Exhibit 8.

17
18 (Whereupon, the document referred to was
19 marked for identification and received in
20 evidence as Plaintiff's Exhibit 8.)

21
22 MR. FURR: Thank you, Your Honor. I'd
23 also move to qualify Mr. Hastings as an expert in the
24 area of certified public accounting in the automotive
25 practice area.

1 THE COURT: He will be so qualified.

2

3 BY MR. FURR:

4 Q. Okay. Mr. Hastings, the monthly reports
5 for R.K. Chevrolet have been already introduced into
6 evidence and marked as Exhibit 4, and I believe they're
7 in front of you. Do you see them in front of you?

8 A. Yes, they are.

9 Q. These are the monthly financial
10 statements for 1993 and 1994 for R.K. Chevrolet. Are
11 you familiar with this document, these documents?

12 A. Yes, I am.

13 Q. Okay. Explain to the jury what these
14 documents are.

15 A. Well, each month, the business, the
16 dealership, will record their operations on these
17 statements. It's the -- the cumulative sales and
18 costs, net income and statement of position, financial
19 condition.

20 Q. Are these reports reviewed by General
21 Motors?

22 A. Yes, they are.

23 Q. Okay. Do you know whether these reports
24 were reviewed by an independent auditor?

25 A. I know that normally the independent

1 auditor will not look at monthly. They'll look at the
2 cumulative for the year, and they'll issue -- these
3 reports were audited -- year end results were audited
4 by a certified public accountant, yes.

5 Q. And was that certified public accountant
6 you or another one?

7 A. No, it was not my firm.

8 Q. Okay. Will GM ever audit these numbers
9 to make sure that they're accurate?

10 A. Absolutely.

11 Q. And you say that you've reviewed these
12 numbers personally?

13 A. Yes, I have.

14 Q. And are they reliable figures based on
15 your review?

16 A. Yes, they are. I also reviewed the
17 auditor's work papers that performed this audit.

18 Q. The other CPA?

19 A. Yes, I did.

20 Q. You reviewed his review?

21 A. His work papers and his adjusting
22 interest.

23 MR. FURR: Okay. If I could approach the
24 witness, Your Honor.

25

1 BY MR. FURR:

2 Q. If you can, explain to the jury what the
3 document is that you're looking at now.

4 A. These are specific numbers that have been
5 taken from the monthly dealer statement.

6 Q. Are those numbers that have been taken
7 directly from the monthly reports, GM?

8 A. Yes, they are.

9 Q. Are they reliable numbers?

10 A. Yes, they are.

11 Q. Who prepared this report?

12 A. I did.

13 MR. FURR: Okay. I'd like to move this
14 document into evidence, Your Honor.

15 MR. HUDGINS: Judge, I might have an
16 objection to a portion of this document.

17 THE COURT: Well, let's wait until he
18 testifies then.

19 MR. HUDGINS: The monthly reports we've
20 been provided are for '93 and '94, and these figures
21 are -- currently run from '92. There's several months
22 of '92 here.

23 MR. FURR: I can ask him whether he's
24 reviewed the 1992 reports as well, Your Honor.

25 MR. HUDGINS: The reports aren't here.

1 THE COURT: The monthly reports? I
2 didn't look at them in detail. There were a large
3 number of them. Do they relate to the calendar year
4 '93, '94?

5 MR. HUDGINS: Yes, sir.

6 MR. FURR: Ninety-three and ninety-four.
7 It's two years' worth of documents.

8 THE COURT: Two calendar years?

9 MR. FURR: That's right, Your Honor.

10 THE COURT: Okay. I would sustain the
11 objection to looking at the exhibit, if you want to go
12 ahead and get him to testify as to what he's done.

13

14 BY MR. FURR:

15 Q. Okay. In preparing this document, what
16 did you do, Mr. Hastings?

17 A. We went back -- we wanted to get a
18 two-year period of time that we could look at the
19 operations of the used car department.

20 Q. Okay.

21 A. That's why we -- I proceeded further back
22 than 1993.

23 Q. And did you use the figures from the
24 monthly reports for 1993 and 1994?

25 A. Yes, I did, and 1992 where --

1 Q. The figures that you used for 1992 were
2 from what source?

3 A. They were from the factory statement from
4 1992.

5 Q. Okay. And were they also reviewed by you
6 for reliability?

7 A. Yes, they were.

8 Q. And had those numbers been reviewed by an
9 independent auditor other than yourself?

10 A. They were audited, yes.

11 Q. Okay. And based on your review of the
12 1992 reports, the 1993 reports and the 1994 reports,
13 what did you do to prepare this document?

14 A. We pulled the specific sales from the
15 used car department and the gross profit number from
16 the used car department and prepared -- performed a
17 test to calculate the gross profit percentage.

18 MR. FURR: Okay. I'd now like to move
19 the document into evidence, Your Honor.

20 THE COURT: Okay. Any objection or
21 questions?

22 MR. HUDGINS: Just that we don't have the
23 underlying 1992 reports.

24 THE COURT: Okay. 1992. Just include
25 these portions from '93 to '94.

1 MR. FURR: Well, if I could respond to
2 that, Your Honor, I don't think there's any requirement
3 once he --

4 MR. HUDGINS: Judge, I'll withdraw my
5 objection.

6 THE COURT: Okay.

7 MR. FURR: I'd move it into evidence.
8 Thank you. This is a blow-up of the same.

9 THE COURT: Plaintiff's 9.

10

11 (Whereupon, the documents referred to
12 were marked for identification and received in
13 evidence as Plaintiff's Exhibit 9.)

14

15 MR. FURR: Okay. Can I ask the jury
16 whether they can see this, Judge, and if they can't --

17 THE COURT: You can move it closer.

18 A JUROR: Please.

19 MR. FURR: Can you all see it now?

20

21 BY MR. FURR:

22 Q. Okay. Mr. Hastings, explain to the --
23 can you see it?

24 A. I can see this. I'm okay.

25 MR. FURR: Okay. Can I ask the Court's

1 permission for Mr. Hastings just to point to the jury
2 the --

3 THE COURT: You can go down there in
4 front if you want to.

5 THE WITNESS: Okay.

6
7 BY MR. FURR:

8 Q. Mr. Hastings, explain to the jury why you
9 pulled this report together, the significance of it and
10 what you did.

11 A. Okay. We were looking to see if there
12 had been any unusual activity in the used car
13 department looking only at sales and gross profit.
14 Gross profit is sales less the cost. If you buy a car
15 for \$10,000 and you sell it for \$12,000, the gross
16 profit would be that \$2,000. Then we looked at the
17 relationship between the profit, the gross profit and
18 the sales and came up with a percentage.

19 Q. Okay. Was there any trend that you
20 noticed in reviewing the gross profit percentages from
21 1992 through 1994?

22 A. Yes, there is. Trends are better
23 explained by the graphs. We graphed this gross profit
24 percentage.

25 Q. Is this graph based strictly on the

1 figures that are on that chart?

2 A. Yes, it is.

3 MR. FURR: Your Honor, I have a copy of
4 this graph for you as well.

5
6 BY MR. FURR:

7 Q. Okay. You say it's better described by
8 using the graph?

9 A. Uh-huh.

10 Q. Okay. First of all, I want to establish
11 that -- how you prepared this graph. Did you prepare
12 it?

13 A. Yes, I did.

14 Q. And how did you prepare it? What did you
15 do to prepare that?

16 A. Well, I put the months along the bottom
17 with the gross profit percentages along the axes then
18 just graphed this gross profit by month, so what we
19 have is a time analysis, as time goes through, what the
20 gross profit in the used car department was.

21 Q. Okay. Now, did you see any trends when
22 you graphed the gross profit percentages for the used
23 vehicle department?

24 A. Yeah. We have a dramatic decline in
25 profit in September of 1993.

1 Q. What was the actual profit percentage in
2 September of 1993?

3 A. One point seven one percent.

4 Q. Okay. And in the two years, how far
5 ahead of that and how far back did you go, one year?

6 A. Well, we went through July of '92 to June
7 of '94.

8 Q. Okay.

9 A. So it's roughly in the middle a little to
10 the back.

11 Q. And during that two-year period, were
12 there any other months that showed that drastic a drop
13 in the gross profit percentage?

14 A. This is by far the lowest gross profit on
15 a monthly basis.

16 Q. Now, did you review the profits and the
17 gross profit percentages in other departments at R.K.
18 Chevrolet?

19 A. Yes, we did, because the used vehicle
20 department has interaction with a number of other
21 departments in the dealership, mostly the new car
22 department; and it's very unusual that you can have
23 activity like this in one department without having
24 something happen in the other departments.

25 Q. Did you review the new vehicle sales

1 department?

2 A. Yes, we did.

3 Q. Did you review the lease and rental
4 department?

5 A. Yes.

6 Q. The mechanical department?

7 A. Yes.

8 Q. The body shop department?

9 A. Yes.

10 Q. The parts and accessory department?

11 A. We reviewed them all.

12 Q. Did any of the other departments have the
13 same trend that you saw here --

14 A. No, they did not.

15 Q. -- in the used vehicle department?

16 A. No, they didn't.

17 Q. You've drawn a line on the graph.

18 Explain to the jury what that line is.

19 A. This is approximately the date that the
20 used car manager left.

21 Q. He left on the date that that line is
22 drawn in on the graph?

23 A. Approximately, yes.

24 Q. And it significant that the drop in --
25 the drastic drop in the gross profit percentage falls

1 on the heels of that?

2 A. Yes, it is.

3 Q. What's the significance of that?

4 A. Well, the used car manager is responsible
5 for controlling -- for maintaining these numbers. This
6 is -- his responsibility is the inventory, managing
7 sales and managing this gross profit number.

8 Q. And how much time approximately after Mr.
9 Hayden's departure did they have this drastic plunge in
10 their gross profit percentage?

11 A. What we did -- we looked at this time
12 period. And if we come and look here in August, we go
13 down to 13 percent, and then these next five months are
14 relatively lower than what we would be -- we've been
15 experiencing, so we looked at these five months in
16 unison.

17 Q. Okay. In your -- the records you
18 reviewed, was there any -- I'm sorry. Did I cut you
19 off?

20 A. No.

21 Q. In the records that you reviewed, was
22 there any other similar plunge in profit percentage for
23 any of the departments at R.K. Chevrolet?

24 A. No, there wasn't.

25 Q. Big plunge is what month, that big

1 crevice?

2 A. September.

3 Q. Okay. And are there any other
4 significant plunges on that graph as you found it?

5 A. Well, you'll always have some ups and
6 downs. That's why it's important not to look at any
7 one month in complete isolation. But you'll notice
8 here we have a dip, but it's followed by an almost
9 immediate rise back to normal, so you need -- if you're
10 going to interpret this graph, probable results you
11 would expect are somewhere along the middle here
12 between the peaks and valleys.

13 Q. And is this plunge here followed by this
14 other activity, is that normal or not normal?

15 A. I looked at these five months here as
16 being sort of out of the ordinary, because they are
17 below what we've been operating at both before and
18 after. In January of '94 we go back up to 14 percent
19 and then 13, 16. At that point it looks as though
20 operations have stabilized at the higher level.

21 Q. Have you reviewed records for other
22 dealerships during this same time frame?

23 A. Yes, I have.

24 Q. And do the other dealerships' records
25 reflect this drastic plunge in its gross profit

1 percentage?

2 A. No, they didn't.

3 Q. Have you reviewed records for the
4 automotive industry in general during this time frame?

5 A. Yes.

6 Q. Do you see any plunge in gross profit
7 percentage in the industry as a whole during this time
8 period?

9 A. No, I didn't.

10 Q. Mr. Hastings, can you state with a
11 reasonable degree of professional certainty that R.K.'s
12 loss of profits was due to the departure of Mr. Hayden?

13 A. Yes.

14 MR. HUDGINS: Judge, I think that calls
15 for speculation.

16 THE COURT: Sustained.

17

18 BY MR. FURR:

19 Q. Can you explain to the jury the various
20 explanations that are possible for drops in profits.

21 A. Sure. If you have a change in market
22 conditions where there's rampant unemployment, you
23 would expect to see a decline in profit.

24 Q. Is that -- possibly, can that explain
25 this drop in --

1 A. If it were something like that, it would
2 have impacted all the other departments. This is
3 isolated to the used vehicle department. If it were
4 general economic conditions, we would have expected to
5 see the used car or the new car department with a
6 decline in parts and service. The other areas of the
7 dealership would have suffered similar.

8 Q. If there had been a hurricane that month,
9 would that explain that chart?

10 A. It could have, but it would -- again, it
11 would have impacted the other departments in the
12 dealership.

13 Q. So have you -- is it possible that
14 weather led to that?

15 A. No.

16 Q. Why not?

17 A. We would have shown this sharp decline
18 nearer in the results of the new car department, parts
19 an service.

20 Q. And did you see that a sharp decline in
21 any other departments?

22 A. No, we didn't.

23 Q. If the Navy Fleet had gone out to sea and
24 there are no sailors buying cars anymore, would that
25 explain what was going on at R.K. Chevrolet?

1 A. Something like this could have happened
2 if that were the case; but, again, it would have
3 impacted all the other departments. So that kind of
4 rationale doesn't fit.

5 Q. So have you ruled that in or out as a
6 possibility?

7 A. It's not possible. We would have had no
8 new car sales either if there were no customers.

9 Q. If there was a general recession or
10 decline in the economy, would that explain this?

11 A. Not without impacting the other
12 departments.

13 Q. If a dealership had opened across the
14 street, would that explain this?

15 A. Again, not without impacting the other
16 departments. The other departments don't show this.

17 Q. In your professional judgment, what
18 caused this plunge in profits, if you've ruled out
19 those scenarios?

20 A. The departure of the used --

21 MR. HUDGINS: Judge --

22 THE COURT: I think I sustained the
23 objection.

24 MR. FURR: If I could approach the bench,
25 Your Honor, on that.

1 THE COURT: Well, you might as well sit
2 down.

3 Ladies and gentlemen, if you'll step back
4 in the jury room.

5
6 (Whereupon, the jury retired to the jury
7 room.)

8
9 THE COURT: Go ahead. You can put it on
10 the record.

11 MR. FURR: If I could just state my
12 position, if you don't mind, Your Honor.

13 THE COURT: Uh-uh.

14 MR. FURR: Mr. Hastings has been
15 qualified as an expert CPA in the automotive industry.
16 In his expert opinion, he's ruled out all possible
17 reasons that would explain this anomaly. It's a
18 drastic plunge; and in his professional opinion -- he
19 is the expert; and if he can attribute it to a cause, I
20 think he should be allowed to testify on that basis.

21 THE COURT: I understand that, and I've
22 sustained the objection twice. If he's going to
23 testify it was caused because this man left the
24 employment of R.K. Chevrolet, I sustain the objection.

25 MR. FURR: Okay. I would like to proffer

1 the explanation.

2 THE COURT: Uh-huh.

3

4 BY MR. FURR:

5 Q. Mr. Hastings, can you state with a
6 reasonable degree of professional --

7 THE COURT: Do you want him to take the
8 stand or stay down here?

9 MR. FURR: He can take the stand.

10 THE COURT: Okay.

11

12 BY MR. FURR:

13 Q. Can you state with a reasonable degree of
14 professional certainty that R.K.'s loss in profits in
15 the five-month period after Mr. Hayden's departure from
16 R.K. was attributable to his departure?

17 A. Yes.

18 MR. FURR: That's my -- that's the extent
19 of my proffer.

20 MR. HUDGINS: Judge, obviously, you have
21 sustained my objection, but I'd like to put my
22 reasoning on the record for it. What he has testified
23 to is a dramatic decline in gross profits from having
24 audited these statements. There's been no testifying
25 as to the underlying reason that caused this drop in

1 gross profits. There's a statement full of figures
2 here. Where are these figures out of line for this
3 month? And just to say that it's declined and it was
4 Mr. Hayden's fault because he wasn't there would be
5 mere speculation.

6 THE COURT: Okay. Do you want to bring
7 the jury back out?

8 MR. FURR: Yes, Your Honor.

9 THE COURT: Do we have any other areas
10 like this you want to get into before we bring them
11 back out?

12 MR. FURR: I think that's it.

13 THE COURT: Okay. Okay.

14
15 (Whereupon, the jury entered the
16 courtroom.)

17
18 MR. FURR: Your Honor, I'd like to move
19 the chart into evidence at this time.

20 THE COURT: Okay. What do you call this,
21 the graph? Is that what -- you want to put that in
22 evidence?

23 MR. FURR: Yes, sir. I'd actually like
24 to have this, if I could, Your Honor. That photocopy
25 doesn't come across very well.

1 THE COURT: That's no problem.

2 MR. FURR: Okay.

3 MR. HUDGINS: Judge, insofar as this
4 exhibit is being put into evidence, it has a line drawn
5 between July and August. I object to it because that
6 is in controversy as to when Mr. Hayden left the
7 employment.

8 THE COURT: Okay. I'd sustain the
9 objection. I'll admit this one.

10 MR. FURR: Okay, Your Honor.

11
12 (Whereupon, the document referred to was
13 marked for identification and received in
14 evidence as Plaintiff's Exhibit 10.)

15
16 THE COURT: All right.

17 MR. FURR: If I could approach the
18 witness, Your Honor.

19
20 BY MR. FURR:

21 Q. Can you identify that document?

22 A. It's a summary of results that I prepared
23 that are my analysis of these gross profits.

24 Q. Okay. Can you walk the jury through your
25 calculations, please.

1 MR. HUDGINS: First, may I first look at
2 them, please?

3 MR. FURR: Sure.

4 MR. HUDGINS: Judge, I'm going to -- I
5 have an objection to this.

6 THE COURT: Okay. Ladies and gentlemen,
7 I'm going to ask you to step back in the jury room.

8
9 (Whereupon, the jury retired to the jury
10 room.)

11
12 THE COURT: I think you're going to have
13 to proffer this on the record outside the presence of
14 the jury and then maybe I'll be in a position to rule
15 on his objection.

16
17 BY MR. FURR:

18 Q. Can you explain to the Court what this
19 document is and --

20 A. Yeah.

21 Q. -- walk him through it, please.

22 A. Can I come back to my graph or to my
23 chart?

24 Q. Yeah.

25 A. Since we have a five-month period here

1 with operations different than expected, what I have
2 done is gone back through July, and I've taken a
3 five-month period, and I've averaged the gross profit
4 during that five-month period. And I've deleted --
5 I've dropped the earliest month and added the next and
6 combined and just developed a rolling average of gross
7 profit results for a five-month period from July '92
8 through February of '94, omitting the five months in
9 question where the operations are drastically
10 different.

11 I've used a simple average of the gross
12 profits for those five-month periods, and then I've
13 applied that average, because that's what we would have
14 expected the used car department to operate at during
15 that five-month period. I've applied that percentage
16 to sales during that time so to come up with what we
17 would have expected the gross profit to be for that
18 five-month period. And then from that number, I backed
19 off the gross profit, the actual gross profit for the
20 five-month period, to come up with a difference between
21 actual profits and expected profits based on the
22 five-month rolling average from July '92 through -- for
23 the five-month period. And then
24 after -- and that shortfall is 348,832.

25 MR. HUDGINS: Ready for my objection at

1 this point? I object to it. First of all, getting
2 back into the basics, there's been no accounting
3 explanation dollars-to-cents-wise for the decline in
4 gross profit. No one has said, it went down because
5 sales went down. They didn't go down perceptively. It
6 obviously is something that took place in the expense
7 end of this operation. There's been absolutely no
8 explanation of that whatsoever, so this is pure
9 speculation. That's number one.

10 Number two, the automobile business is a
11 seasonal business. We've had, I believe it was Mr.
12 Kline, state on the stand today that, you know, the
13 spring and summer is his best time. This is -- this is
14 absolute speculation that should not be allowed to go
15 to the jury.

16 THE COURT: I think what I'm hearing him
17 say is this is a calculation based on the figures of
18 the books of R.K. Chevrolet.

19 MR. HUDGINS: Excluding the five-month
20 period.

21 THE COURT: Say again.

22 MR. HUDGINS: He is projecting what the
23 income would have been if there had not been this
24 decline in September.

25 THE COURT: Based on the average.

1 MR. HUDGINS: Based on the average.

2 THE COURT: Right.

3 MR. HUDGINS: Okay. But I submit it
4 shouldn't be permissible to the jury unless the jury is
5 given a concrete explanation for the decline in the
6 month of September.

7 THE COURT: Okay. Well, I overrule your
8 objection then.

9 Do you want to bring the jury in?

10

11 (Whereupon, the jury entered the
12 courtroom.)

13

14 THE COURT: All right.

15

16 BY MR. FURR:

17 Q. Mr. Hastings, back to your document that
18 you're looking at, the calculation of damages. Can you
19 walk the jury through it, through what you've done,
20 walk them through your calculations?

21 A. Since we determined that there is a
22 five-month period here that seems to be a little out of
23 sort with the rest of the period, we took five-month
24 averages starting with July of '92, and then I
25 averaged -- or I used a rolling average where I deleted

1 the first month and added the next month. And I've
2 done that for the -- it's 11 periods. And I've omitted
3 the five months here that I -- that are out of whack
4 with the rest of the operations. So taking the
5 five-month rolling average and then averaging those
6 together, we come up with what we would have expected
7 the used car department to have generated in gross
8 profit in this five-month period.

9 Q. Let me stop you there and ask you, during
10 the period from July 1992 to June 1994, excluding those
11 five months, what was the average profit -- what do you
12 call it, profit?

13 A. Average gross profit percentage.

14 Q. What was the average gross profit
15 percentage of the used car department?

16 A. It was 14.52 percent.

17 Q. Okay. And that was -- and, again, how
18 did you reach that 14.52 percentage number?

19 A. We took the average of this five months
20 and then we dropped the 13 percent and we added one,
21 two, three, four -- we added the 15, calculated the
22 average of that five-month period, proceeded down and
23 took each five-month period. There are 11 periods when
24 you eliminate this five-month cycle here.

25 Q. Okay. So what's the significance of the

1 14.52 percentage number?

2 A. Based on what the used car department had
3 been doing or had been operating at from July to June,
4 we would have expected within this five-month period to
5 have earned 14.52 percent of sales.

6 Q. Okay. And did you review the numbers for
7 sales, the actual sales numbers?

8 A. Yes, I did.

9 Q. And are they on your calculation form
10 too?

11 A. Yes, they are.

12 Q. And when you apply the 14.5 percentage
13 figure to the actual sales, what's the result?

14 A. Expected sales at the 14.52 percent --
15 expected profits at the 14.52 percent --

16 Q. Well, sales aren't expected, are they?

17 A. No, they're not, and that's why the
18 percentages are attributed to actual sales.

19 Q. Sales are actual numbers?

20 A. Based on our profit, based on the average
21 applied to the actual sales resulted in a shortfall of
22 what we would have expected to receive in profits in
23 the amount of 348,832.

24 Q. Okay. So what were the actual sales for
25 that five-month period after Mr. Hayden left?

1 A. 7,618,565.

2 Q. And what did you do to that number to
3 reach 348,832?

4 A. I took the sales for this time period,
5 added them up. That's the 7,618,565. We multiplied
6 that times the 14.52, expecting gross profit. We came
7 up with a number from that number. I backed off or I
8 subtracted the actual gross profit, and the difference
9 between what we expected or what we had been operating
10 at and the actual was 348,832.

11 Q. And what's the significance of that
12 number, 348,832?

13 A. It's the amount that our expected profit
14 based on the operations from July to June would have
15 been during that five-month period. That's that
16 shortfall of what we actually operated at.

17 Q. Okay. That's money that R.K. did not
18 get?

19 A. Right.

20 Q. That's profit?

21 A. It's gross profit.

22 MR. FURR: Okay. Your Honor, do we have
23 an exhibit number on this calculation? I just can't
24 remember whether I've moved it into -- I apologize.

25 THE COURT: That would be Number 11.

1 MR. FURR: Okay. Thank you, Your Honor.

2

3 (Whereupon, the document referred to was
4 marked for identification and received in
5 evidence as Plaintiff's Exhibit 11.)

6

7 BY MR. FURR:

8 Q. Mr. Hastings, can you testify under oath
9 that R.K. lost 348,832 in profits after the five months
10 of Mr. Hayden's departure?

11 MR. HUDGINS: Judge, I'm going to object.
12 He's testified what the projections are. I don't think
13 he can testify --

14 THE COURT: Overruled.

15 THE WITNESS: Based on what the
16 dealership had been operating at, that's the difference
17 between what they had been operating at and what they
18 actually operated at after his departure.

19 MR. FURR: Those are all the questions I
20 have, Your Honor.

21 THE COURT: Uh-huh.

22

23

24

25

CROSS-EXAMINATION

BY MR. HUDGINS:

Q. Mr. Hastings, if you would, refer to Plaintiff's Exhibit Number 9, the used car department --

A. Yes.

Q. There was a period in August of '92 when there was an unexpected dip there, was there not?

A. Yes, there was.

Q. And then there was, of course, the September date that you're dealing about --

A. Uh-huh.

Q. -- and another one in December --

A. Right.

Q. -- sandwiched between two, looks like, pretty decent months; is that correct?

A. That's correct.

Q. Okay. Now, when you did your analysis of this for this chart, it looks like sales are not off very much anywhere along the line; is that correct? The sales side was pretty steady even after Mr. Hayden's departure?

A. Yes.

Q. And they averaged, like, eighteen million

1 dollars for that calendar year?

2 A. I didn't average it out, so --

3 Q. Okay. Did you do anything in terms of
4 examining the books at R.K. Chevrolet and the
5 underlying documents to determine where in the used car
6 department this loss occurred?

7 A. By using gross profit, allocations of
8 expenses would make no difference. The gross profit is
9 reducing just cost of vehicles.

10 Q. Did you examine the documents and records
11 relating to the cost of the vehicles?

12 A. I did not go to deals, no.

13 Q. Did you examine the paperwork to see if
14 there had been any write-down of deals or write-down of
15 inventory?

16 A. They had a normal process. It's part of
17 the monthly preparation of the statement, yes.

18 Q. Okay.

19 A. I did not go into any great analysis.

20 Q. Okay. So you didn't audit any of the
21 underlying records for the month of September?

22 A. I pulled my numbers from the dealer
23 statement.

24 Q. From the dealer statement?

25 A. That's correct.

1 Q. You didn't audit anything there which
2 supports this statement?

3 A. I did not.

4 Q. And you didn't do that for any of the
5 other lower months?

6 A. No, I didn't.

7 Q. Do you know what exactly is deducted from
8 gross sales in order to come up with gross profit?

9 A. It's basically the cost of the vehicle,
10 any kind of reconditioning costs, the income derived
11 from the settlement, which would be financing companies
12 included in there. Finance charge-backs are included
13 in there. Sale of extended warranties and credit life
14 is included in there.

15 Q. What about charge-backs?

16 A. I said charge-backs would be, finance
17 charge-backs.

18 Q. Do you know anything about something
19 called packs?

20 A. Yes.

21 Q. What are packs?

22 A. Packs are -- we'll call it artificially
23 raising the price of a car. What you'll do -- you
24 might put \$50 to the cost of a car to cover operating
25 expenses, maybe lot damage.

1 Q. Do they affect the bottom line in terms
2 of the profit when it's sold?

3 A. Well, it's profit. Yes, they do.

4 Q. So you didn't examine any of these things
5 which can be factors in arriving at the gross figure?

6 A. I did interview the people responsible
7 for the books, whether there were any changes in
8 operating procedure or activity that would have
9 resulted in changes in comparability.

10 Q. Your charts and graphs here are based
11 upon the figures taken off the front of these
12 statements?

13 A. The financial monthly records of the
14 dealership.

15 Q. Without any detail?

16 A. Right.

17 MR. HUDGINS: That's all the questions I
18 have.

19 THE COURT: Anything else?

20 MR. FURR: No, Your Honor. And the
21 plaintiff rests as long as I can make sure all my
22 exhibits are into evidence.

23 THE COURT: I have 11 exhibits. I think
24 they're all in.

25 MR. FURR: That's correct. The plaintiff

1 rests.

2 MR. HUDGINS: Judge, I have a motion.

3 THE COURT: Well, it's almost
4 four-thirty. Maybe we should recess the jury anyway.

5 I'm going to ask you to recess for the
6 evening. Let's meet at nine o'clock in the jury
7 assembly room. I do remind you of my admonishment not
8 to discuss the case during the evening recess. I'm
9 sure when you go home, somebody's going to say, well,
10 what are you doing down there? About all you can do is
11 say, well, I'm on a jury but I can't discuss it until
12 the case is over. That's simply the way you handle it.
13 Don't make any independent investigation about the
14 case. Just forget about it until you're back up here
15 in the courtroom. Okay. Ladies and gentlemen of the
16 jury, you're excused until tomorrow morning.

17
18 (Whereupon, the jury was excused.)
19

20 THE COURT: All right. Plaintiff has
21 rested.

22 MR. HUDGINS: Judge, first, a motion to
23 strike, and that motion would be based upon the fact
24 that the evidence shows that Mr. Hayden was working for
25 R.K. Chevrolet in the position of used car manager back

1 on -- I think the date is May the 12th of 1992 when he
2 was called in by Mr. Bates and Mr. Kline; and,
3 collectively, they put together the contract which is
4 the underlying subject matter of this lawsuit.

5 The evidence is also clear that there was
6 no change in his position. There was no change in his
7 salary. There's been no evidence there was any change
8 in any benefit that he was to receive, and the contract
9 on its face doesn't guarantee him employment during the
10 course of two years. It just says that he agrees he
11 will work for them. It doesn't say that they are
12 obligated to keep him as long as he complies with the
13 company rules, et cetera. It was just something done
14 out of the blue. He received absolutely nothing in
15 return in the execution of that document; and I would,
16 therefore, submit that there was no consideration to
17 support that contract and that the evidence should,
18 therefore, be struck.

19 And the second motion would be that even
20 if Your Honor were not to strike this contract that the
21 evidence with regard to damages is nothing in the world
22 but speculation. We have a man who, apparently, is a
23 very talented CPA who has testified very honestly that
24 he put these figures and this graph and all this
25 information together without examining any of the

1 underlying documents to determine why there was such a
2 precipitous drop in the month of September. And if you
3 take the month of September out of these charts, the
4 rest of those months -- although they may be off a few,
5 but the percentages, if you look on -- in December,
6 went back down to 9 percent, but October and November
7 were 12, 13, percent right up there where they were
8 before, 13 percent in August, 13 percent in July.

9 Mr. Hayden left, by his testimony, in
10 late May or early June; by their testimony, not later
11 than July the 12th. The operation didn't seem to be
12 affected in the month he left and the month after that,
13 only in September. And I submit it would be highly
14 prejudicial to my client to let this go to the jury
15 based on the damage evidence that has been submitted
16 today.

17 THE COURT: Okay. Mr. Furr.

18 MR. FURR: I can cite two cases, Your
19 Honor, that I think dispel the argument. The Supreme
20 Court of Virginia ruled in Paramount Termite Control
21 vs. Rector, 238 Va. 171 --

22 THE COURT: What was it, 2 --

23 MR. FURR: 238 Va. 171. It's a 1989
24 case. And on page 176, it says, We have held that
25 employees who continue their at will employment after

1 their employers offer severance pay apply the necessary
2 consideration for such promises by continuing their
3 employment after the promises were made.

4 And there's a long line of cases that say
5 even if you're an existing employee, if you enter into
6 a contract with your employer, you have -- the
7 consideration given by the employer is the continued
8 employment. And so when -- even though Mr. Hayden was
9 an existing employee of R.K. Chevrolet when he signed
10 this contract, the continued employment was the
11 consideration. And I would like to say that it was a
12 contract that was binding on R.K.; and the contract
13 itself says, I, Jim Hayden, willingly enter in a
14 two-year contract of employment with R.K. Chevrolet.
15 And I don't think there's a court in the Commonwealth
16 that wouldn't find that to be a contract of employment.
17 So the -- the argument by the plaintiff that sufficient
18 consideration was not given is dispelled by the
19 Paramount case as well as the other cases cited in it
20 in a long line of authority.

21 As far as the proof of damages, the case
22 of Mullen vs. Brantley, which is 213 Va. 765. That's a
23 1973 case. That says that, Evidence of a profit stream
24 before and after an event is sufficient evidence for a
25 plaintiff to prove damages. And that's exactly what

1 we've done. We've shown what our profit stream was
2 before he left, and we showed what the profit stream
3 was after he left, and that's how we've come on our
4 damages.

5 There's also the case of Trague
6 (phonetics) vs. Clay, which is -- let's see. I don't
7 have the volume number. It's page -- page 330. I'll
8 get you the volume number, but it says that profits can
9 be presumed in a commercial context where it's been an
10 existing business; and if an event occurs and the
11 profits are lost after that, the profits can be
12 presumed to occur from that event. And so to the -- I
13 have other cases as well that I've cited; but, suffice
14 it to say, the argument that we haven't shown a
15 profit -- loss of profits is untrue in light of the
16 fact that we've shown the profit stream before and
17 after.

18 THE COURT: Okay. Any response you'd
19 like to make, Mr. Hudgins?

20 MR. HUDGINS: Well, the Paramount case,
21 as he said, talks about severance pay, and we don't
22 have anything about severance pay here. There's no
23 sufficient talk about it. But, again, I get back to
24 the fact that the event of his leaving -- as far as
25 this Court or this jury, they could speculate that, you

1 know, half the used car inventory burned up. And they
2 just have not provided any underlying basis for the
3 fact that the profits plunged in the month of
4 September.

5 THE COURT: Okay. Well, let me take a
6 look at it during the evening recess, and I'll let you
7 know in the morning.

8 MR. FURR: Thank you, Your Honor.

9 THE COURT: In the meantime, we'll go
10 ahead and recess for the evening, and I'll see you back
11 here by nine-thirty tomorrow morning.

12
13 (Whereupon, court was in recess until
14 January 25, 1996, at nine-thirty a.m.)
15
16
17
18
19
20
21
22
23
24
25





OVER 25 YEARS OF GUARANTEED SATISFACTION

Lynnhaven Parkway
at Virginia Beach
Boulevard
Virginia Beach,
Virginia 23452

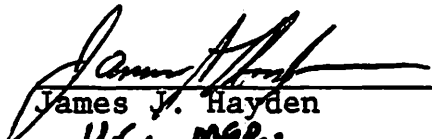
CHEVROLET - PEUGEOT - GEO - DAIHATSU

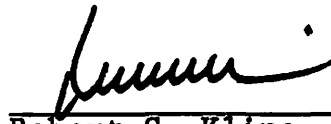
Contract Between James J. Hayden &
R. K. Chevrolet, GEO

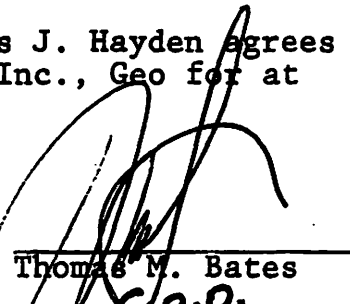
May 12, 1992

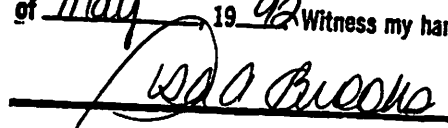
I, James J. Hayden, willingly enter into a two year contract of employment with R. K. Chevrolet, Inc., GEO. The only reason allowable for Mr. Hayden to leave in this time frame, under this contract, is the untimely death of his father.

Therefore, with the above exception, James J. Hayden agrees to work continuously at R. K. Chevrolet, Inc., Geo for at least two years in good faith.


James J. Hayden
U.C. Mgr.
5/12/92
Date


Robert S. Kline
P.S.
5/12/92
Date


Thomas M. Bates
C.P.O.
5/12/92
Date

City/County of Virginia Beach Commonwealth/State of VA
Sworn to and subscribed before me this 12 day
of May, 19 92 Witness my hand and official seal.

_____, Notary Public

My Commission Expires DEC. 31, 1995



SEPARATION OF EMPLOYMENT

EMPLOYEE

James Hayden

CLOCK NO. _____

DATE

7/12/93

This date the above named employee was separated from the employer for the following reason/reasons:

DISCHARGED

- ☐ DISHONESTY
- ☐ POOR WORK
- ☐ VIOLATION OF CO. RULES
- ☐ ABSENTEEISM
- ☐ INSUBORDINATION
- ☐ CARELESSNESS
- ☐ UNREPORTED ACCIDENT
- ☐ ROUGH HANDLING EQUIPMENT
- ☐ REFUSED TRANSFER
- ☐ OTHER

RESIGNED

- ☒ VOLUNTARY QUIT
- ☐ OTHER JOB
- ☐ ILL HEALTH
- ☐ SELF EMPLOYMENT
- ☐ ATTEND SCHOOL
- ☐ TO MARRY
- ☐ UNHAPPY HERE
- ☐ MOVED AWAY
- ☐ OTHER

LAID OFF

- ☐ LACK OF WORK
- ☐ GENERAL REDUCTION IN FORCE
- ☐ OTHER

LEAVES OF ABSENCE

- ☐ ENTER MILITARY SERVICE
- ☐ SICK LEAVE
- ☐ OTHER

Explanation of reason for separation: _____

WAGE RECEIPT AND RELEASE

Receipt is acknowledged of \$ _____ in full payment of all wages and other indebtedness due the employee from the undersigned employer; and in further consideration of said payment of \$ _____ the undersigned employee does hereby release and forever discharge the employer from any and all claims of every kind which he may have against the employer.

Employer's Name

Authorized Signature


Employee's Signature

Supervisor's Signature

© 1993 EMPLOYER'S SERVICES CORPORATION, P.O. BOX 1848, BRISTOL, TENNESSEE 37621

TEL 615-784-4127

FORM NO. 6

ORIGINAL TO PERSONNEL FILE

**This page was
intentionally left blank
to allow the viewing
of the full spreadsheet
by page
of Exhibit No. 4
an otherwise oversized exhibit.**

OPERATING REPORT

CONTACT		COMPOSITE GROUP			
1	2	3	4	5	6
DEALER NUMBER	1141326	DEALER NAME R. K. CHEVROLET			
FROM	01 JAN 1994	ADDRESS 2661 VIRGINIA BEACH BLVD.			
THRU	31 DEC 1994	CITY & STATE VIRGINIA BEACH, VA			
ASSETS		ACCT NO	AMOUNT		
CASH ON HAND	201	26253			
CASH IN BANK	202	413111			
CONTRACTS IN TRANSIT	205	3336277			
TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)		2949419			
TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	2796182			
DEMONSTRATORS (PAGE 4, LINE 49)	210	1450488			
NEW CARS (PAGE 4, LINE 49)	231	1132345			
NEW TRUCKS (PAGE 4, LINE 50)	237	1859860			
OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238				
USED CARS (PAGE 4, LINE 53)	240	992690			
USED TRUCKS (PAGE 4, LINE 54)	241	1999183			
PARTS AND ACCESSORIES (PAGE 4, LINE 56)	242	1574787			
TIRES	243				
GAS, OIL AND GREASE	244				
PART AND BODY SHOP MATERIALS	245	11131			
SUBLET REPAIRS	246	1905			
WORK IN PROCESS-LABOR	247	9896			
OTHER	252				
MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	12962			
TOTAL INVENTORIES (LINES 14 THRU 27)		9045247			
SECURITIES	260	400469			
FACTORY RECEIVABLES	261	374572			
DUE FROM FINANCE COMPANIES	262	339992			
WARRANTY CLAIMS	263	102458			
INSURANCE COMMISSIONS RECEIVABLE	264	2740			
PREPAID EXPENSES: TAXES	270	432397			
INSURANCE	271	25264			
OTHER	274	815916			
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		17279176			
★ DRIVER TRAINING VEHICLES	275				
★ LEASE AND RENTAL UNITS	375	5121782			
★ L&R ACCUMULATED DEPRECIATION		1754499			
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 41)		22400958			
ACCOUNT		COST	ACCUMULATED DEPRECIATION		
LAND	380				
BUILDING & IMP.	381				
M&S EQUIP.	382	323014	252773	70243	
P&A EQUIP.	383	62136	34588	27548	
FURN. & FIXTURES	384	700259	398522	301737	
COMPANY VEHICLES	385	207387	75426	131961	
LEASE HOLDS	386	1948840	890411	1058429	
TOTALS (LINES 42 THRU 43)		3241638	1651720	1589918	
★ MEMO: COMPANY VEHICLES		CARS	TRUCKS		
LIFE INSURANCE-CASH VALUE	391	40739			
NOTES & ACCOUNTS RECEIVABLE-OFFICERS	392				
NOTES & ACCOUNTS RECEIVABLE-OTHER	393	19848			
OTHER INVESTMENTS & MISCELLANEOUS ASSETS	396	265888			
TOTAL OTHER ASSETS (LINES 44 THRU 48)		3			
TOTAL ASSETS (LINES 42, 53 & 58)		24334			
LIABILITIES		ACCT NO	AMOUNT		
CASH IN BANK CREDIT BALANCE	202				
ACCOUNTS PAYABLE-TRADE CREDITORS	300	238548			
ACCOUNTS RECEIVABLE CREDIT BALANCE	220				
CUSTOMER DEPOSITS	220				
WARRANTY CLAIMS ADVANCE	305	6335			
NOTES PAYABLE-NEW VEH. & DEMOS	310	1107552			
NOTES PAYABLE-LEASE & RENTAL UNITS	312	447600			
NOTES PAYABLE-OTHER	314	86041			
★ MEMO: DELAYED PAYMENTS-ACCT. 310					
INTEREST PAYABLE	320	8830			
SALARIES, WAGES & COMMISSIONS PAYABLE	321	21837			
INSURANCE PAYABLE	322	1500			
PAYROLL TAXES PAYABLE	323	1068			
SALES TAXES PAYABLE	324	26346			
OTHER TAXES PAYABLE	325	18994			
INCOME TAXES PAYABLE	327	6968			
EMPLOYEE'S BONUSES PAYABLE	328	5659			
OWNER'S BONUSES PAYABLE	329				
PENSION FUND PAYABLE	330	2809			
OTHER PAYABLES	331	22109			
TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		1988264			
LONG TERM DEBT	334				
TOTAL (LINES 29 THRU 33)		1988264			
MORTGAGES PAYABLE-REAL ESTATE	335				
TOTAL LIABILITIES (LINES 34 THRU 37)		2041624			
QUALIFIED L.T.D. \$					
DEALER \$		5,698,591			
(ASSET L42 - LIAB. L34 - QLTD L39 - TOT LFO WD PG. 4, L38)					
STANDARD \$		3,244,000			
PROFIT OR LOSS SUMMARY		NEW UNITS	PROFIT OR LOSS	NET WORTH	ACCT NO
		318	282113	CAPITAL STOCK & ADDL PAID IN CAPITAL	360
		480	161672	RETAINED EARNINGS	370
		461	416170	DIVIDENDS	375
		387	165827	INVESTMENTS	380
		442	401194	DRAWINGS	390
		318	272935		
		164	203643		
		230	344188		
		201	255132		
		180	291331		
		195	182069		
		184	-93027		
		3560			
YEAR-TO-DATE NET PROFIT OR LOSS					
TOTAL NET WORTH (LINES 43 THRU 58)					
TOTAL LIABILITIES AND NET WORTH (LINES 38 & 58)					

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE			MONTH	YEAR-TO-DATE	LINE NO.
NET SALES (PAGE 3 LINE 60)			7042614	95982965	1
GROSS PROFIT (PAGE 3 LINE 61)			10472471487	132806561384	2
VARIABLE	EXPENSES		PLUS	PLUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	1922051045	2029622	570
	DELIVERY EXPENSE	13	5635	55595	14
	POLICY WORK-VEHICLES	15	7966	118970	33
TOTAL VARIABLE (LINES 4 THRU 7)			2058061119	2204187	419
PERSONNEL	SALARIES-OWNERS	20	23000	276000	29
	SALARIES-SUPERVISION	21	135232	1879330	194
	SALARIES-CLERICAL	22	47443	531073	55
	OTHER SALARIES AND WAGES	23	92523	1020357	104
	ABSENTEE COMPENSATION	24	7830	59461	16
	TAXES-PAYROLL	25	40642	544009	157
	EMPLOYEE BENEFITS	27	79124	187659	20
	PENSION FUNDS	29	4041	44106	5
	TOTAL PERSONNEL (LINES 8 THRU 29)		429835	4541995	473
	USED VEHICLE MAINTENANCE EXPENSE	33			18
FIXED OVERHEAD	COMPANY VEHICLE EXPENSE	51	18388	131182	14
	OFFICE SUPPLIES AND EXPENSES	60	12630	103607	11
	OTHER SUPPLIES	61	25322	259068	27
	ADVERTISING	65	86897	1178154	123
	CONTRIBUTIONS	66	314	2738	0
	POLICY WORK-PARTS AND SERVICE	67	7906	65588	7
	OUTSIDE SERVICES-DATA PROCESSING	68	22355	272975	28
	OUTSIDE SERVICES-OTHER	69	33859	381786	40
	TRAVEL AND ENTERTAINMENT	70	747	63182	7
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	2143	38808	4
	LEGAL AND AUDITING EXPENSE	72	14193	127812	13
	TELEPHONE	74	11870	155024	16
	TRAINING EXPENSE	75	13858	130047	14
	INTEREST-NOTES PAYABLE & OTHER	76	18358	448617	47
	MISCELLANEOUS EXPENSE	77	12721	74673	8
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		281361	3433261	358
	RENT	80	66243	777925	81
	AMORTIZATION-LEASEHOLDS	81	3500	43460	5
	REPAIRS-REAL ESTATE	82	1207	105231	11
	DEPRECIATION- BLDGS. & IMPROVEMENTS	83			39
	TAXES-REAL ESTATE	84	5000	49500	5
	INSURANCE- BLDGS. & IMPROVEMENTS	85			41
	INTEREST-MORTGAGES	86			42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 35 THRU 42)		75950	976116	102
	HEAT, LIGHT, POWER, AND WATER	87	10157	138704	14
	INSURANCE-OTHER	88	24357	240571	25
	TAXES-OTHER	89	5168	60116	16
	REPAIRS-EQUIPMENT	90		1652	0
	DEPRECIATION-EQUIPMENT	91	9341	116744	12
	EQUIPMENT RENTAL	92	150	9523	1
TOTAL FIXED (LINES 43 THRU 49)			125123	1543426	161
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			836319	9518682	992
TOTAL EXPENSES (LINES 3 & 51)			10421251480	117228691221	52
OPERATING PROFIT OR LOSS (LINE 52)			3122	1357787	162
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)			-88152	1445462	151
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			-83030	3003249	313
BONUSES-EMPLOYEES					56
BONUSES-OWNERS			10000	120000	13
NET PROFIT OR LOSS BEFORE INCOME TAXES			-93030	2883249	300
INCOME TAXES			-93	2	59
NET PROFIT OR LOSS AFTER INCOME TAXES			-93	2883247	300

PLAINTIFF'S
EXHIBIT
4
1/24/96

DEPARTMENTAL PROFIT

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL DEPARTMENT
		MONTH (PAGE 3, LINE 03)	YEAR-TO-DATE (PAGE 3, LINE 03)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 26)
1	NET SALES	3409823	57772927	2649073	25338139	189684	2043488	2053
2	GROSS PROFIT	290352	4592291	378205	3991430	51693	622955	1229
3	EXPENSES							
4	VEHICLE SALES/REPAIRS - COMPENSATION AND OTHER	82108	1033648	104828	943656	5269	52318	
5	DELIVERY EXPENSE	3888	46074	1747	9521			
6	POLICY WORK-VEHICLES	7278	97711	690	21225			34
7								
8	TOTAL VARIABLE (LINES 4 THRU 6)	93272	1177433	107265	974402	5269	52352	
9	SALARIES-OWNERS					4000	48000	
10	SALARIES-SUPERVISION	47197	684287	42549	562192	12337	165758	1067
11	SALARIES-CLERICAL	13082	143164	12195	133187	1924	19095	1118
12	OTHER SALARIES AND WAGES	12684	137259	14361	135463	53	2808	2287
13	ABSENTEE COMPENSATION		1503		3393		130	442
14	TAXES-PAYROLL	14652	214998	9247	112169	1909	18502	676
15	EMPLOYEE BENEFITS	24514	55754	24893	74945	1543	502	1036
16	PENSION FUND	2160	20891	1267	3615	334	224	172
17	TOTAL PERSONNEL (LINES 9 THRU 16)	114289	1259854	103512	1024964	22100	258015	6683
18	LEASED VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	2828	4751	2353	32242	1464	4037	241
20	OFFICE SUPPLIES AND EXPENSES	3747	34880	3110	23109	208	2835	140
21	OTHER SUPPLIES	7313	85704	8218	48493	300	5024	418
22	ADVERTISING	35594	488109	31901	450464	32	337	833
23	CONTRIBUTIONS	98	837	94	768	4	98	4
24	POLICY WORK-PARTS AND SERVICE							340
25	OUTSIDE SERVICES-DATA PROCESSING	6600	79634	6387	75592	426	2924	314
26	OUTSIDE SERVICES-OTHER	11042	124494	9824	100071	1922	20173	473
27	TRAVEL AND ENTERTAINMENT	185	22213	159	18140	310	2583	3
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	723	12430	551	10054	37	1241	25
29	LEGAL AND AUDITING EXPENSE	4400	38612	4258	36222	284	5887	198
30	TELEPHONE	3272	45853	3618	43529	802	7930	154
31	TRAINING EXPENSE	4237	41299	3723	32583	210	1033	306
32	INTEREST-NOTES PAYABLE AND OTHER	1750	256145	8302	95463	118	4012	82
33	MISCELLANEOUS EXPENSE	3300	23595	2906	15276	291	1051	137
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	85089	1249076	85434	982204	6408	59167	3704
36	RENT	20360	239574	19398	222005	1305	14890	931
37	AMORTIZATION-LEASEHOLDS	1085	13513	1050	12688	70	560	49
38	REPAIRS-REAL ESTATE		28212		31486		874	
39	DEPRECIATION-BLDGS & IMPROVEMENTS							
40	TAXES-REAL ESTATE	1550	15571	1500	14392	100	758	70
41	INSURANCE-BLDGS & IMPROVEMENTS							
42	INTEREST-MORTGAGES							
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	22993	296870	22148	280371	1475	17082	1070
44	HEAT, LIGHT, POWER AND WATER	3149	42657	3047	40070	203	3350	142
45	INSURANCE-OTHER	9910	108450	7466	66436	501	3422	245
46	TAXES-OTHER	687	18999	720	8413	2873	21667	53
47	REPAIRS-EQUIPMENT							
48	DEPRECIATION-EQUIPMENT	1524	21072	3267	40136	233	1864	163
49	EQUIPMENT RENTAL	87	8938	63	243			
50	TOTAL FIXED (LINES 43 THRU 49)	38352	496986	36711	433869	5283	47383	1655
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	237730	3005918	225657	2445039	33793	364567	12042
52	TOTAL EXPENSES (LINES 1-51)	331002	4183351	332922	3419441	39062	416919	12042
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	-40650	408940	65283	571989	12631	206036	251
54	PRORATION OF G & A	6650	79800	5320	63840			266
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-47300	329140	59963	508149	12631	206036	-14
ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE	
56	GOODS DEBTS RECOVERED	902	9685	79248	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	953	13772	144372
57	OTHER INCOME	905	159074	205424	OTHER DEDUCTIONS	955	241139	543655
58							+ 265 006	
59	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59)			136	EDUCTIONS (LINES 57 THRU 59)		-88132	1445462

DEPARTMENT		E-BODY SHOP DEPARTMENT		F-PARTS AND ACCESSORIES DEPARTMENT		Z-GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 53)	YEAR-TO-DATE (PAGE 3, LINE 53)	MONTH (PAGE 3, LINE 63)	YEAR-TO-DATE (PAGE 3, LINE 63)	MONTH (PAGE 3, LINE 73)	LINE NO.
2715603	151777	1978113	436884	4134693				1
1372404	74503	893224	1109549	1608352				2
								3
								4
								5
								6
								7
								8
						19000	228000	9
149190	9598	139083	12874	174820				10
125013	4032	52428	5024	54188				11
247838	7834	53137	34950	440852				12
31505	2176	13724	1188	9208				13
94498	3847	50240	4218	53604				14
14748	8273	14287	11532	24419				15
10428	1249	2881	302	3089				16
675214	34009	1327770	70088	766178	19000	228000		17
								18
10722	1210	3848	8117	85088				19
13438	734	4404	3429	22941				20
58784	2629	29203	2681	33658				21
106549	1327	23413	9510	109282				22
391	25	261	47	383				23
31507	4354	31516	72	2565				24
34808	2352	31862	3442	46133				25
59099	2247	31272	4091	46675				26
4233	20	4834	38	7179				27
4057	147	3791	428	5235				28
18231	1133	13475	2127	15385				29
21824	844	14892	1755	18994				30
34650	839	10418	1780	10066				31
7050	473	5670	6887	80277				32
8219	775	3877	3877	22655				33
								34
419564	19107	216732	48283	506516				35
114138	5223	72230	10239	115088				36
4394	280	4033	525	6274				37
10296	95	14583	1112	17780				38
								39
7162	400	4395	750	7222				40
								41
								42
137990	5997	97239	12628	146364				43
20340	813	12707	1523	19580				44
24178	1401	14134	12627	23953				45
4223	192	2683	1360	4151				46
1568		84						47
20532	934	12140	1750	21000				48
				342				49
208829	9337	138967	18884	213390				50
1303607	62453	683469	137257	1488082	19000	228000		51
1303607	62433	683469	137257	1488082	19000	228000		52
268797	12052	209755	27708	120270				53
31920	1520	18240	2850	34200				54
236877	10532	191515	30558	86070				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		632	8047	BODY SHOP-TRUCKS		35	486	57
MECHANICAL-TRUCKS		180	2661	INTERNAL		956	15044	58
BODY SHOP-CARS		89	1184	WARRANTY PT. AM		596	8128	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						2508	35550	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520	521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541	542	543	544	545	546	547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562	563	564	565	566	567	568	569	570	571	572	573	574	575	576	577	578	579	580	581	582	583	584	585	586	587	588	589	590	591	592	593	594	595	596	597	598	599	600	601	602	603	604	605	606	607	608	609	610	611	612	613	614	615	616	617	618	619	620	621	622	623	624	625	626	627	628	629	630	631	632	633	634	635	636	637	638	639	640	641	642	643	644	645	646	647	648	649	650	651	652	653	654	655	656	657	658	659	660	661	662	663	664	665	666	667	668	669	670	671	672	673	674	675	676	677	678	679	680	681	682	683	684	685	686	687	688	689	690	691	692	693	694	695	696	697	698	699	700	701	702	703	704	705	706	707	708	709	710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729	730	731	732	733	734	735	736	737	738	739	740	741	742	743	744	745	746	747	748	749	750	751	752	753	754	755	756	757	758	759	760	761	762	763	764	765	766	767	768	769	770	771	772	773	774	775	776	777	778	779	780	781	782	783	784	785	786	787	788	789	790	791	792	793	794	795	796	797	798	799	800	801	802	803	804	805	806	807	808	809	810	811	812	813	814	815	816	817	818	819	820	821	822	823	824	825	826	827	828	829	830	831	832	833	834	835	836	837	838	839	840	841	842	843	844	845	846	847	848	849	850	851	852	853	854	855	856	857	858	859	860	861	862	863	864	865	866	867	868	869	870	871	872	873	874	875	876	877	878	879	880	881	882	883	884	885	886	887	888	889	890	891	892	893	894	895	896	897	898	899	900	901	902	903	904	905	906	907	908	909	910	911	912	913	914	915	916	917	918	919	920	921	922	923	924	925	926	927	928	929	930	931	932	933	934	935	936	937	938	939	940	941	942	943	944	945	946	947	948	949	950	951	952	953	954	955	956	957	958	959	960	961	962	963	964	965	966	967	968	969	970	971	972	973	974	975	976	977	978	979	980	981	982	983	984	985	986	987	988	989	990	991	992	993	994	995	996	997	998	999	1000	1001	1002	1003	1004	1005	1006	1007	1008	1009	1010	1011	1012	1013	1014	1015	1016	1017	1018	1019	1020	1021	1022	1023	1024	1025	1026	1027	1028	1029	1030	1031	1032	1033	1034	1035	1036	1037	1038	1039	1040	1041	1042	1043	1044	1045	1046	1047	1048	1049	1050	1051	1052	1053	1054	1055	1056	1057	1058	1059	1060	1061	1062	1063	1064	1065	1066	1067	1068	1069	1070	1071	1072	1073	1074	1075	1076	1077	1078	1079	1080	1081	1082	1083	1084	1085	1086	1087	1088	1089	1090	1091	1092	1093	1094	1095	1096	1097	1098	1099	1100	1101	1102	1103	1104	1105	1106	1107	1108	1109	1110	1111	1112	1113	1114	1115	1116	1117	1118	1119	1120	1121	1122	1123	1124	1125	1126	1127	1128	1129	1130	1131	1132	1133	1134	1135	1136	1137	1138	1139	1140	1141	1142	1143	1144	1145	1146	1147	1148	1149	1150	1151	1152	1153	1154	1155	1156	1157	1158	1159	1160	1161	1162	1163	1164	1165	1166	1167	1168	1169	1170	1171	1172	1173	1174	1175	1176	1177	1178	1179	1180	1181	1182	1183	1184	1185	1186	1187	1188	1189	1190	1191	1192	1193	1194	1195	1196	1197	1198	1199	1200	1201	1202	1203	1204	1205	1206	1207	1208	1209	1210	1211	1212	1213	1214	1215	1216	1217	1218	1219	1220	1221	1222	1223	1224	1225	1226	1227	1228	1229	1230	1231	1232	1233	1234	1235	1236	1237	1238	1239	1240	1241	1242	1243	1244	1245	1246	1247	1248	1249	1250	1251	1252	1253	1254	1255	1256	1257	1258	1259	1260	1261	1262	1263	1264	1265	1266	1267	1268	1269	1270	1271	1272	1273	1274	1275	1276	1277	1278	1279	1280	1281	1282	1283	1284	1285	1286	1287	1288	1289	1290	1291	1292	1293	1294	1295	1296	1297	1298	1299	1300	1301	1302	1303	1304	1305	1306	1307	1308	1309	1310	1311	1312	1313	1314	1315	1316	1317	1318	1319	1320	1321	1322	1323	1324	1325	1326	1327	1328	1329	1330	1331	1332	1333	1334	1335	1336	1337	1338	1339	1340	1341	1342	1343	1344	1345	1346	1347	1348	1349	1350	1351	1352	1353	1354	1355	1356	1357	1358	1359	1360	1361	1362	1363	1364	1365	1366	1367	1368	1369	1370	1371	1372	1373	1374	1375	1376	1377	1378	1379	1380	1381	1382	1383	1384	1385	1386	1387	1388	1389	1390	1391	1392	1393	1394	1395	1396	1397	1398	1399	1400	1401	1402	1403	1404	1405	1406	1407	1408	1409	1410	1411	1412	1413	1414	1415	1416	1417	1418	1419	1420	1421	1422	1423	1424	1425	1426	1427	1428	1429	1430	1431	1432	1433	1434	1435	1436	1437	1438	1439	1440	1441	1442	1443	1444	1445	1446	1447	1448	1449	1450	1451	1452	1453	1454	1455	1456	1457	1458	1459	1460	1461	1462	1463	1464	1465	1466	1467	1468	1469	1470	1471	1472	1473	1474	1475	1476	1477	1478	1479	1480	1481	1482	1483	1484	1485	1486	1487	1488	1489	1490
----------	---------------------	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------

VAR. OPER CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS
USED CARS RETAIL	118	1025961	162106	1374	112	1025961	162106	1374	112
USED CARS RETAIL-RECOND	119								
USED CARS WHOLESALE	120	87	143551	-2175	-25	87	143551	-2175	-25
ADJ-USED CAR INVENTORY	121								
TOTAL USED CARS (LINES 118-121)	122	205	1169512	159931	780	205	1169512	159931	780
USED TRUCKS RETAIL	123	109	1277254	200175	1834	109	1277254	200175	1834
USED TRUCKS RETAIL-RECOND	124								
USED TRUCKS WHOLESALE	125	17	104574	-1124	-66	17	104574	-1124	-66
ADJ-USED TRUCK INVENTORY	126								
TOTAL USED TRUCKS (LINES 123-126)	127	126	1381832	201301	1598	126	1381832	201301	1598
GM PLANS-PROT.	128								
OTHER PROT. PLANS	129	143	131087	55677	389	143	131087	55677	389
TOTAL PROT. PLANS (LINES 128-129)	130		131087	55677	168		131087	55677	168
USED F & I INCOME (PAGE 4, LINE 40)	131		64306	40763	123		64306	40763	123
USED OTHER AUTO	132								
TOTAL USED VEH. (LINES 122-132)	133	331	2746737	457672	1383	331	2746737	457672	1383
TOTAL NEW & USED (LINES 133-134)	134	511	6074906	816007	4533	511	6074906	816007	4533
TOT. VAR. (PAGE 4, LINE 17 & 18)	135		175732	60938	PUS		175732	60938	PUS
TOTAL VARIABLE (LINES 135-136)	136		6250638	876945	4872		6250638	876945	4872
MONTH									
YEAR-TO-DATE									
FIXED OPERATIONS									
CUSTOMER LABOR-CARS	460		45488	30728	6755		438704	298064	6794
CUSTOMER LABOR-TRUCKS	461		20452	13632	6665		194805	129692	6590
WARRANTY CLAIM LABOR	462		24526	17246	7032		339259	238426	7028
INTERNAL LABOR	463		27345	19231	7033		390133	269374	6905
NEW VEHICLE INSPECTION LABOR	464		10103	8432	8346		248584	212264	8539
ADJ-COST OF LABOR SALES	465			-2187				-8779	
SUB TOTAL (LINES 460-465)	466		127914	87082	6808		1613485	1156601	7168
SUBLET REPAIRS	467		6813	1220	1791		65824	9626	1462
P & A CUSTOMER CAR R.O.S	468		44622	12034	2697		456077	114293	2506
P & A CUSTOMER TRUCK R.O.S	469		14142	4583	3241		155560	45277	2911
TOTAL MECHANICAL (LINES 466-469)	470		193491	104919	5422		2290946	1325797	5787
CUSTOMER LABOR-CARS	471		59824	36036	6024		412162	247265	5999
CUSTOMER LABOR-TRUCKS	472		13007	7627	5864		151551	91292	6024
WARRANTY CLAIM LABOR	473		16664	13382	8030		240807	193829	8049
INTERNAL LABOR	474		6293	3849	6116		97793	63831	6527
ADJ-COST OF LABOR SALES	475			-1316				-10737	
SUB TOTAL (LINES 471-475)	476		95788	59578	6220		902313	585480	6489
SUBLET REPAIRS	477		6685	990	1481		41989	7465	1786
P & A CUSTOMER CAR R.O.S	478		67110	11354	1692		412810	68398	1657
P & A CUSTOMER TRUCK R.O.S	479		16935	2102	1241		147993	24205	1636
PAINT & BODY SHOP MATERIALS	480		13426	3418	2546		162865	61939	3803
TOTAL BODY SHOP (LINES 476-480)	481		199944	77442	3873		1667770	747487	4482
TOTAL SERVICE DEPT. (LINES 476-481)	482		393435	182361	4635		3958716	2073284	5237
WARRANTY CLAIMS	483		43267	10258	2371		550873	125733	2282
INTERNAL	484		105235	26480	2516		850702	213731	2512
COUNTER-RETAIL	485		20874	10272	4921		200828	97113	4836
WHOLESALE	486		277203	37635	1358		3593140	514960	1433
STOCK ORDER ALLOWANCE	487			21916				324199	
ADJUSTMENT P & A INVENTORY	488			13681				106495	
TOTAL P & A (LINES 483-488)	489		446579	120242	2693		5195543	1382231	2660
TIRES	490								
GAS, OIL & GREASE	491		4833	910	1883		48931	7460	1525
MISCELLANEOUS	492		5251	2009	3826		31296	5245	1676
TOTAL OTHER (LINES 489-492)	493		10084	2919	2895		80227	12705	1584
TOTAL P & A DEPT. (LINES 489-493)	494		456663	123161	2697		5275770	1394936	2644
TOTAL FIXED (LINES 494-495)	495		850098	305522	3594		9234486	3468220	3756
TOTAL ALL DEPTS. (LINES 495-496)	496		7100736	1182467	1665		82139077	11171476	1360

LEASE

LINE	INCOME	LEASE AND RENTAL OPERATIONS	ACCOUNT	OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE		
				MONTH	PER UNIT	YEAR TO DATE	P.E.U.	MONTH	PER UNIT	YEAR TO DATE
1		INCOME AND SALES	710	17092	285	163150	3138			
2		COST OF SALES	715							
3		INCOME & GROSS PROFIT (LINE 1 MINUS 2)		17092	285	163150	3138			
4		INTEREST	720	2478	41	18228	351			
5		DEPRECIATION	721	12504	208	109468	2105			
6		INSURANCE	722							
7		LICENSE, TITLE & TAXES	723							
8		MAINTENANCE & REPAIRS	724							
9		SERVICE CHARGES	725			1355	24			
10		GASOLINE	726			2877	55			
11		RENT-SUBLET UNITS	727							
12		TOTAL DIRECT COSTS (LINES 4 THRU 11)		14982	250	131928	2537			
13		VARIABLE L & H GROSS PROFIT (LINE 3 MINUS 12)		2110	35	31222	600			
14		INCOME AND SALES	710	145943	486	1293932	4828			
15		COST OF SALES	715							
16		INCOME & GROSS PROFIT (LINE 14 MINUS 15)		145943	486	1293932	4828			
17		INTEREST	730	6407	21	152978	571			
18		DEPRECIATION	731	93405	311	811731	3029			
19		INSURANCE	732							
20		LICENSE, TITLE & TAXES	733			12425	46			
21		MAINTENANCE & REPAIRS	734							
22		SERVICE CHARGES	735			6364	24			
23		GASOLINE	736							
24		RENT-SUBLET UNITS	737			2722	10			
25		TOTAL DIRECT COSTS (LINES 17 THRU 24)		99812	333	986220	3680			
26		VARIABLE L & H GROSS PROFIT (LINE 16 MINUS 25)		46131	154	307712	1148			
27		TOTAL VARIABLE L & H GROSS PROFIT (LINES 13 AND 26)		48241	134	338934	1059			
28		BEGINNING BALANCE	CT	59	290	EFFECTIVE UNITS				EFFECTIVE UNITS
29		ENDING BALANCE	CT	60	300	52	268			
30										
31		FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE		
32				CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33		FINANCE INCOME-NEW	806	101	46470	25008	248	1135	493179	267231
34		INSURANCE COMMISSIONS EARNED-NEW	807	18	6253	6253	347	146	30552	30552
35		REPOSSESSION LOSSES-NEW	853			(-11840)				(-68079)
36		NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			52723	43101			523731	365862
37		FINANCE INCOME-USED	808	126	53912	36532	290	913	378356	263698
38		INSURANCE COMMISSIONS EARNED-USED	809	60	10394	10394	173	234	28718	28718
39		REPOSSESSION LOSSES-USED	854			(6163)				(117530)
40		USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			64306	40763			407074	174886
41		TOTAL F & I INCOME (LINES 36 AND 40)			117029	83864			930805	540748
42										
43				SUPPLEMENTAL INVENTORY ANALYSIS						
44		INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN
45			ACCT	GM	CONTRACT DIVISION	GM-OTHER	OTHER	TOTAL		
46		NEW: DEMOS	230	91				91	1413459	
47		CARS		91				91		
48		TRUCKS								
49		NEW CARS	231	127				127	2073186	1525809
50		NEW TRUCKS	237	202				202	3557518	1260905
51		OTHER AUTO	238							
52		USED:		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT			
53		CARS	240	216	OVER 30 DAYS	69	511144	1208658		
54		TRUCKS	241	216	OVER 60 DAYS	60	778103	2353042		
55				ACCT	GM	OTHER				
56		PARTS AND ACCESSORIES	242					1845007	188566	
57		OTHER INVENTORIES	243					20105		
58								12470975	2975280	

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME CAPITAL LEASES					LINE NO.
P.E.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.I.L.			
			20899	A							12697		169456		1
			20899	B							12697		169456		2
			1151	574											3
			83584	179											4
			45202	260											5
			37921	896											6
			193	97											7
			18014	7007											8
			28851	443							12697		169456		9
															10
			97												11
			836												12
			90												13
			38												14
			1061												15
			-1061												16
			1824	912							12697		169456		17
1			EFFECTIVE UNITS				UNITS SOLD						EFFECTIVE UNITS		18
1			2												19

DEalersHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	8	6	2	1	1	1		19
VEHICLE, SERVICE & PARTS SALESPERSONS	37	32	2	5		5		81
TECHNICIANS				18	13			31
CLERICAL	11	12	1	5	1	1		31
OTHERS	9	10		11	2	19		51
TOTAL (LINES 33 THRU 38)	65	60	5	40	17	26	2	215
TOTAL HIRED Y-T-D	105	94	5	35	11	10		260
TOTAL TERMINATED Y-T-D	94	82	5	32	12	13		238

DEalersHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	103498	103498			
210 OTHER					
220 VEHICLES	1522561	1522561			
220 L & P	288847	206595	63023	9698	9531
220 SERVICE & PARTS	721352	626612	56820	19889	18031
220 OTHER	271252	245659	10498	3094	12001
TOTAL CUSTOMER REC.	2907510	2704925	130341	32681	39563
300 AP DEBIT BAL.					
340 LESS ALLOW FOR DOUBTFUL ACCTS	117549				
NET CUSTOMER REC.	2789961				

INVENTORY AMOUNT

1413459

547377

2296613

1208658

2353042

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	MEMO ITEMS	MONTH	YEAR TO DATE
1656441	568	5019063	816351	CASH SALES SERVICE & PARTS	325964	2818110
20105	214	2727289	37	7% INTEREST FLR. PLAN-NEW	620	256128
9495695	782	7746352	118	EREST-OTHER	18623	162920
				FLR. PLAN NEW PER UNIT	1	23

FINAL 6m

NO.		COMPOSITE GROUP			
1	DEALER NUMBER	141326			
2	DEALER NAME	R. K. CHEVROLET			
3	ADDRESS	2661 VIRGINIA BEACH BLVD.			
4	CITY & STATE	VIRGINIA BEACH, VA			
5	FROM 01 JAN 1994				
6	THRU 30 NOV 1994				
7	ASSETS	AMOUNT			
8	CASH ON HAND	24861			
9	CASH IN BANK	343989			
10	CONTRACTS IN TRANSIT	3177370			
11	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)	2858242			
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)	2619977			
13	DEMONSTRATORS (PAGE 4, LINE 48)	1412746			
14	NEW CARS (PAGE 4, LINE 48)	635285			
15	NEW TRUCKS (PAGE 4, LINE 50)	1955010			
16	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	1192445			
17	USED CARS (PAGE 4, LINE 53)	2158808			
18	USED TRUCKS (PAGE 4, LINE 54)	1565174			
19	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	10107			
20	TIRES	7463			
21	GAS, OIL AND GREASE	635			
22	PAINT AND BODY SHOP MATERIALS	10107			
23	SUBLET REPAIRS	10107			
24	WORK IN PROCESS-LABOR	10107			
25	OTHER	10107			
26	MISCELLANEOUS ASSETS RECEIVED IN TRADE	10107			
27	TOTAL INVENTORIES (LINES 14 THRU 27)	8946718			
28	SECURITIES	340469			
29	FACTORY RECEIVABLES	249390			
30	DUE FROM FINANCE COMPANIES	489134			
31	WARRANTY CLAIMS	72108			
32	INSURANCE COMMISSIONS RECEIVABLE	-2498			
33	PREPAID EXPENSES: TAXES	430697			
34	INSURANCE	12222			
35	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)	16754073			
36	★ DRIVER TRAINING VEHICLES	4972540			
37	★ LEASE AND RENTAL UNITS	369			
38	★ L & R ACCUMULATED DEPRECIATION	1712392			
39	TOTAL CURRENT AND WORKING ASSETS	21726613			
40	ACCOUNT	COST			
41	LAND	1554971			
42	BUILDINGS & IMP	73243			
43	M & B EQUIP.	28048			
44	P & A EQUIP.	303904			
45	FURN. & FIXTURES	106539			
46	COMPANY VEHICLES	1039237			
47	LEASE HOLDS	265888			
48	TOTALS (LINES 40 THRU 47)	3191524			
49	★ MEMO: COMPANY CARS	9 TRUCKS			
50	LIFE INSURANCE-CASH VALUE	40739			
51	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	37267			
52	NOTES & ACCOUNTS RECEIVABLE-OTHER	265888			
53	OTHER INVESTMENTS & MISCELLANEOUS ASSETS	343004			
54	TOTAL OTHER ASSETS (LINES 50 THRU 53)	2362412			
55	TOTAL ASSETS (LINES 42, 53 & 54)	2362547			
56	LIABILITIES	AMOUNT			
57	CASH IN BANK CREDIT BALANCE	232450			
58	ACCOUNTS PAYABLE-TRADE CREDITORS	5306			
59	ACCOUNTS RECEIVABLE CREDIT BALANCE	1054223			
60	CUSTOMER DEPOSITS	429195			
61	WARRANTY CLAIMS ADVANCE	87500			
62	NOTES PAYABLE-NEW VEH. & DEMOS	7576			
63	NOTES PAYABLE-LEASE & RENTAL UNITS	23150			
64	NOTES PAYABLE-OTHER	1500			
65	★ MEMO: DELAYED PAYMENTS-ACCT. 310	4227			
66	INTEREST PAYABLE	26289			
67	SALARIES, WAGES & COMMISSIONS PAYABLE	16661			
68	INSURANCE PAYABLE	5233			
69	PAYROLL TAXES PAYABLE	4659			
70	SALES TAXES PAYABLE	2994			
71	OTHER TAXES PAYABLE	19271			
72	INCOME TAXES PAYABLE	1909774			
73	EMPLOYEE'S BONUSES PAYABLE	1909774			
74	OWNER'S BONUSES PAYABLE	53360			
75	PENSION FUND PAYABLE	1963134			
76	OTHER PAYABLES	1963134			
77	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)	1909774			
78	LONG TERM DEBT	1909774			
79	TOTAL (LINES 29 THRU 33)	1909774			
80	MORTGAGES PAYABLE-REAL ESTATE	53360			
81	TOTAL LIABILITIES (LINES 34 THRU 37)	1963134			
82	QUALIFIED L.T.D. \$	5,604,150			
83	DEALER \$	5,604,150			
84	(ASSET L42 - LIAB. L34 - QLT D L39 - TOT LFO WD PG. 4, L56)	3,244,000			
85	STANDARD \$	3,244,000			
86	PROFIT OR LOSS SUMMARY	NET WORTH			
87	NEW UNITS	CAPITAL STOCK & ADD'L PAID IN CAPITAL			
88	PROFIT OR LOSS	RETAINED EARNINGS			
89	318	282113			
90	480	161672			
91	461	416170			
92	387	165827			
93	442				

TOTAL INCOME AND EXPENSE		MONTH	YEAR-TO-DATE	LINE NO.
NET SALES (PAGE 3 LINE 01)		801270	8894037	1
GROSS PROFIT (PAGE 3 LINE 02)		1061930	12233406	2
VARIABLE	EXPENSES			3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	939	544	4
	DELIVERY EXPENSE	15	15	5
	POLICY WORK-VEHICLES	50	33	6
TOTAL VARIABLE (LINES 4 THRU 6)		195821	1998379	8
PERSONNEL	SALARIES-OWNERS	23000	253000	9
	SALARIES-SUPERVISION	154138	1740098	10
	SALARIES-CLERICAL	50825	483431	11
	OTHER SALARIES AND WAGES	93789	927833	12
	ABSENTEE COMPENSATION	9793	51631	13
	TAXES-PAYROLL	53187	503089	14
	EMPLOYEE BENEFITS	8888	108535	15
	PENSION FUNDS	7480	40064	16
TOTAL PERSONNEL (LINES 9 THRU 16)		398150	4112161	17
FIXED	USED VEHICLE MAINTENANCE EXPENSE			18
	COMPANY VEHICLE EXPENSE	10545	112724	19
	OFFICE SUPPLIES AND EXPENSES	4839	90878	20
	OTHER SUPPLIES	36760	233746	21
	ADVERTISING	89471	1091455	22
	CONTRIBUTIONS	927	2424	23
	POLICY WORK-PARTS AND SERVICE	9493	57683	24
	OUTSIDE SERVICES-DATA PROCESSING	22135	250621	25
	OUTSIDE SERVICES-OTHER	29856	347927	26
	TRAVEL AND ENTERTAINMENT	4353	62433	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	3311	36666	28
	LEGAL AND AUDITING EXPENSE	19596	113618	29
	TELEPHONE	14073	143154	30
	TRAINING EXPENSE	6975	116188	31
	INTEREST-NOTES PAYABLE & OTHER	11210	430260	32
	MISCELLANEOUS EXPENSE	11299	61954	33
TOTAL SEMI-FIXED (LINES 28 THRU 34)		276843	3151901	35
FIXED	RENT	63315	711681	36
	AMORTIZATION-LEASEHOLDS	3500	39760	37
	REPAIRS-REAL ESTATE	3405	104024	38
	DEPRECIATION- BLOGS & IMPROVEMENTS			39
	TAXES-REAL ESTATE	5000	44500	40
	INSURANCE- BLOGS & IMPROVEMENTS			41
	INTEREST-MORTGAGES			42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	75220	900165	43
	HEAT, LIGHT, POWER, AND WATER	9978	128548	44
	INSURANCE-OTHER	27006	216214	45
	TAXES-OTHER	6533	54948	46
	REPAIRS-EQUIPMENT		1852	47
FIXED	DEPRECIATION-EQUIPMENT	9841	107403	48
	EQUIPMENT RENTAL	809	9874	49
TOTAL FIXED (LINES 43 THRU 49)		128887	1418304	50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		803880	8682666	51
TOTAL EXPENSES (LINES 3 & 51)		999701	10680745	52
OPERATING PROFIT OR LOSS (LINE 52)		62229	1552661	53
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 05)		129839	1533612	54
NET PROFIT OR LOSS BEFORE BONUSES AND INCOME TAXES		192068	3086273	55
BONUSES-EMPLOYEES				56
BONUSES-OWNERS		10000	110000	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		182068	2976273	58
INCOME TAXES		-1	-1	59
NET PROFIT OR LOSS AFTER INCOME TAXES		182143	2976274	60

(CONTINUED)

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL
		MONTH (PAGE 3, LINE 6)	YEAR-TO-DATE (PAGES 3, LINE 6)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGES 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGES 3, LINE 10)	MONTH (PAGE 3, LINE 32)
	NET SALES	3435916	54363101	2357096	22687066	206363	1853803	219288
	GROSS PROFIT	310961	4301935	391160	3593224	61046	571262	123663
3	EXPENSES							
4	VEHICLE SALESPERSON - COMPENSATION AND OTHER	78760	951540	97183	838828	7094	47048	
5	DELIVERY EXPENSE	1882	42185	1100	7774			
6	POLICY WORK- VEHICLES	7481	90434	2121	20534		34	
7								
8	TOTAL VARIABLE (LINES 3 THRU 7)	88323	1084159	100404	867138	7094	47082	
9	SALARIES-OWNERS					4000	44000	
10	SALARIES-SUPERVISION	58484	639090	43728	519644	15232	153421	12109
11	SALARIES-CLERICAL	14552	130082	13147	122992	1973	17171	11492
12	OTHER SALARIES AND WAGES	11758	124574	14775	121103	55	3755	24684
13	ABSENTEE COMPENSATION		1503	2946	3393	70	130	2912
14	TAXES-PAYROLL	23344	200344	11732	102923	1480	14592	7813
15	EMPLOYEE BENEFITS	2604	31240	4831	50051	13	2043	88
16	PENSION FUND	2345	18732	383	3348	281	2890	889
17	TOTAL PERSONNEL (LINES 9 THRU 16)	113289	1145567	91541	923454	23104	235914	59987
18	USED VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	1302	7578	1088	29889	467	2574	348
20	OFFICE SUPPLIES AND EXPENSES	1765	31133	958	19999	50	2630	514
21	OTHER SUPPLIES	18487	78391	4381	40475	172	4724	6442
22	ADVERTISING	36327	452512	33722	418563		304	8434
23	CONTRIBUTIONS	287	740	278	674	19	92	130
24	POLICY WORK- PARTS AND SERVICE							3780
25	OUTSIDE SERVICES- DATA PROCESSING	5287	73054	5116	69205	341	2501	2387
26	OUTSIDE SERVICES- OTHER	8559	113454	8179	90248	1002	18251	5446
27	TRAVEL AND ENTERTAINMENT	1185	22028	1028	17981	192	2273	1136
28	MEMBERSHIPS, DUES AND PUBLICATIONS	1347	11707	1303	9503	87	1205	1575
29	LEGAL AND AUDITING EXPENSE	6062	34212	5866	31964	433	5603	2738
30	TELEPHONE	4261	42581	4123	39882	467	7128	1924
31	TRAINING EXPENSE	1631	37062	1604	28360	54	823	2418
32	INTEREST-NOTES PAYABLE AND OTHER	-1733	254396	6570	87161	263	3894	
33	MISCELLANEOUS EXPENSE	3005	20295	2651	12371	177	760	828
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	87772	1163987	76867	896775	3724	52762	38100
36	RENT	19530	219213	18900	202408	1260	13584	8820
37	AMORTIZATION- LEASEHOLDS	1085	12428	1050	11638	70	490	490
38	REPAIRS- REAL ESTATE	955	28212	924	31486	62	874	756
39	DEPRECIATION-BLDGS. & IMPROVEMENTS							
40	TAXES- REAL ESTATE	1550	14021	1500	12892	100	658	700
41	INSURANCE-BLDGS. & IMPROVEMENTS							
42	INTEREST- MORTGAGES							
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	23120	273874	22374	258424	1492	15606	10764
44	HEAT, LIGHT, POWER AND WATER	3093	39508	2993	37023	200	3147	1397
45	INSURANCE- OTHER	10851	98540	8353	58970	400	2921	2801
46	TAXES-OTHER	1360	18312	720	7693	365	18794	336
47	REPAIRS- EQUIPMENT							
48	DEPRECIATION- EQUIPMENT	1524	19548	3267	36869	233	1631	1633
49	EQUIPMENT RENTAL	778	8851	31	181			
50	TOTAL FIXED (LINES 43 THRU 49)	40726	458633	37738	399160	3890	42099	16933
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	241787	2768187	206146	2219389	32718	330775	115020
52	TOTAL EXPENSES (LINES 3 & 51)	330110	3852346	306550	3086327	39812	377857	115020
53	DEPT PROFIT OR LOSS (LINES 2 & THRU 52)	-19149	449589	84610	506697	21234	193405	8643
54	PRORATION OF G & A	6650	73150	5320	58520			2660
55	DEPT PROFIT OR LOSS AFTER PRORATION	-25799	376439	79290	448177	21234	193405	5983
56	ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE
57	BAD DEBTS RECOVERED	902	9108	69547	ADJUSTMENT FOR ACCOUNTS	953	32483	128401
	OTHER INCOME	905	195917	18951	TIONS	955	42703	302516
58								
59								
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59)				DEDUCTIONS (LINES 57 THRU 59)		129839	1533412

[illegible]

LEAS

LINE	LEASE AND RENTAL OPERATIONS	A	C	G	I	OPERATING LEASE INCOME				OPERATING LEASE INCOME			
						NON-MAINTENANCE				MAINTENANCE			
						MONTHLY	PER UNIT	YEAR TO DATE	P.E.R.U.	MONTH	PER UNIT	YEAR TO DATE	
1	INCOME AND SALES					19169	300	182319	3440				
2	COST OF SALES												
3	INCOME					19169	300	182319	3440				
4	INTEREST					2893	47	21221	400				
5	DEPRECIATION					12701	198	122168	2305				
6	INSURANCE												
7	LICENSE, TITLE & TAXES												
8	MAINTENANCE & REPAIRS												
9	SERVICE CHARGES							1355	26				
10	GASOLINE							2877	54				
11	RENT-SUBLET UNITS												
12	TOTAL OPERATING INCOME					15694	245	147621	2785				
13	VARIABLE L & R GROSS PROFIT					3475	54	34698	655				
14	INCOME AND SALES					144703	476	1438636	5309				
15	COST OF SALES												
16	INCOME					144703	476	1438636	5309				
17	INTEREST					32679	107	185657	685				
18	DEPRECIATION					96946	319	908677	3353				
19	INSURANCE												
20	LICENSE, TITLE & TAXES							12425	46				
21	MAINTENANCE & REPAIRS												
22	SERVICE CHARGES							6364	23				
23	GASOLINE												
24	RENT-SUBLET UNITS							2722	10				
25	TOTAL OPERATING INCOME					129625	426	1115845	4118				
26	VARIABLE L & R GROSS PROFIT					15078	50	322791	1191				
27	TOTAL VARIABLE L & R GROSS PROFIT					18553	50	357489	1103				
28	BEGINNING BALANCE	CT				60	300	EFFECTIVE UNITS				EFFECTIVE UNITS	
29	ENDING BALANCE	CT				64	304	53	271				

LINE	FINANCE AND INSURANCE ACTIVITY	A	C	G	I	MONTH				YEAR-TO-DATE			
						CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	FINANCE INCOME-NEW					122	36288	19195	157	1257	529467	286125	
34	INSURANCE COMMISSIONS EARNED-NEW					12	6346	6346	529	158	36898	36898	
35	REPOSESSION LOSSES-NEW							(-13400)				(-31479)	
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)						42634	38941			566365	404802	
37	FINANCE INCOME-USED					102	48020	31383	308	1015	426376	295080	
38	INSURANCE COMMISSIONS EARNED-USED					25	6497	6497	260	259	35215	35215	
39	REPOSESSION LOSSES-USED							(-5570)				(123101)	
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)						54517	32310			461591	207194	
41	TOTAL F & I INCOME (LINES 36 AND 40)						97151	71251			1027956	611996	

LINE	INVENTORIES	A	C	G	I	SUPPLEMENTAL INVENTORY ANALYSIS							
						UNITS				INVENTORY AMOUNT			
						GM CONTRACT DIVISION	GM-OTHER	OTH	TOTAL	BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN		
46	NEW: DEMOS	230				2093		1540	93	1412748			
47	CARS					2098			98				
48	TRUCKS					2098							
49	NEW CARS	231				105		105	105	2161094	1525809		
50	NEW TRUCKS	237				184		184	184	3215915	1260905		
51	OTHER AUTO	238											
52	USED:					TOTAL UNITS	COVERAGE	UNITS	AMOUNT				
53	CARS	240				213	LOAN TO DATE	90	636527	1192445			
54	TRUCKS	241				188	LOAN TO DATE	70	1026908	2158808			
55													
56	PARTS AND ACCESSORIES									1753740	188566		
57	OTHER INVENTORIES									17778			
58										11912526	2975280		

RENTAL AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME					L I N E N O
REF ID	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	
			20899	A							42493		211949		1
			20899	R							42493		211949		2
			1151	576							42493		211949		3
			8358	1179							42493		211949		4
			4520	2260							42493		211949		5
			3792	1896							42493		211949		6
			193	97							42493		211949		7
			18014	2007							42493		211949		8
			2885	1443							42493		211949		9
			97								42493		211949		10
			836								42493		211949		11
			90								42493		211949		12
			38								42493		211949		13
			1061								42493		211949		14
			-1061								42493		211949		15
			1824	912							42493		211949		16
1			EFFECTIVE UNITS				UNITS SOLD				42493		211949		17
1			2								42493		211949		18

DEALERSHIP PERSONNEL COUNT										L I N E N O
PER CONTRACT	POSITION	A	B	C	D	E	F	Z	TOTAL	
228	OWNERS				1		1	2	24	31
234	SUPERVISORS	8	6	2	1	1	1		19	32
	VEHICLE SERVICE & PARTS SALESPERSONS	31	38	2	5		5		81	33
	TECHNICIANS				18	14			32	34
291	CLERICAL	11	12	1	5	1	1		31	35
136	OTHERS	9	11		11	3	20		54	36
	TOTAL (LINES 33 THRU 38)	59	67	5	40	19	27	2	219	37
	TOTAL HIRED Y-T-D	119	106	5	37	13	12		292	38
	TOTAL TERMINATED Y-T-D	98	86	5	32	13	13		247	39

DEALERSHIP CUSTOMER RECEIVABLES										43
CUSTOMER RECEIVABLES		TOTAL	NOT DUE	1-30 DAYS		31-90 DAYS		OVER 90 DAYS		44
210	VEHICLES	92916	92916							45
210	OTHER									46
220	VEHICLES	1354195	1280700		73495					47
220	L & R	303182	207391		73281		14605		7905	48
220	SERVICE & PARTS	744393	690061		38924		7983		27425	49
220	OTHER	214130	191632		14454		5956		2088	50
TOTAL CUSTOMER REC.		2708814	2462700		200154		28544		17418	51
300 AP DEBIT BAL.				(LINES 45 THRU 50)						52
340 LESS ALLOW. FOR DOUBTFUL ACCTS		88839		(LINES 51 & 52 MINUS 53)						53
NET CUSTOMER REC.		2619977								54
				MEMO ITEMS		MONTH		YEAR TO DATE		54
				CASH SALES SERVICE & PARTS		286588		3104698		55
				INTEREST FLR. PLAN NEW		-1733		254395		56
				REST-OTHER		12943		175863		57
				FLR. PLAN NEW PER UNIT		-2		21		58

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	
1565174	813	5442486	802	
17778	236	2988038	30	
8937246	849	8430524	126	

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	UNIT	THIS MONTH				YEAR TO DATE			
			SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD
1	REGULAR	306	1	22493	1524	1524	14	328686	32544	2325
2	UHINA	307	4	73732	4431	1108	28	480188	31364	1420
3	CELE/MC	308	2	42473	5198	2599	17	144209	15028	2147
4	BERETTA	309	5	66887	5226	1045	29	412198	33011	1142
5	CORSICA	310	3	40825	3262	1087	35	505967	43911	1755
6	CANARO	311	14	279338	15673	1120	136	2632583	204929	1502
7	CAVALIER	312	11	141840	11690	1063	237	2886718	258486	1091
8	CORVETTE	313	2	85170	9752	4876	348	1724288	136828	2970
9	PRIZM/NO	314	13	184472	14754	1135	102	1410590	101086	3991
10	G SPECTR	315					120	139583	512424	1242
11	GEO METR	316	14	135122	15057	1076	218	2019644	202854	938
12		317								
13		318								
14		319								
15		320								
16	PEUGEOT	321								
17	CHARADE	322								
18	SUBARU	323	21	394673	21687	1033	201	2940552	194130	986
19		324	4	85639	5225	1306	4	85639	5225	1306
20	TOTAL NEW CARS-RETAIL (LINES 1-19)		94	1552664	113479	1207	1063	15722552	1271484	1194
21	CONTACT DIVISION	325	1	16700	467	467	1186	16913479	713507	602
22	OTHER GM	326								
23	OTHER	327								
24	TOTAL NEW CARS-FLY (LINES 21-23)		1	16700	467	467	1186	16913479	713507	602
25	CONTACT DIVISION	328								
26	OTHER GM	329								
27	OTHER	330								
28	TOTAL NEW CARS (LINES 24-27)		95	1569364	113946	1199	2251	32636031	1984991	882
29										
30	G-VAN	425	5	128520	5078	1016	101	2619841	134207	1329
31	M VANS	426	8	164097	8029	1004	51	3083279	39280	1358
32	LUMINA A	427	5	98304	6257	1251	19	379518	27112	1427
33	TRACKER	428	10	144465	11600	1160	127	1892718	154790	1210
34	S10 P/U	429	36	498478	32943	915	291	3978688	368710	1267
35	S10 BLAZ	430	12	275966	19747	1646	71	1645106	145143	2044
36	SUB/VBLA	431	3	91988	7342	2447	54	1540539	134720	2495
37	LD 1500	432	9	167068	9334	1037	113	2300432	172614	1528
38	LD 25-35	433					3	70083	2574	858
39	TMED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS-RET (LINES 30-41)		88	1568886	100330	1140	830	15544620	1209150	1457
43	CONTACT DIVISION	437	12	183565	24051	2004	294	4662036	388490	1321
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL FLEET (LINES 43-45)		12	183565	24051	2004	294	4662036	388490	1321
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 46-49)		100	1752451	124381	1244	1124	20206656	1597640	1421
51										
52	GM PROT. PLANS	443								
53	OTHER PLANS	444	91	70727	33693	370	773	646008	319992	414
54	TOTAL PROT PLANS (LINES 52 & 53)			70727	33693	777		646008	319992	414
55										
56	NEW F & I INCOME (PAGE 4 LINE 36)			42634	38941	200		366365	404802	120
57										
58	NEW OTH. AUTO	445		740				308041	5490	-2
59										
60	TOTAL NEW VEHICLE (LINES 28-58)		195	3435216	31148		3375	54363101	4301935	1275

VAR. OPER CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS
USED CARS RETAIL	1	100	854008	141956	1420	1212	7487900	1560300	1287
USED CARS RETAIL-RECOND.	2								
USED CARS WHOLESALE	3	70	95395	-1750	-25	921	1405986	14715	19
ADJ-USED CAR INVENTORY	4								
TOTAL USED CARS (LINES 1 THRU 4)	5	170	949403	140206	825	1973	10873086	1545585	783
USED TRUCKS RETAIL	6	97	1113887	156454	1613	830	39398204	1310266	1579
USED TRUCKS RETAIL-RECOND.	7							2520	3
USED TRUCKS WHOLESALE	8	23	96098	-575	-25	202	841844	645	3
ADJ-USED TRUCK INVENTORY	9							4000	
TOTAL USED TRUCKS (LINES 6 THRU 9)	10	120	1209985	155879	1299	1032	10239348	1312391	1272
GM PLANS-PROT.	11								
OTHER PROT. PLANS	12	143	142555	62129	434	120	1108008	524216	468
TOTAL PROT. PLANS (LINES 11 & 12)	13		142555	62129	214		1108008	524216	174
USED P & I (PAGE 4 LINE 40)	14		54517	32310	111		481591	207194	69
USED OTHER AUTO	15		636	636	2		2053	3838	15
TOTAL USED VEH (LINES 13, 14 & 15)	16	290	2357096	391160	1349	3005	22687066	3393224	1196
TOTAL NEW & USED (LINES 60 & 16)	17	485	5793012	702121	13601	6380	77050167	78951592	2339
TOT. VAR- (PAGE 4 LINE 1 & 17)	18		206365	61046	PNUS		1853803	571262	PNUS
TOTAL VARIABLE (LINES 17 & 18)	19		5999377	763167	13414		78903970	8466421	2509
		MONTH				YEAR-TO-DATE			
FIXED OPERATIONS		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES	
CUSTOMER LABOR-CARS	20	48759	32394	6.64		487463	330458	6.77	22
CUSTOMER LABOR-TRUCKS	21	21336	14195	6.65		218141	143887	6.59	23
WARRANTY CLAIM LABOR	22	24084	16966	7.04		363343	255392	7.02	24
INTERNAL LABOR	23	35453	25525	7.20		425586	294900	6.92	25
NEW VEHICLE INSPECTION LABOR	24	16345	13637	8.24		265128	225903	8.52	26
ADJ-COST OF LABOR SALES	25		-377				8402		27
SUB TOTAL (LINES 22 THRU 27)	26	146177	102340	7.00		1759661	1258942	7.15	28
SUBLET REPAIRS	27	6270	1171	18.68		72094	10797	14.98	29
P & A CUSTOMER CAR R.O.'S	28	48713	14439	2.96		504789	128732	2.55	30
P & A CUSTOMER TRUCK R.O.'S	29	18120	5713	3.15		173688	50990	2.93	31
TOTAL MECHANICAL (LINES 28 THRU 31)	30	217288	123663	5.63		2510232	1449461	5.77	32
CUSTOMER LABOR-CARS	31	44522	27496	6.17		456684	274762	6.01	33
CUSTOMER LABOR-TRUCKS	32	11112	6660	5.99		162663	97952	6.02	34
WARRANTY CLAIM LABOR	33	27281	21875	8.01		268088	215703	8.04	35
INTERNAL LABOR	34	7576	4612	6.08		105369	68443	6.49	36
ADJ-COST OF LABOR SALES	35		-1099				-11836		37
SUB TOTAL (LINES 32 THRU 37)	36	90491	59544	6.58		992804	645024	6.49	38
SUBLET REPAIRS	37	8791	1584	18.02		50580	9049	1.78	39
P & A CUSTOMER CAR R.O.'S	38	37111	5134	1.38		449921	73532	1.63	40
P & A CUSTOMER TRUCK R.O.'S	39	7716	1136	1.47		155709	25341	1.62	41
PAINT & BODY SHOP MATERIALS	40	14451	3835	2.65		177324	65774	3.70	42
TOTAL BODY SHOP (LINES 38 THRU 42)	41	158567	71233	4.49		1826338	818720	4.48	43
TOTAL SERVICE DEPT. (LINES 32 & 43)	42	377855	194896	5.18		4336570	2268181	5.23	44
WARRANTY CLAIMS	43	47455	9205	1.94		598328	134938	2.25	45
INTERNAL	44	11633	2021	1.47		932835	233942	2.50	46
COUNTER-RETAIL	45	23148	10671	4.61		223975	107784	4.81	47
WHOLESALE	46	260217	35951	1.38		3853357	550911	1.43	48
	47								49
STOCK ORDER ALLOWANCE	48		10257				334456		51
ADJUSTMENT P & A INVENTORY	49		13823				120319		52
TOTAL P & A (LINES 45 THRU 52)	50	412453	100118	2.42		5607995	1482350	2.64	53
TIRES	51								54
GAS, OIL & GREASE	52	5542	834	1.50		54473	8294	1.52	55
MISCELLANEOUS	53	6043	2915	4.82		37339	8160	2.18	56
TOTAL OTHER (LINES 54 THRU 56)	54	11185	3749	3.26		91812	16454	1.72	57
TOTAL P & A DEPT. (LINES 51 & 57)	55	424038	103867	2.49		5699807	1498804	2.63	58
TOTAL FIXED (LINES 44 & 58)	56	801893	298763	3.72		10036377	3766985	3.75	59
TOTAL ALL DEPTS. (LINES 19 & 59)	60	6801270	1061930	1.56		88940347	12233406	1.37	60

OPERATING REPORT

FINAL 67 FINANCIALS

1	DEALER NUMBER	141326	DEALER NAME	R. K. CHEVROLET
2	FROM	01 JAN 1994	ADDRESS	2661 VIRGINIA BEACH BLVD.
3	THRU	31 OCT 1994	CITY & STATE	VIRGINIA BEACH, VA

ASSETS		ACCT NO.	AMOUNT	LIABILITIES		ACCT NO.	AMOUNT
7	CASH ON HAND	201	22498	7	CASH IN BANK CREDIT BALANCE	202	
8	CASH IN BANK	202	381918	8	ACCOUNTS PAYABLE-TRADE CREDITORS	300	268978
9	CONTRACTS IN TRANSIT	203	3045234	9	ACCOUNTS RECEIVABLE CREDIT BALANCE	220	
10	TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)		2685814	10	CUSTOMER DEPOSITS	220	
11				11	WARRANTY CLAIMS ADVANCE	305	53063
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)	204	2789961	12	NOTES PAYABLE-NEW VEH. & DEMOS	310	1073079
13				13	NOTES PAYABLE-LEASE & RENTAL UNITS	312	403628
14	DEMONSTRATORS (PAGE 4, LINE 49)	230	1413459	14	NOTES PAYABLE-OTHER	314	564018
15	NEW CARS (PAGE 4, LINE 49)	231	547379	15	★ MEMO: DELAYED PAYMENTS-ACCT. 310		
16	NEW TRUCKS (PAGE 4, LINE 50)	232	2296613	16			
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	233		17	INTEREST PAYABLE	320	73313
18	USED CARS (PAGE 4, LINE 52)	240	1208658	18	SALARIES, WAGES & COMMISSIONS PAYABLE	321	316787
19	USED TRUCKS (PAGE 4, LINE 54)	241	2353042	19	INSURANCE PAYABLE	322	15007
20	PARTS AND ACCESSORIES (PAGE 4, LINE 55)	242	1658441	20	PAYROLL TAXES PAYABLE	323	3318
21	TIRES	243		21	SALES TAXES PAYABLE	324	254635
22	GAS, OIL AND GREASE	244		22	OTHER TAXES PAYABLE	325	112884
23	PAINT AND BODY SHOP MATERIALS	245	9819	23	INCOME TAXES PAYABLE	327	52335
24	SUBLET REPAIRS	246	1640	24	EMPLOYEE'S BONUSES PAYABLE	328	36598
25	WORK IN PROCESS-LABOR	247	9503	25	OWNERS BONUSES PAYABLE	329	
26	OTHER	252		26	PENSION FUND PAYABLE	330	46620
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	10285	27	OTHER PAYABLES	331	227409
28	TOTAL INVENTORIES (LINES 14 THRU 27)		9506837	28			
29				29	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		19108182
30	SECURITIES	260	279714	30			
31	FACTORY RECEIVABLES	261	197833	31			
32	DUE FROM FINANCE COMPANIES	262	464985	32	LONG TERM DEBT	334	
33	WARRANTY CLAIMS	263	81542	33			
34	INSURANCE COMMISSIONS RECEIVABLE	264	14647	34	TOTAL (LINES 29 THRU 33)		19108182
35	PREPAID EXPENSES: TAXES	270	430697	35			
36	INSURANCE	271	32422	36	MORTGAGES PAYABLE-REAL ESTATE	335	533600
37	OTHER	274	198606	37			
38	TOTAL CURRENT ASSETS (LINES 10 12 28 THRU 37)		16683058	38	TOTAL LIABILITIES (LINES 34 THRU 37)		19641782
39	★ DRIVER TRAINING VEHICLES	275		39	QUALIFIED LT.D. \$		
40	★ LEASE AND RENTAL UNITS	277	4868086	40	DEALER \$		5,418,242
41	★ L & R ACCUMULATED DEPRECIATION \$		1683471	41	(ASSET L42 - L48 - L34 - CLTD L39 - TOT LFD WD PG. 4, L54)		
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 40 41)		21551144	42	STANDARD \$		3,244,000

ACCOUNT		COST	ACCUMULATED DEPRECIATION	NET	PROFIT OR LOSS SUMMARY		NET WORTH	ACCT NO.
44	LAND				44	NEW UNITS	CAPITAL STOCK & ADD'L PAID IN CAPITAL	360
45	BLDGS & IMP.				45	PROFIT OR LOSS	RETAINED EARNINGS	370
46	M & B EQUIP.	25014	242728	80243	46		DIVIDENDS	375
47	P & A EQUIP.	25014	242728	28548	47		INVESTMENTS	380
48	FURN. & FIXTURES	25014	242728	310071	48		DRAWINGS	390
49	COMPANY VEHICLES	25014	242728	107471	49			
50	LEASE HOLDS	25014	242728	1026172	50			
51					51			
52					52			
53	TOTALS (LINES 44 THRU 52)	3173891	1621386	1552505	53			
54	★ MEMO: COMPANY VEHICLES CARS TRUCKS				54			
55	LIFE INSURANCE-CASH VALUE	291	40739		55	YEAR-TO-DATE NET PROFIT OR LOSS		399
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293			56			
57	NOTES & ACCOUNTS RECEIVABLE-OTHER	294	43568		57			
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS	296	265888		58			
59	TOTAL OTHER ASSETS (LINES 55 THRU 58)		350197		59			
60	TOTAL ASSETS (LINES 42, 53 & 59)		2345384	150	60			

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	YEAR TO DATE	LINE NO.
NET SALES (PAGE 1 LINE 02)		7100736	182139077	1
GROSS PROFIT (PAGE 1 LINE 03)		11824671665	111714761360	2
VARIABLE	EXPENSES			3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	198784104	1454880520	4
	DELIVERY EXPENSE	286116	1392815	5
	POLICY WORK-VEHICLES	837747	10120332	6
	TOTAL VARIABLE (LINES 4 THRU 7)	210022167	1802561567	8
	SALARIES-OWNERS	23000332	23000028	9
	SALARIES-SUPERVISION	177294250	1589760124	10
	SALARIES-CLERICAL	4610465	43275453	11
	OTHER SALARIES AND WAGES	73357103	834046102	12
	ABSENTEE COMPENSATION	27244	4183745	13
PERSONNEL	TAXES-PAYROLL	4189759	45018255	14
	EMPLOYEE BENEFITS	893213	9964812	15
	PENSION FUNDS	327445	3558424	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	376582530	3714011452	17
	USED VEHICLE MAINTENANCE EXPENSE			18
	COMPANY VEHICLE EXPENSE	860312	10224712	19
	OFFICE SUPPLIES AND EXPENSES	699310	8613910	20
	OTHER SUPPLIES	3460649	19698824	21
	ADVERTISING	101346143	1001984122	22
	CONTRIBUTIONS	60011	149970	23
FIXED	POLICY WORK-PARTS AND SERVICE	818512	4819016	24
	OUTSIDE SERVICES-DATA PROCESSING	1961928	22848528	25
	OUTSIDE SERVICES-OTHER	3166445	31807239	26
	TRAVEL AND ENTERTAINMENT	50717	580807	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	30154	313544	28
	LEGAL AND AUDITING EXPENSE	1165816	9402011	29
	TELEPHONE	1311318	12908016	30
	TRAINING EXPENSE	1370419	10921413	31
	INTEREST-NOTES PAYABLE & OTHER	1924327	41905051	32
	MISCELLANEOUS EXPENSE	2099330	506556	33
OVERHEAD	TOTAL SEMI-FIXED (LINES 18 THRU 34)	298413420	2875057350	35
	RENT	6331589	64836679	36
	AMORTIZATION-LEASEHOLDS	35005	364604	37
	REPAIRS-REAL ESTATE	52607	10061912	38
	DEPRECIATION- BLDG. & IMPROVEMENTS			39
	TAXES-REAL ESTATE	50007	395005	40
	INSURANCE- BLDG. & IMPROVEMENTS			41
	INTEREST-MORTGAGES			42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	77075109	824945100	43
	HEAT, LIGHT, POWER, AND WATER	1056515	11857114	44
D	INSURANCE-OTHER	2817840	18920823	45
	TAXES-OTHER	536418	4841516	46
	REPAIRS-EQUIPMENT		165210	47
	DEPRECIATION-EQUIPMENT	934113	9806212	48
	EQUIPMENT RENTAL	116812	856511	49
	TOTAL FIXED (LINES 43 THRU 49)	131691185	1289418157	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	8066861136	7878486959	51
	TOTAL EXPENSES (LINES 4 & 51)	10167081432	96810471179	52
	OPERATING PROFIT OR LOSS (LINE 52)	165759233	1490429181	53
	NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 00)	135570191	1403774171	54
	NET PROFIT OR LOSS BEFORE BONUSES AND INCOME TAXES	301329424	2894203352	55
	BONUSES-EMPLOYEES			56
	BONUSES-OWNERS	1000014	10000012	57
	NET PROFIT OR LOSS BEFORE INCOME TAXES	291329424	2794203340	58
	INCOME TAXES	151	-2	59
	NET PROFIT OR LOSS AFTER INCOME TAXES	291329424	2794203340	60

(Amount)

DEPARTMENTAL PROFITABILITY

LINE NO.	A - NEW VEHICLE DEPARTMENT (PAGE 3, LINE 69)		B - USED VEHICLE DEPARTMENT (PAGE 3, LINE 16)		C - LEASE AND RENTAL DEPARTMENT (PAGE 3, LINE 16)		D - MECHANIC DEPARTMENT (PAGE 3, LINE 32)		
	MONTH (PAGE 3, LINE 69)	YEAR-TO-DATE (PAGE 3, LINE 69)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)	
1	NET SALES		3328169	30927185	2746737	20329969	175732	1647437	193491
2	GROSS PROFIT		358335	3990974	457672	3202068	60938	510214	104919
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER		181027	872780	110614	741646	7143	39954	
5	DELIVERY EXPENSE		1297	40304	1564	8674			
6	POLICY WORK - VEHICLES		6728	82754	1649	18415			34
7									
8	TOTAL SALARIES (LINES 9-16)		89052	995838	113827	766735	7143	39988	
9	SALARIES-OWNERS						4000	40000	
10	SALARIES-SUPERVISOR		56673	580406	65979	475916	12950	138189	13907
11	SALARIES-CLERICAL		12388	115530	11957	109846	1740	15198	11190
12	OTHER SALARIES AND WAGES		13275	112817	11638	106328	57	3700	12198
13	ABSENTEE COMPENSATION		600	1503		446		60	1373
14	TAXES-PAYROLL		14242	177000	13151	91191	1106	15112	5857
15	EMPLOYEE BENEFITS		3077	28636	3440	45221	2	2058	356
16	PENSION FUND		1415	16386	303	2965	291	2610	726
17	TOTAL PERSONNEL (LINES 8-16)		101670	1032278	106468	831913	20146	212811	45607
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE		1405	8880	1849	28801	185	2106	384
20	OFFICE SUPPLIES AND EXPENSES		1428	29368	1230	19041	69	2580	700
21	OTHER SUPPLIES		13683	59904	4714	36094	203	4553	8672
22	ADVERTISING		46935	416185	36449	384841		304	8410
23	CONTRIBUTIONS		198	453	168	397	12	73	84
24	POLICY WORK - PARTS AND SERVICE								4818
25	OUTSIDE SERVICES - DATA PROCESSING		5858	67767	5669	64089	378	2159	2813
26	OUTSIDE SERVICES - OTHER		8307	104895	8529	82069	3083	17249	4852
27	TRAVEL AND ENTERTAINMENT		1211	20843	964	16953	274	2081	986
28	MEMBERSHIPS, DUES, AND PUBLICATIONS		835	10360	785	8200	322	1118	437
29	LEGAL AND AUDITING EXPENSE		3218	28150	2985	26097	1692	5170	1424
30	TELEPHONE		3712	38320	3742	35758	872	6661	1738
31	TRAINING EXPENSE		4773	35431	4359	27256	313	769	2811
32	INTEREST-NOTES PAYABLE AND OTHER		620	256129	9521	80591	179	3631	1251
33	MISCELLANEOUS EXPENSE		6213	17290	5270	9720	361	583	2704
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)		95586	1076215	86234	819907	7943	49037	42084
36	RENT		20888	199683	17735	183508	1266	12324	8864
37	AMORTIZATION-LEASEHOLDS		1085	11343	1050	10588	70	420	490
38	REPAIRS-REAL ESTATE		1631	27257	1578	30562	105	812	736
39	DEPRECIATION-BLDGS. & IMPROVEMENTS								
40	TAXES-REAL ESTATE		1550	12471	1500	11392	100	558	700
41	INSURANCE-BLDGS. & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36-42)		25154	250754	21863	236050	1541	14114	10790
44	HEAT, LIGHT, POWER AND WATER		3275	36415	3170	34030	211	2948	1479
45	INSURANCE-OTHER		10880	87689	8575	50618	824	2521	2989
46	TAXES-OTHER		1194	16952	715	6973	3573	15229	334
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT		1524	18024	3267	33602	233	1398	1633
49	EQUIPMENT RENTAL		1045	8074	63	149			
50	TOTAL FIXED (LINES 43 THRU 49)		42072	417908	37653	361422	6382	36210	17225
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		239328	2526401	230355	2013242	34471	298058	104916
52	TOTAL EXPENSES (LINES 3-51)		328380	3522239	344182	2779977	41614	338046	104916
53	DEPT. PROFIT OR LOSS (LINE 52 MINUS 52)		29955	468735	113490	422091	19324	172168	3
54	PRORATION OF G & A		6650	66500	5320	53200			2660
55	DEPT. PROFIT OR LOSS AFTER PRORATION		23305	402235	108170	368891	19324	172168	-2657
56	ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE	
57	BAD DEBTS RECOVERED		902	3858	60455	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	953	10006	96117
58	OTHER INCOME		905	176840	169927	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	955	35122	259813
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59)					DEDUCTIONS (LINES 57 THRU 59)		135570	1403774

AL DEPARTMENT		E BODY SHOP DEPARTMENT		F PARTS AND ACCESSORIES DEPARTMENT		G GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 33)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 43)	
2290946	199944	1667770	456663	5275770				1
1325797	77442	747487	123161	1394936				2
								3
								4
								5
								6
								7
								8
				19000		190000		9
126403	12524	119284	15261	149762				10
102334	3963	44188	4866	45658				11
200512	2492	639743	33697	370946				12
24127		9282	751	6419				13
79914	3629	42029	3912	44934				14
6289	617	7429	1440	14131				15
8807	270	2323	269	2493				16
548386	23495	264278	60196	634345	19000	190000		17
								18
7956	456	2171	7134	70093				19
11521	312	5460	3254	18169				20
46159	1504	25079	5830	25199				21
89783	1690	20141	7862	90730				22
218	48	161	90	197				23
24247	2833	21726	534	2217				24
31273	1907	27386	2994	35811				25
48920	2027	26725	4866	38214				26
7061	1194	4505	442	6637				27
4225	255	3296	381	4155				28
13506	1043	10775	1296	10322				29
18350	990	14948	2059	15043				30
29163	371	9283	1077	7312				31
6222	1007	5197	6665	67280				32
5819	1420	1747	5025	15496				33
								34
344423	17057	178600	49509	406875				35
95799	5065	61968	9497	95084				36
5414	280	3471	525	5224				37
9540	421	16242	789	16206				38
								39
5762	400	3595	750	5722				40
								41
								42
116515	6166	85276	11561	122236				43
17521	845	11097	1585	16560				44
18923	1708	11132	3202	18325				45
3551	191	2279	357	3431				46
1568		84						47
17266	934	10272	1750	17500				48
			60	342				49
175344	9844	120140	18515	178394				50
1068153	50396	563018	128220	1219614	19000	190000		51
1068153	50396	563018	128220	1219614	19000	190000		52
257644	27046	184469	-5059	175322				53
26600	1520	15200	2850	28500				54
231044	25526	169269	-7909	146822				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		637	6439	BODY SHOP-TRUCKS		27	396	57
MECHANICAL-TRUCKS		217	217			879	12978	58
BODY SHOP-CARS		113	99			590	6939	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						2463	29922	60

(CONTINUED)

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	C	1 MONTH				YEAR TO DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400	21903	1365	1365	15	348583	3908	2261	
2	LUMINA	401	32832	2574	1287	30	513021	3985	1131	
3	CELE/MC	402	39099	2742	1371	9	1083308	17268	1974	
4	BERETTA	403	13067	1531	1531	30	123265	13464	1155	
5	CORSICA	404	32388	3135	1568	37	548358	47047	1272	
6	CAMARO	405	202648	18101	1444	147	2855215	223030	1517	
7	CAVALIER	406	135799	10752	1075	247	3018510	26923	1090	
8	CORVETTE	407	143354	10021	12505	50	1867624	14464	2933	
9	PRIZM/NO	408	11778	1556	1556	103	1123368	102642	997	
10	G SPECTR	409				10	1139333	12424	1242	
11	GEO METR	410	255039	23514	1022	239	274683	228168	948	
12		411								
13		412								
14		413								
15		414								
16	PEUGEOT	415								
17	HARADE	416								
18	SUBARU	417	227736	18377	1531	213	3168289	212507	998	
19		418	191177	14963	1870	17	274816	20188	1682	
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)		77	1306820	108631	1411	1142	17029375	1380115	1209
21	CONTACT DIVISION	419	15	269616	12084	804	1201	17183095	725591	604
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)		15	269616	12084	804	1201	17183095	725591	604
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		92	1576436	120715	1312	2343	34212470	2105704	829
29										
30	G-VAN	425	228020	10686	1187	110	2847862	144894	1317	
31	M VANS	426	98512	4602	1320	54	1181790	75882	1355	
32	LUMINA A	427	19958	2334	2334	20	399476	29446	1472	
33	TRACKER	428	168138	14234	1294	138	2095252	169026	1225	
34	S10 P/U	429	370502	27705	1064	317	4349189	394415	1251	
35	S10 BLAZ	430	406748	23853	1325	89	2051852	168998	1899	
36	SUB/V8/LA	431	207047	15122	2160	61	1747603	149843	2450	
37	LD 1500	432	86516	4024	1205	118	2386948	178636	1517	
38	LD 25-35	433					70083	2574	858	
39	MED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30 THRU 41)		82	1585439	106562	1300	912	17130057	1315714	1442
43	CONTACT DIVISION	437	166493	18045	1805	304	4828529	406535	1337	
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL NEW TRUCKS (LINES 43 THRU 45)		10	166493	18045	1805	304	4828529	406535	1337
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)		92	1751932	124607	1354	1216	21953586	1722249	1416
51										
52	GM PROT. PLANS	443								
53	OTHER PLANS	444	59	50193	22878	388	832	696201	342870	412
54	TOTAL PROT. PLANS (LINES 52 & 53)			50193	22878	388		696201	342870	412
55										
56	NEW F&I (PAGE 3 LINE 36)			29997	22132	120		596364	426956	120
57										
58	NEW OTH. AUTO	445		1265				309306	-5490	-2
59										
60	TOTAL NEW VEHICLE (LINES 28 & 58 THRU 59)		184	3409823	290154		3359	57772927	4592291	1290

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	345	122	1045880	144859	1187	1334	10513780	1705159	1278	1
USED CARS RETAIL-RECOND	347									2
USED CARS WHOLESALE	348	70	1159968	-1750	-21	831	1565954	-16465	-20	3
ADJ-USED CAR INVENTORY	349									4
TOTAL (LINES 1 USED CARS (THRU 1))		192	1205848	143109	745	2165	12079734	1688694	780	5
USED TRUCKS RETAIL	350	93	1159308	160943	1694	925	10557512	1471209	1590	6
USED TRUCKS RETAIL-RECOND	351			-2528	27			-5049		7
USED TRUCKS WHOLESALE	352	23	102784	-8220	-357	225	944130	-7574	-34	8
ADJ-USED TRUCK INVENTORY	353							4000		9
TOTAL USED (LINES 2 TRUCKS (THRU 2))		116	1262024	130195	1273	1150	11501642	1462584	1273	10
GM PLANS-PROT.	354		632	51	51		632	51	51	11
OTHER PLANS-PROT.	355	135	114722	63453	460	125	1222730	587665	425	12
TOTAL PROT. PLANS (LINES 11 & 12)			115354	63504	205		1223362	587720	177	13
USED P & I (PAGE 4, INCOME (LINE 40))			65777	41397	134		527368	248692	75	14
USED OTHER AUTO	356						4033	145838	24	15
TOTAL (LINES 9, 10, USED VEH. 13, 14 & 15)		310	2649073	398205	1285	3315	25336139	3991430	1204	16
TOTAL NEW & USED (LINES 16 & 17)		494	6058896	688547	3742	6874	83109066	8583721	2412	17
TOT. VAR- ABLE & R-USED (PAGE 4, INCOME (LINE 40))			189684	51693	PNUS		2043488	1622955	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			6248580	740250	4022		85152554	9206674	2587	19
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	48400	33010	6792		536063	1363488	6780		22
CUSTOMER LABOR- TRUCKS	461	18442	12123	6574		236582	156010	6594		23
WARRANTY CLAIM LABOR	462	25178	16664	6618		388522	272056	7002		24
INTERNAL LABOR	463	29956	21043	7025		457542	315943	6938		25
NEW VEHICLE INSPECTION LABOR	464	15443	12987	8410		280571	238890	8514		26
ADJ-COST OF LABOR SALES	665		7588				15990			27
SUB TOTAL (LINES 22 THRU 27)		137312	103415	7515		1897280	1362357	7181		28
SUBLET REPAIRS	466	5213	737	1414		77207	11534	1492		29
P & A CUSTOMER CAR R.O'S	467	49269	14528	2949		534059	143260	2586		30
P & A CUSTOMER TRUCK R.O'S	468	13270	4263	3213		186959	55253	2955		31
TOTAL MECHANICAL (LINES 28 THRU 31)		205371	122943	5986		2715605	1572404	5790		32
CUSTOMER LABOR- CARS	470	34647	21234	6129		491330	295995	6024		33
CUSTOMER LABOR- TRUCKS	471	26751	16038	5995		189414	113990	6018		34
WARRANTY CLAIM LABOR	472	17370	13984	8048		285463	229687	8048		35
INTERNAL LABOR	473	6962	4513	6485		112331	72958	6495		36
ADJ-COST OF LABOR SALES	675		4981				-6855			37
SUB TOTAL (LINES 33 THRU 37)		85736	60753	7086		1078538	705775	6544		38
SUBLET REPAIRS	476	3984	928	2329		54564	9977	1828		39
P & A CUSTOMER CAR R.O'S	477	32418	4263	1316		482339	77797	1613		40
P & A CUSTOMER TRUCK R.O'S	478	16008	2718	1698		171717	28059	1634		41
PAINT & BODY SHOP MATERIALS	479	13631	5842	4286		190955	71614	3750		42
TOTAL BODY SHOP (LINES 38 THRU 42)		131777	74503	4909		1978113	893224	4516		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		357148	197448	5528		4694718	2465628	5253		44
WARRANTY CLAIMS	480	51724	12272	2373		650052	147210	2265		45
INTERNAL	481	83657	20651	2469		1015992	254592	2506		46
COUNTER-RETAIL	482	18101	8510	4701		242076	116294	4804		47
WHOLESALE	483	274793	34052	1239		4128150	584963	1417		48
										49
										50
STOCK ORDER ALLOWANCE	687		22474				334930			51
ADJUSTMENT P & A INVENTORY	688		10500				130819			52
TOTAL P & A (LINES 45 THRU 52)		428273	108439	2532		6036270	1390808	2635		53
TIRES	490									54
GAS OIL & GREASE	491	4780	775	1621		59253	9069	1531		55
MISCELLANEOUS	492	3831	313	822		41170	8475	2059		56
TOTAL OTHER (LINES 54 THRU 56)		8611	1090	1264		100423	17544	1747		57
TOTAL P & A DEPT. (LINES 53 & 57)		436884	109549	2507		6136693	1608353	2621		58
TOTAL FIXED (LINES 44 & 58)		794034	306997	3861		10830411	4073980	3762		59
TOTAL ALL DEPTS. (LINES 19 & 59)		7042614	1047247	1487		95982965	13280654	1384		60

[illegible]

PAGE 4

CUSTOMER RECEIVABLES					
	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	208671	20361			
210 OTHER					
220 VEHICLES	1427321	1395496			
220 L & R	1308126	195039			
220 SERVICE & PARTS	121537	774332			
220 OTHER	214539	182565			
TOTAL CUSTOMER REC.	2871884	2677793	145009	47499	121583
300 AP DEBIT BAL.			(LINES 45 THRU 50)		
340 LESS ALLOW. FOR DOUBTFUL ACCTS.	195702		(LINES 51 & 52 MINUS 53)		
NET CUSTOMER REC.	2796182				

	Y-T-D	UNITS SOLD	SALES	CROSS PROFIT	MEMO ITEMS	MONTH	YEAR TO DATE
1524787	ACTION CAR	739	26046243	984837	CASH SALES SERVICE & PARTS		
24093	ACTION TRUCKS	276	3259919	420751	7% INTEREST F.I.R. PLAN NEW		
7033446	TOTAL ACTION	1015	9804642	140	7% INTEREST-OTHER		
					F.I.R. PLAN NEW PER UNIT		

OPERATING REPORT

LINE NO.	CONTACT	CONTACT ADDRESS	OTHER B.M.	TOTAL O.M.	COMPOSITE GROUP
1	DEALER NUMBER	141326	DEALER NAME	R. K. CHEVROLET	
2	FROM	01 JAN 1994	ADDRESS	2661 VIRGINIA BEACH BLVD.	
3	THRU	30 SEP 1994	CITY & STATE	VIRGINIA BEACH, VA	
4	ASSETS				
5	CASH ON HAND	201	AMOUNT	23855	
6	CASH IN BANK	202	AMOUNT	-644678	
7	CONTRACTS IN TRANSIT	203	AMOUNT	2655527	
8	TOTAL CASH AND CONTRACTS (LINES 5, 6 & 7)		AMOUNT	2034704	
9	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	AMOUNT	3624711	
10	DEMONSTRATORS (PAGE 4, LINE 49)	230	AMOUNT	969294	
11	NEW CARS (PAGE 4, LINE 49)	231	AMOUNT	389203	
12	NEW TRUCKS (PAGE 4, LINE 50)	232	AMOUNT	2296913	
13	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	233	AMOUNT		
14	USED CARS (PAGE 4, LINE 52)	240	AMOUNT	1278623	
15	USED TRUCKS (PAGE 4, LINE 53)	241	AMOUNT	2026721	
16	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	242	AMOUNT	1744792	
17	TIRES	243	AMOUNT		
18	GAS, OIL AND GREASE	244	AMOUNT		
19	PAINT AND BODY SHOP MATERIALS	245	AMOUNT	9665	
20	SUBLET REPAIRS	246	AMOUNT	2094	
21	WORK IN PROCESS-LABOR	247	AMOUNT	13532	
22	OTHER	252	AMOUNT		
23	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	AMOUNT	15654	
24	TOTAL INVENTORIES (LINES 14 THRU 27)		AMOUNT	8744491	
25	SECURITIES	260	AMOUNT	219721	
26	FACTORY RECEIVABLES	261	AMOUNT	274850	
27	DUE FROM FINANCE COMPANIES	262	AMOUNT	483708	
28	WARRANTY CLAIMS	263	AMOUNT	87251	
29	INSURANCE COMMISSIONS RECEIVABLE	264	AMOUNT	6946	
30	PREPAID EXPENSES: TAXES	270	AMOUNT	430697	
31	INSURANCE	271	AMOUNT	19380	
32	OTHER	274	AMOUNT	216598	
33	TOTAL CURRENT ASSETS (LINES 10, 12 THRU 37)		AMOUNT	16143057	
34	★ DRIVER TRAINING VEHICLES	275	AMOUNT		
35	★ LEASE AND RENTAL UNITS	349	AMOUNT	4742895	
36	★ L & R ACCUMULATED DEPRECIATION	\$ 1614663	AMOUNT		
37	TOTAL CURRENT AND WORKING ASSETS (LINES 34 THRU 41)		AMOUNT	20885952	
38	LIABILITIES				
39	CASH IN BANK CREDIT BALANCE	202	AMOUNT		
40	ACCOUNTS PAYABLE-TRADE CREDITORS	300	AMOUNT	229027	
41	ACCOUNTS RECEIVABLE CREDIT BALANCE	220	AMOUNT		
42	CUSTOMER DEPOSITS	220	AMOUNT		
43	WARRANTY CLAIMS ADVANCE	305	AMOUNT	5306	
44	NOTES PAYABLE-NEW VEH. & DEMOS	310	AMOUNT	1089152	
45	NOTES PAYABLE-LEASE & RENTAL UNITS	312	AMOUNT	394969	
46	NOTES PAYABLE-OTHER	314	AMOUNT	57142	
47	★ MEMO: DELAYED PAYMENTS-ACCT. 310		AMOUNT		
48	INTEREST PAYABLE	320	AMOUNT	7621	
49	SALARIES, WAGES & COMMISSIONS PAYABLE	321	AMOUNT	31228	
50	INSURANCE PAYABLE	322	AMOUNT	1500	
51	PAYROLL TAXES PAYABLE	323	AMOUNT	9948	
52	SALES TAXES PAYABLE	324	AMOUNT	235812	
53	OTHER TAXES PAYABLE	325	AMOUNT	89290	
54	INCOME TAXES PAYABLE	327	AMOUNT	-34896	
55	EMPLOYEE'S BONUSES PAYABLE	328	AMOUNT	26598	
56	OWNER'S BONUSES PAYABLE	329	AMOUNT		
57	PENSION FUND PAYABLE	330	AMOUNT	37665	
58	OTHER PAYABLES	331	AMOUNT	25474	
59	TOTAL CURRENT LIABILITIES (LINES 39 THRU 58)		AMOUNT	18549384	
60	LONG TERM DEBT	334	AMOUNT		
61	TOTAL (LINES 59 THRU 60)		AMOUNT	18549384	
62	MORTGAGES PAYABLE-REAL ESTATE	335	AMOUNT		
63	TOTAL LIABILITIES (LINES 34 THRU 62)		AMOUNT	533600	
64	QUALIFIED L.T.D. \$		AMOUNT	19082984	
65	DEALER \$	5,311,848	AMOUNT		
66	(ASSET L42 - LIAB. L34 - QLT.D. L36 - TOT LIFO WD PG. 4, L51)		AMOUNT		
67	STANDARD \$	3,244,000	AMOUNT		
68	PROFIT OR LOSS SUMMARY				
69	NEW UNITS	PROFIT OR LOSS	NET WORTH	ACCT. NO.	
70	318	282113	CAPITAL STOCK & ADD. PAID IN CAPITAL	360	191000
71	480	161672	RETAINED EARNINGS	370	826858
72	461	416170	DIVIDENDS	375	
73	387	165827	INVESTMENTS	380	
74	442	401194	DRAWINGS	390	
75	318	272935			
76	164	203643			
77	230	344188			
78	206	255132			
79	YEAR-TO-DATE NET PROFIT OR LOSS				
80	3000				
81	TOTAL NET WORTH (LINES 44 THRU 58)				
82	158	2567			2502874
83	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)				
84	3716				3520732
85	★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE				

Final by Smith

TOTAL INCOME AND EXPENSE		MONTH	YEAR-TO-DATE	LINE NO.
NET SALES (PAGE 3 LINE 00)		7038538	75038341	1
GROSS PROFIT (PAGE 3 LINE 01)		11012281565	99890141331	2
VARIABLE	EXPENSES	PNUS	PNUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	175711 874	4
	DELIVERY EXPENSE	13	2398 12	5
	POLICY WORK-VEHICLES	15	11238 56	6
	TOTAL VARIABLE (LINES 3 THRU 7)		189347 942	8
	SALARIES-OWNERS	29	23000 433	9
	SALARIES-SUPERVISION	31	153853 219	10
	SALARIES-CLERICAL	32	41337 59	11
	OTHER SALARIES AND WAGES	33	75957 108	12
	ABSENTEE COMPENSATION	34	4823 7	13
PERSONNEL	TAXES-PAYROLL	35	40231 57	14
	EMPLOYEE BENEFITS	27	17000 17	15
	PENSION FUNDS	29	4185 4	16
	TOTAL PERSONNEL (LINES 9 THRU 16)		355384 505	17
	USED VEHICLE MAINTENANCE EXPENSE	33		18
	COMPANY VEHICLE EXPENSE	51	13232 19	19
	OFFICE SUPPLIES AND EXPENSES	60	9483 14	20
	OTHER SUPPLIES	61	30311 43	21
	ADVERTISING	65	96467 137	22
	CONTRIBUTIONS	66	201 0	23
FIXED	POLICY WORK-PARTS AND SERVICE	67	6796 10	24
	OUTSIDE SERVICES-DATA PROCESSING	68	20465 29	25
	OUTSIDE SERVICES-OTHER	69	35581 51	26
	TRAVEL AND ENTERTAINMENT	70	7100 10	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	4827 7	28
	LEGAL AND AUDITING EXPENSE	72	11376 16	29
	TELEPHONE	74	13884 20	30
	TRAINING EXPENSE	75	15967 23	31
	INTEREST-NOTES PAYABLE & OTHER	76	53050 75	32
	MISCELLANEOUS EXPENSE	77	9132 13	33
OVERHEAD	TOTAL SEMI-FIXED (LINES 18 THRU 34)		328072 466	35
	RENT	80	63315 90	36
	AMORTIZATION-LEASEHOLDS	81	3500 5	37
	REPAIRS-REAL ESTATE	82	8092 11	38
	DEPRECIATION- BLDG. & IMPROVEMENTS	83		39
	TAXES-REAL ESTATE	84	5000 7	40
	INSURANCE- BLDG. & IMPROVEMENTS	85		41
	INTEREST-MORTGAGES	86		42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 35 THRU 42)		79907 114	43
	HEAT, LIGHT, POWER, AND WATER	87	12160 17	44
D	INSURANCE-OTHER	88	26121 37	45
	TAXES-OTHER	89	7504 11	46
	REPAIRS-EQUIPMENT	90		47
	DEPRECIATION-EQUIPMENT	91	9341 13	48
	EQUIPMENT RENTAL	92	872 1	49
	TOTAL FIXED (LINES 43 THRU 49)		135905 193	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		819363 1164	51
	TOTAL EXPENSES (LINES 3 & 51)		10087101433	52
	OPERATING PROFIT OR LOSS (LINE 52)		92518 131	53
	NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 00)		172618 245	54
	NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		265136 377	55
	BONUSES-EMPLOYEES	97		56
	BONUSES-OWNERS	98	10000 14	57
	NET PROFIT OR LOSS BEFORE INCOME TAXES		255136 362	58
	INCOME TAXES		4 1	59
	NET PROFIT OR LOSS AFTER INCOME TAXES		2502874 334	60

159

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
		MONTH (PAGE 3, LINE 99)	YEAR-TO-DATE (PAGE 3, LINE 99)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	3524830	47599013	2487027	17583233	172407	1471707	214847	
2	GROSS PROFIT	317732	3632642	408374	2744394	51901	449278	113219	
3	EXPENSES								
4	VEHICLE SALES/COMPS - COMPENSATION AND OTHER	78786	791753	94700	631031	2225	32811		
5	DELIVERY EXPENSE	1162	39007	1236	5110				
6	POLICY WORK-VEHICLES	8339	76026	2899	16766			34	
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	88287	906786	98835	652907	2225	32845		
9	SALARIES-OWNERS					4000	36000		
10	SALARIES-SUPERVISION	52546	523732	50379	409936	11980	125239	13754	
11	SALARIES-CLERICAL	10824	103143	10534	97890	1631	13458	10568	
12	OTHER SALARIES AND WAGES	11536	99542	12969	94690	80	3643	12017	
13	ABSENTEE COMPENSATION	729	903	446	446		60	2078	
14	TAXES-PAYROLL	14223	162758	11507	78040	1152	14006	5968	
15	EMPLOYEE BENEFITS	4208	25559	4466	41781	446	2060	704	
16	PENSION FUND	2490	14972	196	2662	280	2318	763	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	96556	930609	90497	725445	19169	192664	45852	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-1733	-7475	4500	26952	17	1921	568	
20	OFFICE SUPPLIES AND EXPENSES	3479	27940	1996	17811	139	2511	1490	
21	OTHER SUPPLIES	8173	46221	7148	31381	3082	4350	3455	
22	ADVERTISING	40158	369250	39416	348392		304	8130	
23	CONTRIBUTIONS	33	255	28	229	52	61	31	
24	POLICY WORK-PARTS AND SERVICE							3292	
25	OUTSIDE SERVICES-DATA PROCESSING	6072	61909	5177	58419	358	1782	2673	
26	OUTSIDE SERVICES-OTHER	11089	96588	8524	73540	2033	14166	6448	
27	TRAVEL AND ENTERTAINMENT	2325	19632	2021	15989	207	1807	966	
28	MEMBERSHIPS DUES AND PUBLICATIONS	2943	9525	787	7415	56	795	394	
29	LEGAL AND AUDITING EXPENSE	3754	24932	3185	23112	228	3478	1593	
30	TELEPHONE	4324	34608	3752	32016	719	5789	1938	
31	TRAINING EXPENSE	4113	30658	3761	22897	189	456	5217	
32	INTEREST-NOTES PAYABLE AND OTHER	32062	255509	12259	71070	454	3452	617	
33	MISCELLANEOUS EXPENSE	2881	11077	2285	4450	163	222	1373	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	119673	980629	94839	733673	7697	41094	38185	
36	RENT	20790	178796	17640	165773	1260	11058	8820	
37	AMORTIZATION-LEASEHOLDS	1155	10258	980	9538	70	350	490	
38	REPAIRS-REAL ESTATE	2357	25627	2000	28984	143	707	1135	
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES-REAL ESTATE	1650	10921	1400	9892	100	458	700	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	25952	225602	22020	214187	1573	12573	11145	
44	HEAT LIGHT POWER AND WATER	4013	33140	3405	30860	243	2036	1702	
45	INSURANCE-OTHER	11615	76810	6629	42043	475	1697	2801	
46	TAXES-OTHER	2010	16758	675	6258	3927	11656	337	
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT	1524	16500	3267	30335	233	1165	1633	
49	EQUIPMENT RENTAL	809	7029	63	87				
50	TOTAL FIXED (LINES 43 THRU 49)	45923	375839	36059	323770	6451	29827	17618	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	262152	2287077	221395	1782888	33317	263585	101655	
52	TOTAL EXPENSES (LINES 3 & 51)	350439	3193863	320230	2435795	35542	296430	101655	
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	-32707	438779	88144	308599	16359	152848	11564	
54	PRORATION OF G & A	6650	59850	5320	47880			2660	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-39357	378929	82824	260719	16359	152848	8904	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	3090	56598	ACQUISITION FROM DOUG	953	10000	86111	
58	OTHER INCOME	905	209616	1522409	OTHER	955	30088	224691	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 53 THRU 55)					172618	1268205		

L. DEPARTMENT		E. BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z. GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 35)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)	MONTH	YEAR-TO-DATE		
2097454	135606	1467827	503821	4819107				1
1220883	58672	670043	151330	1271774				2
								3
								4
								5
								6
								7
								8
					19000	171000		9
112496	10571	106760	14623	134501				10
91144	3614	40225	4166	540793				11
188315	2402	37251	36953	337250				12
22754	890	9282	680	5688				13
74056	3386	38400	3995	41024				14
5933	794	6812	1782	412691				15
8081	278	2052	178	2224				16
502779	21935	240782	62377	574151	19000	171000		17
								18
7573	230	1715	9650	62960				19
10821	542	5148	2037	14915				20
37487	1899	23575	6554	19368				21
81373	1675	18451	7088	82868				22
134	25	113	32	107				23
19429	3482	18892	22	1683				24
28460	3298	25480	2887	32817				25
44069	2769	24697	4718	33347				26
6075	659	3311	922	6195				27
3788	422	3041	225	3774				28
12082	1706	9732	910	9027				29
16612	1817	13959	1334	12984				30
26352	1730	8912	957	6236				31
4971	661	4191	6997	60615				32
3115	603	326	1827	10471				33
								34
302341	21518	161543	46160	357367				35
86935	5040	56902	9765	85587				36
4924	280	3191	525	4699				37
8803	1266	15821	1191	15417				38
								39
5062	400	3195	750	4972				40
								41
								42
105724	6986	79109	12231	110675				43
16042	973	10251	1824	14975				44
15934	1600	9425	3001	15123				45
3217	193	2089	362	3074				46
1568		84						47
15633	934	9338	1750	15750				48
				282				49
158118	10686	110296	19168	159879				50
963238	54139	512621	127705	1091397	19000	171000		51
963238	54139	512621	127705	1091397	19000	171000		52
257645	4533	157422	23625	180377				53
23940	1520	13680	2850	25650				54
233705	3013	143742	20775	154727				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		594	5802	BODY SHOP-TRUCKS		33	369	57
MECHANICAL-TRUCKS		211	1956	INTERNAL		1005	12099	58
BODY SHOP-CARS		97		INTY CLAIM		607	6349	59
TOTAL REPAIR ORDERS RECORDED (LINES 57			161			2547	27459	60

DEPARTMENTAL SALES AND GROSS PRO

LINE NO.	VARIABLE OPERATIONS	C	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	300	1	31913	9368	9368	1	191931	9368	9368
2	LUMINA	301	2	34890	2002	1001	2	338666	2002	1001
3	CELE/MC	302						60670		
4	BERETTA	303	4	56843	3921	980	4	304369	3921	980
5	CORSICA	304	2	29184	2175	1088	2	438275	2175	1088
6	CAMARO	305	8	153789	13245	1656	8	2022315	13245	1656
7	CAVALIER	306	15	181413	15931	1062	15	2625403	15931	1062
8	CORVETTE	307	8	303044	25507	3188	8	1564516	25507	3188
9	PRIZM/NO	308	8	111808	5819	727	8	183841	5819	727
10	G SPECTR	309						139233		
11	GEO METR	310	31	279635	24757	799	31	1718596	24757	799
12		311								
13		312								
14		313								
15		314								
16	PEUGEOT	315								
17	CHARADE	316								
18	SUBARU	317	17	295404	22646	1332	17	2188609	22646	1332
19		318								
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)		96	1477923	125371	1306	96	12774524	125371	1306
21	CONTACT DIVISION	319	2	32375	5578	2789	2	16862989	5578	2789
22	OTHER GM	320								
23	OTHER	321								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)		2	32375	5578	2789	2	16862989	5578	2789
25	CONTACT DIVISION	322								
26	OTHER GM	323								
27	OTHER	324								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		98	1510298	130949	1336	98	29637513	130949	1336
29										
30	G-VAN	325	9	238776	17599	1955	9	2069209	17599	1955
31	M VANS	326	5	104507	5112	1022	5	793298	5112	1022
32	LUMINA A	327	-1	-19300	-438		-1	218514	-438	
33	TRACKER	328	13	209695	14088	1084	13	1620967	14088	1084
34	S10 P/U	329	32	448153	33230	1038	32	3123236	33230	1038
35	S10 BLAZ	330	8	199092	14263	1783	8	1272529	14263	1783
36	SUB/VBLA	331	8	225628	17455	2182	8	1349391	17455	2182
37	LD 1500	332	7	154687	8075	1154	7	1909183	8075	1154
38	LD 25-35	333						70083		
39	MED DUTY	334								
40		335								
41	ROCKY	336								
42	TOTAL NEW TRUCKS-RET (LINES 40 THRU 41)		82	1561238	109384	1334	82	12426410	109384	1334
43	CONTACT DIVISION	337	21	365567	44588	2123	21	4224919	44588	2123
44	OTHER GM	338								
45	OTHER	339								
46	TOTAL NEW TRUCKS-FLEET (LINES 43 THRU 45)		21	365567	44588	2123	21	4224919	44588	2123
47	CONTACT DIVISION	340								
48	OTHER GM	341								
49	OTHER	342								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)		103	1926805	153972	1495	103	16651329	153972	1495
51										
52	GM PROT. PLANS	343								
53	OTHER PLANS	344	81	62909	31070	384	81	531862	31070	384
54	TOTAL PROT. PLANS (LINES 52 & 53)			62909	31070	384		531862	31070	384
55										
56	NEW F&I INCOME (PAGE 4 LINE 36)			18658	3454	17		471008	3454	17
57										
58	NEW OTH AUTO	345		6160	-1713	-9		307301	-1713	-9
59										
60	TOTAL NEW (LINES 28, 50 & 54, 56 & 58)		206	3524830	162	81	3000	47599013	162	81

VAR. OPER. CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS
USED CARS RETAIL	336	120	951894	142156	1185	994	7587931	1256238	1264
USED CARS RETAIL-RECOND.	337								
USED CARS WHOLESALE	338	99	175364	-2475	-25	604	1167040	10790	-18
ADJ-USED CAR INVENTORY	339								
TOTAL USED CARS (LINES 336-339)		219	1127258	139681	638	1598	8754971	1245448	779
USED TRUCKS RETAIL	340	91	1067537	168120	1847	624	7007081	953638	1528
USED TRUCKS RETAIL-RECOND.	341								
USED TRUCKS WHOLESALE	342	30	109514	-750	-25	162	640670	94	-1
ADJ-USED TRUCK INVENTORY	343								
TOTAL USED TRUCKS (LINES 340-343)		121	1177051	167370	1383	786	7647731	955212	1215
GM PLANS-PROT.	344				PUS				PUS
OTHER PLANS-PROT.	345	139	137715	73013	525	834	834366	406411	487
TOTAL PROT. PLANS (LINES 344-345)			137715	73013	215		834366	406411	170
USED F & I INCOME (PAGE 4, LINE 40)			45003	28310	83		342748	134121	56
USED OTHER AUTO	346						3397	3202	1
TOTAL USED VEH. (LINES 336-346)		340	2487027	408374	1201	2384	17583233	2744394	151
TOTAL NEW & USED (LINES 340 & 346)		541	6011857	726106	3612	5384	65182246	6377036	2126
TOT. VAR. (PAGE 4, LINE 14 & 17)			172407	51901	PNUS		1471707	449278	PNUS
TOTAL VARIABLE (LINES 17 & 18)			6184264	778007	3871		66653953	6826314	2275
		MONTH				YEAR-TO-DATE			
FIXED OPERATIONS									
CUSTOMER LABOR-CARS		450	45855	31276	6821		393216	267337	6799
CUSTOMER LABOR-TRUCKS		461	17578	11534	6562		176352	116061	6581
WARRANTY CLAIM LABOR		462	28828	20030	6948		314733	221181	7028
INTERNAL LABOR		463	31344	22231	7093		362788	250144	6895
NEW VEHICLE INSPECTION LABOR		464	13130	10755	8191		238481	203835	8547
ADJ-COST OF LABOR SALES		465		-1313				10966	
SUB TOTAL (LINES 450-465)			136735	94513	6912		1485570	1069524	7199
SUBLET REPAIRS		466	11045	1320	1195		59011	8406	1424
P & A CUSTOMER CAR R.O.'S		467	49766	12644	2541		411454	102259	2485
P & A CUSTOMER TRUCK R.O.'S		468	17301	4742	2741		141419	40694	2878
TOTAL MECHANICAL (LINES 466-468)			214847	113219	5270		2097454	1220883	5821
CUSTOMER LABOR-CARS		470	37800	22656	5994		352338	211229	5995
CUSTOMER LABOR-TRUCKS		471	11153	6822	6117		138544	83665	6039
WARRANTY CLAIM LABOR		472	17090	13760	8051		224143	180447	8051
INTERNAL LABOR		473	10819	6672	6167		91500	59981	6555
ADJ-COST OF LABOR SALES		475		-1608				-9421	
SUB TOTAL (LINES 470-475)			76862	48302	6284		806525	525901	6521
SUBLET REPAIRS		476	4702	793	1687		35104	6474	1844
P & A CUSTOMER CAR R.O.'S		477	28771	4887	1699		345700	57044	1650
P & A CUSTOMER TRUCK R.O.'S		478	12157	1626	1338		131059	22103	1686
PAINT & BODY SHOP MATERIALS		479	13114	3064	2336		149439	58521	3916
TOTAL BODY SHOP (LINES 476-479)			135606	58672	4327		1467827	670043	4565
TOTAL SERVICE DEPT. (LINES 466-479)			350453	171891	4905		3565281	1890926	5304
WARRANTY CLAIMS		480	66447	16048	2415		507606	115475	2275
INTERNAL		481	486671	22435	2589		745468	187251	2512
COUNTER-RETAIL		482	19596	9632	4915		179953	86841	4826
WHOLESALE		483	322142	45198	1403		3315937	477324	1439
STOCK ORDER ALLOWANCE		487		39851				302282	
ADJUSTMENT P & A INVENTORY		488		17425				92815	
TOTAL P & A (LINES 487-488)			494856	150589	3043		4748964	1261988	2657
TIRES		490							
GAS, OIL & GREASE		491	4957	739	1491		44098	6550	1485
MISCELLANEOUS		492	4008	2	5		26045	3236	1242
TOTAL OTHER (LINES 490-492)			8965	741	877		70143	9786	1395
TOTAL P & A DEPT. (LINES 487-492)			503821	151330	637		4819107	1271774	2639
TOTAL FIXED (LINES 44-49)			854274	323221	137		8384388	3162700	3772
TOTAL ALL DEPTS. (LINES 19 & 59)			7038538	1101228	152		75038341	9989014	1331

LINE NO	LEASE AND RENTAL OPERATIONS	ACCT	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE				
			MONTH	PER UNIT	YEAR TO DATE	P.F. ALL	MONTH	PER UNIT	YEAR TO DATE		
1	INCOME AND SALES	700	17714	300	146058	2864					
2	COST OF SALES	701									
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		17714	300	146058	2864					
4	INTEREST	720	2034	34	15750	309					
5	DEPRECIATION	721	13201	224	96964	1901					
6	INSURANCE	722									
7	LICENSE, TITLE & TAXES	723									
8	MAINTENANCE & REPAIRS	724									
9	SERVICE CHARGES	725			1355	27					
10	GASOLINE	726			2877	56					
11	RENT-SUBLET UNITS	727									
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		15235	258	116946	2293					
13	VARIABLE L & H GROSS PROFIT (LINE 3 MINUS 12)		2479	42	29112	571					
14	INCOME AND SALES	710	136125	469	1147990	4348					
15	COST OF SALES	715									
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		136125	469	1147990	4348					
17	INTEREST	730	19268	66	146571	555					
18	DEPRECIATION	731	87720	302	718326	2721					
19	INSURANCE	732									
20	LICENSE, TITLE & TAXES	733			12425	47					
21	MAINTENANCE & REPAIRS	734									
22	SERVICE CHARGES	735			6364	24					
23	GASOLINE	736									
24	RENT-SUBLET UNITS	737			2722	10					
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		106988	369	886408	3358					
26	VARIABLE L & H GROSS PROFIT (LINE 16 MINUS 25)		29137	100	261582	991					
27	TOTAL VARIABLE L & H GROSS PROFIT (LINES 13 AND 26)		31616	91	290694	923					
28	BEGINNING BALANCE	CT	55	280	EFFECTIVE UNITS			EFFECTIVE			
29	ENDING BALANCE	CT	59	290	51	264					
30											
31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE				
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS		
33	FINANCE INCOME-NEW	806	112	14551	-13553	-121	1034	446709	242		
34	INSURANCE COMMISSIONS EARNED-NEW	807	16	4107	4107	257	128	24299	24		
35	REPOSESSION LOSSES-NEW	808			(-12900)				(-56)		
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			18658	3454			471008	322		
37	FINANCE INCOME-USED	809	119	43428	-28230	-237	787	324444	227		
38	INSURANCE COMMISSIONS EARNED-USED	810	12	1575	1575	131	174	18324	18		
39	REPOSESSION LOSSES-USED	811			(1495)				(111)		
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			45003	28310			342768	134		
41	TOTAL F & I INCOME (LINES 36 AND 40)			63661	31764			813776	456		
42											
43	SUPPLEMENTAL INVENTORY ANALYSIS										
44	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN		
45		ACCT	GM CONTRACT DIVISION	GM-OTHER	OTHER	TOTAL					
46	NEW: DEMOS	230	66			66	969294				
47	CARS		66			66					
48	TRUCKS										
49	NEW CARS	231	124			124	1915012	15258			
50	NEW TRUCKS	237	189			189	3557818	12609			
51	OTHER AUTO	238									
52	USED:		TOTAL UNITS	OVERAGE	UNITS	AMOUNT					
53	CARS	240	224	OVER 30 DAYS	72	477226	1276623				
54	TRUCKS	241	183	OVER 60 DAYS	50	562741	2026721				
55	PARTS AND ACCESSORIES	ACC1			OTHER						
56		242					1933358	1885			
57	OTHER INVENTORIES	243, 244, 245					25319				
58	TOTALS (LINES 46 THRU 57)						11704145	297520			

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME CAPITAL LEASES					L I N E N O
EF.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.			
			20899	A							18568		156760		1
			20899	B							18568		156760		2
			1151	576											3
			8358	4179											4
			-1717	C											5
			-4520	2260											6
			-3792	1896											7
			193	97											8
			-1717	D											9
			18014	9007											10
			1717	1717											11
			2885	1443											12
															13
															14
															15
															16
															17
															18
															19
															20
															21
															22
															23
															24
															25
															26
															27
															28
															29
															30
															31
															32
															33
															34
															35
															36
															37
															38
															39
															40
															41
															42
															43
															44
															45
															46
															47
															48
															49
															50
															51
															52
															53
															54
															55
															56
															57
															58

PER CONTRACT
234
190
289
105

DEALERSHIP PERSONNEL COUNT								
POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	8	7	3	1	1	1		21
VEHICLE SERVICE & PARTS SALESPeOPLE	40	27	3	5		5		80
TECHNICIANS				16	13			29
CLERICAL	10	10	1	7	1	1		30
OTHERS	10	10		12	3	19		54
TOTAL (LINES 33 THRU 38)	68	54	7	41	18	26	2	216
TOTAL Hired Y-T-D	93	84	5	31	9	9		231
TOTAL TERMINATED Y-T-D	86	74	5	26	11	12		214

INVENTORY AMOUNT
969294
389203
2296913
1276623
2026721
1744792
25319
8728865

DEALERSHIP CUSTOMER RECEIVABLES						
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	
210 VEHICLES	122195	122195				45
210 OTHER						46
220 VEHICLES	2295063	2232285	61639	1139		47
220 L & R	277355	203275	51124	12106	10850	48
220 SERVICE & PARTS	783767	689795	47183	25515	21274	49
220 OTHER	267179	244760	3012	6791	12616	50
TOTAL CUSTOMER REC.	3745559	3492310	162958	45551	44740	51
300 AP DEBIT BAL.						52
340 LESS ALLOW FOR DOUBTFUL ACCTS	120848					53
NET CUSTOMER REC.	3624711					54
MEMO ITEMS			MONTH	YEAR TO DATE		
CASH SALES SERVICE & PARTS			262056	2492146		55
78 INTEREST FLR. PLAN-NEW			32062	255508		56
			20988	144297		57
W PER UNIT			33	25		58

165

CONTACT		TOTAL CAR				TOTAL TRUCK				TOTAL				COMPOSITE GROUP			
LINE NO.	DESCRIPTION	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	AMOUNT		
1	DEALER NUMBER																
3	1141326	DEALER NAME R. K. CHEVROLET															
4	FROM 01 JAN 1994	ADDRESS 2661 VIRGINIA BEACH BLVD.															
5	THRU 31 AUG 1994	CITY & STATE VIRGINIA BEACH, VA															
ASSETS		ACCT NO.	AMOUNT		LIABILITIES		ACCT NO.	AMOUNT									
7	CASH ON HAND	200	23926		CASH IN BANK CREDIT BALANCE		202										
8	CASH IN BANK	202	-687718		ACCOUNTS PAYABLE-TRADE CREDITORS		300	28483									
9	CONTRACTS IN TRANSIT	205	3290770		ACCOUNTS RECEIVABLE CREDIT BALANCE		220										
10	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)		2626978		CUSTOMER DEPOSITS		220										
11					WARRANTY CLAIMS ADVANCE		305	530									
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	3946748		NOTES PAYABLE-NEW VEH. & DEMOS		310	117459									
13					NOTES PAYABLE-LEASE & RENTAL UNITS		312	38054									
14	DEMONSTRATORS (PAGE 4, LINE 46)	230	234072		NOTES PAYABLE-OTHER		314	5833									
15	NEW CARS (PAGE 4, LINE 48)	231	729182		★ MEMO: DELAYED PAYMENTS-ACCT. 310												
16	NEW TRUCKS (PAGE 4, LINE 50)	232	3155274														
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238			INTEREST PAYABLE		320	837									
18	USED CARS (PAGE 4, LINE 53)	240	1401810		SALARIES, WAGES & COMMISSIONS PAYABLE		321	3385									
19	USED TRUCKS (PAGE 4, LINE 54)	241	1882473		INSURANCE PAYABLE		322	150									
20	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	242	1814216		PAYROLL TAXES PAYABLE		323	199									
21	TIRES	243			SALES TAXES PAYABLE		324	2201									
22	GAS, OIL AND GREASE	244			OTHER TAXES PAYABLE		325	738									
23	PAINT AND BODY SHOP MATERIALS	245	8659		INCOME TAXES PAYABLE		327	-3700									
24	SUBLET REPAIRS	246	2844		EMPLOYEE'S BONUSES PAYABLE		328	2659									
25	WORK IN PROCESS-LABOR	247	14432		OWNER'S BONUSES PAYABLE		329										
26	OTHER	252			PENSION FUND PAYABLE		330	5608									
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE	256	6902		OTHER PAYABLES		331	3049									
28	TOTAL INVENTORIES (LINES 14 THRU 27)		9249864		TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)			1986360									
29					LONG TERM DEBT		334										
30	SECURITIES	260	189272		TOTAL (LINES 29 THRU 33)			1986360									
31	FACTORY RECEIVABLES	261	186636		MORTGAGES PAYABLE-REAL ESTATE		335	53360									
32	DUE FROM FINANCE COMPANIES	262	635854		TOTAL LIABILITIES (LINES 34 THRU 37)			2039720									
33	WARRANTY CLAIMS	263	86797		QUALIFIED L.T.D. \$												
34	INSURANCE COMMISSIONS RECEIVABLE	264	13191		DEALER \$			5,158,719									
35	PREPAID EXPENSES: TAXES	270	430297		(ASSET L42 - LIAB L34 - QLT D L39 - TOT LFO WD PG 4, L38)												
36	INSURANCE	271	25972		STANDARD \$			3,244,000									
37	OTHER	274	164554		PROFIT OR LOSS SUMMARY												
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		17556163		NEW UNITS												
39	★ DRIVER TRAINING VEHICLES	275			PROFIT OR LOSS												
40	★ LEASE AND RENTAL UNITS	335	4490881		CAPITAL STOCK & ADDL. PAID IN CAPITAL		360	19100									
41	★ L & R ACCUMULATED DEPRECIATION				RETAINED EARNINGS		370	82686									
42	TOTAL CURRENT AND WORKING ASSETS (LINES 39 THRU 41)		22047044		DIVIDENDS		375										
43					INVESTMENTS		380										
44	ACCOUNT	COST	ACCUMULATED DEPRECIATION		DRAWINGS		390										
45	LAND				YEAR-TO-DATE NET PROFIT OR LOSS		399	2247742									
46	BLDGS. & IMP.				TOTAL NET WORTH (LINES 44 THRU 58)			3265603									
47	M & S EQUIP.	312447	232773	79674	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)			23662808									
48	P & A EQUIP.	58136	32563	25473													
49	FURN. & FIXTURES	563206	381854	181352													
50	COMPANY VEHICLES	178897	67426	111471													
51	LEASE-HOLDS	1729177	876411	852766													
52																	
53	TOTALS (LINES 45 THRU 51)	2841863	1591127	1250736													
54	★ MEMO: COMPANY VEHICLES CARS TRUCKS																
55	LIFE INSURANCE-CASH VALUE	291	40739														
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293															
57	NOTES & ACCOUNTS RECEIVABLE-OTHER	294	58401														
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS		265888														
59	TOTAL OTHER ASSETS (LINES 55 THRU 58)		365028														
60	TOTAL ASSETS (LINES 42, 53 & 59)		662808														

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LIVE NO.		
NET SALES (PAGE 1, LINE 60)		8295034		87999802		1		
GROSS PROFIT (PAGE 2, LINE 66)		1211341	1460	8887789	1307	2		
VARIABLE	EXPENSES		PNUS		PNUS	3		
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	184474	802	1279885	457	4	
	DELIVERY EXPENSE	13	2271	10	41718	15	5	
	POLICY WORK-VEHICLES	15	7354	32	81587	29	6	
TOTAL VARIABLE (LINES 4 THRU 7)			194099	844	1403190	501	8	
PERSONNEL	SALARIES-OWNERS	20	23000	28	184000	27	9	
	SALARIES-SUPERVISION	21	185696	224	1258813	185	10	
	SALARIES-CLERICAL	22	48925	59	345319	51	11	
	OTHER SALARIES AND WAGES	23	93816	113	684732	101	12	
	ABSENTEE COMPENSATION	24	5674	7	34290	5	13	
	TAXES-PAYROLL	25	43079	52	368053	54	14	
	EMPLOYEE BENEFITS	27	12011	14	78716	12	15	
	PENSION FUNDS	29	4237	5	28124	4	16	
	TOTAL PERSONNEL (LINES 9 THRU 16)			416438	502	2982047	439	17
	SEMI-FIXED	USED VEHICLE MAINTENANCE EXPENSE	33					18
COMPANY VEHICLE EXPENSE		51	15372	19	80415	12	19	
OFFICE SUPPLIES AND EXPENSES		60	11315	14	69462	10	20	
OTHER SUPPLIES		61	15477	19	132069	19	21	
ADVERTISING		65	96617	116	804172	118	22	
CONTRIBUTIONS		66	10		699	0	23	
POLICY WORK-PARTS AND SERVICE		67	4327	5	33208	5	24	
OUTSIDE SERVICES-DATA PROCESSING		68	16020	19	188401	28	25	
OUTSIDE SERVICES-OTHER		69	35729	43	250827	37	26	
TRAVEL AND ENTERTAINMENT		70	3927	5	45908	7	27	
MEMBERSHIPS, DUES AND PUBLICATIONS		71	1772	2	23512	3	28	
LEGAL AND AUDITING EXPENSE		72	11428	14	70987	10	29	
TELEPHONE		74	14205	17	102083	15	30	
TRAINING EXPENSE		75	10236	12	79543	12	31	
INTEREST-NOTES PAYABLE & OTHER		76	39034	47	346755	51	32	
MISCELLANEOUS EXPENSE		77	969	1	20528	3	33	
TOTAL SEMI-FIXED (LINES 18 THRU 34)			276438	333	2248569	331	35	
FIXED		RENT	80	63315	76	521736	77	36
		AMORTIZATION-LEASEHOLDS	81	3500	4	29460	4	37
		REPAIRS-REAL ESTATE	82	23066	28	87266	13	38
	DEPRECIATION- BLDG. & IMPROVEMENTS	83					39	
	TAXES-REAL ESTATE	84	5000	6	29500	4	40	
	INSURANCE- BLDG. & IMPROVEMENTS	85					41	
	INTEREST-MORTGAGES	86					42	
	X SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)			94881	114	667962	98	43
	HEAT, LIGHT, POWER, AND WATER	87	9383	11	95846	14	44	
	INSURANCE-OTHER	88	27416	33	134911	20	45	
OVERHEAD	TAXES-OTHER	89	4519	5	35548	5	46	
	REPAIRS-EQUIPMENT	90			1652	0	47	
	DEPRECIATION-EQUIPMENT	91	9341	11	79380	12	48	
	EQUIPMENT RENTAL	92	778	1	6526	1	49	
	TOTAL FIXED (LINES 43 THRU 49)			146318	176	1021825	150	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			839194	1012	6252441	919	51
	TOTAL EXPENSES (LINES 6 & 51)			1033293	1246	7655631	126	52
OPERATING PROFIT OR LOSS (LINE 52)			178048	215	1232158	181	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 6C)			176138	212	1095588	161	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			354186	427	2327746	342	55	
BONUSES-EMPLOYEES		97					56	
BONUSES-OWNERS		98	10000	12	80000	12	57	
NET PROFIT OR LOSS BEFORE INCOME TAXES			344186	415	2247746	331	58	
INCOME TAXES		99	-2		4		59	
NET PROFIT OR LOSS AFTER INCOME TAXES			344188	415	2247742	331	60	

DEPARTMENTAL PROFITABIL

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	3901851	44074185	3298694	15096205	176801	1299299	227120	
2	GROSS PROFIT	322718	3314910	484540	2336022	56079	397375	122107	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER	80327	712967	100328	536332	3819	30586		
5	DELIVERY EXPENSE	1148	37845	1123	3873				
6	POLICY WORK - VEHICLES	5731	67686	1623	13867		34		
7									
8	TOTAL (LINES 3 THRU 7)	87204	818498	103074	554072	3819	30620		
9	SALARIES-OWNERS					4000	32000		
10	SALARIES-SUPERVISION	58985	471187	69733	359558	13339	113259	14832	
11	SALARIES-CLERICAL	13754	92319	12474	87356	1796	11828	11486	
12	OTHER SALARIES AND WAGES	10008	88006	16950	81720	33	3563	20175	
13	ABSENTEE COMPENSATION		174				60	2866	
14	TAXES-PAYROLL	17003	148535	7175	66533	1118	12854	8447	
15	EMPLOYEE BENEFITS	3900	21351	4890	37315	69	2106	633	
16	PENSION FUND	2172	12481	295	2466	277	2038	952	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	105822	834053	111517	634948	20632	173496	59391	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	619	5742	6477	22452	354	1904	632	
20	OFFICE SUPPLIES AND EXPENSES	3967	24461	2908	15815	196	2371	1573	
21	OTHER SUPPLIES	3648	38047	4124	24232	161	1268	2506	
22	ADVERTISING	39738	329092	39086	308977		304	9446	
23	CONTRIBUTIONS	3	222	3	201		9	1	
24	POLICY WORK - PARTS AND SERVICE							1859	
25	OUTSIDE SERVICES - DATA PROCESSING	4880	55837	4086	53242	324	1424	2269	
26	OUTSIDE SERVICES - OTHER	11503	85499	10136	65016	2110	12133	5220	
27	TRAVEL AND ENTERTAINMENT	1204	17307	1378	13968	148	1600	405	
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	592	6582	489	6628	33	739	232	
29	LEGAL AND AUDITING EXPENSE	3568	21178	3027	19927	832	3250	1514	
30	TELEPHONE	4498	30284	3832	28264	600	5070	1996	
31	TRAINING EXPENSE	2100	26545	1993	19136	43	267	5310	
32	INTEREST-NOTES PAYABLE AND OTHER	17438	223446	13872	58810	85	2998	592	
33	MISCELLANEOUS EXPENSE	268	8196	183	2165	13	59	129	
34									
35	TOTAL (LINES 18 THRU 34)	94026	860954	91594	638833	4899	33396	33684	
36	RENT	20790	158006	17640	148133	1260	9798	8820	
37	AMORTIZATION-LEASEHOLDS	1155	9103	980	8558	70	280	490	
38	REPAIRS-REAL ESTATE	4789	23270	12978	26984	170	564	1189	
39	DEPRECIATION-BLDGS. & IMPROVEMENTS								
40	TAXES-REAL ESTATE	1650	9271	1400	8492	100	358	700	
41	INSURANCE-BLDGS. & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL (LINES 36 THRU 42)	28384	199650	32998	192167	1600	11000	11199	
44	HEAT, LIGHT, POWER AND WATER	3096	29127	2627	27456	188	2493	1314	
45	INSURANCE-OTHER	11249	65195	7985	35414	420	1222	2937	
46	TAXES-OTHER	2388	14748	672	5583	571	7729	336	
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT	1524	14976	3267	27068	233	932	1633	
49	EQUIPMENT RENTAL	778	6220		24				
50	TOTAL FIXED (LINES 43 THRU 49)	47419	329916	47549	287712	3012	23376	17419	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	247267	2024923	250660	1561493	28543	230268	110494	
52	TOTAL EXPENSES (LINES 3 & 51)	334473	2843421	353734	2115565	32362	260888	110494	
53	DEPT PROFIT OR LOSS (LINES 2 & 52)	-11755	-471489	130806	220457	23717	136487	11613	
54	PRORATION OF G & A	6650	53200	5320	42560			2660	
55	DEPT PROFIT OR LOSS AFTER PRORATION	-18405	-418289	125486	177897	23717	136487	8953	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	2634	53508	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	903	10100	76111	
58	OTHER INCOME	905	213456	1312794	OTHER DEDUCTIONS	906	29852	194603	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59)				DUCTIONS (LINES 57 THRU 59)		176138	1095588	

L DEPARTMENT		E BODY SHOP DEPARTMENT		F PARTS AND ACCESSORIES DEPARTMENT		Z GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 35)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)	MONTH	YEAR-TO-DATE		
1882607	166022	1332220	524546	4315286				1
1107662	80415	611372	145482	1120448				2
								3
								4
								5
								6
								7
								8
					19000	152000		9
98742	12974	96189	15833	119878				10
80577	4507	36612	4908	36627				11
176298	2886	34849	43764	300296				12
20676	2774	8392	34	4988				13
68088	4520	35014	4816	37029				14
5229	486	6018	2033	10909				15
7318	276	1775	265	2046				16
456928	28423	218849	71653	511773	19000	152000		17
								18
7005	214	1486	7076	53310				19
9331	809	4606	1862	12878				20
34032	3170	21676	1868	12814				21
73243	1904	16776	6443	75780				22
103	1	89	2	75				23
16137	2286	15410	182	1661				24
25787	1637	22181	2824	29930				25
37621	2520	21928	4240	28630				26
5108	187	2652	605	5273				27
3395	248	2619	178	3549				28
10490	1622	8025	865	8117				29
14674	2044	12141	1235	11650				30
21135	446	7182	344	5278				31
4353	634	3529	6413	53619				32
1742	-187	-277	563	8643				33
								34
264156	17535	140023	34700	311207				35
78115	5040	51862	9765	75822				36
4434	280	2911	525	4174				37
7668	679	14555	3261	14225				38
								39
4362	400	2795	750	4222				40
								41
								42
94579	6399	72123	14301	98443				43
14340	751	9279	1407	13151				44
13134	1678	7824	3147	12122				45
2880	192	1896	360	2712				46
1568		84						47
14000	934	8404	1750	14000				48
				282				49
140501	9954	99610	20965	140710				50
861585	55912	458482	127318	963690	19000	152000		51
861585	55912	458482	127318	963690	19000	152000		52
246077	24503	152890	18164	156758				53
21280	1520	12160	2850	22800				54
224797	22983	140730	15314	133958				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		747	5208	BODY SHOP-TRUCKS		37	336	57
MECHANICAL-TRUCKS		196	1745	INTERNAL		1086	11094	58
BODY SHOP-CARS		98		CLAIM		683	5742	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU			169			2847	24912	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	UNIT SOLD	THIS MONTH		PER UNIT SOLD	YEAR TO DATE		
			SALES	GROSS PROFIT		UNIT SOLD	SALES	GROSS PROFIT
1	REGULAR	2	42852	23021	151	7	140017	143392048
2	LUMINA	1	14700	523	523	18	303776	194741082
3	CELE/MC	3	60670	5608	1869	13	60670	56081867
4	BERETTA	1	13775	731	731	17	247527	194281143
5	CORSICA	5	72622	4076	815	28	409091	361691292
6	CAMARO	18	348204	31414	1745	96	1868526	1463271524
7	CAVALIER	25	298376	17133	685	202	2443990	2142981061
8	CORVETTE	2	77833	9523	4762	34	1261472	927552728
9	PRIZM/NO	12	155272	5837	486	78	1072033	765111981
10	G SPECTR	10				10	139333	124241242
11	GEO METR	34	312950	32757	963	156	1436941	1469271942
12								
13								
14								
15								
16	PEUGEOT							
17	CHARADE							
18	SUBARU	7	117353	1476	211	141	1893206	1273561903
19								
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)	110	1516609	111380	1013	790	11296602	9116161154
21	CONTACT DIVISION	4	80543	5246	1312	1181	16830614	7054301597
22	OTHER GM							
23	OTHER							
24	TOTAL NEW CARS-RETAIL (LINES 21 THRU 23)	4	80543	5246	1312	1181	16830614	7054301597
25	CONTACT DIVISION							
26	OTHER GM							
27	OTHER							
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	114	1597152	116626	1023	1971	28127216	16170461820
29								
30	G-VAN	10	272315	6649	665	71	1830433	945401332
31	M VANS	5	114030	10424	2085	32	688792	494951547
32	LUMINA A	5	100083	5792	1158	12	237814	155581297
33	TRACKER	20	321935	17060	853	93	1411272	1152211239
34	S10 P/U	17	241821	18533	1090	198	2675084	2669171348
35	S10 BLAZ	9	223773	27610	3068	47	1073437	960112043
36	SUB/VBLA	5	148714	18561	3712	40	1123763	933372333
37	LD 1500	6	112473	3386	564	87	1754496	1364601569
38	LD 25-35	1	17897	653	653	3	70083	25741858
39	MED DUTY							
40								
41	ROCKY							
42	TOTAL NEW TRUCKS-RETAIL (LINES 30 THRU 41)	78	1553041	108668	1393	583	10865174	8701131492
43	CONTACT DIVISION	38	648916	46065	1212	246	3859352	2717621105
44	OTHER GM							
45	OTHER							
46	TOTAL NEW TRUCKS (LINES 43 THRU 45)	38	648916	46065	1212	246	3859352	2717621105
47	CONTACT DIVISION							
48	OTHER GM							
49	OTHER							
50	TOTAL NEW TRUCKS (LINES 46 & 49 THRU 49)	116	2201957	154733	1334	829	14724526	11418751377
51								
52	GM PROT. PLANS							
53	OTHER PLANS	65	50425	25340	390	539	468953	240460446
54	TOTAL NEW PROT. PLANS (LINES 52 & 53)		50425	25340	390		468953	240460446
55								
56	NEW F&I INCORP (PAGE 3 LINE 36)		47442	29797	130		452350	319307114
57								
58	NEW OTH. AUTO	445	4875	-3778	-16		301140	-3778-1
59								
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)	230	3901851	322718	1403	2800	44074185	33149101184

VAR. OPER. CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	446	137	1115479	159747	1166	874	6636037	1114083	1275	1
USED CARS RETAIL-RECOND	447									2
USED CARS WHOLESALE	448	96	305828	-2400	-25	305	991676	-8315	-16	3
ADJ. USED CAR INVENTORY	449									4
TOTAL USED CARS (LINES 446-449)		233	1421307	157347	675	1379	7627713	1105768	802	5
USED TRUCKS RETAIL	450	123	1480172	192892	1548	533	5939524	785518	1474	6
USED TRUCKS RETAIL-RECOND	451							-2520	5	7
USED TRUCKS WHOLESALE	452	33	186160			132	531156	844	6	8
ADJ. USED TRUCK INVENTORY	453							-4000		9
TOTAL USED TRUCKS (LINES 450-453)		156	1666332	192892	1236	665	6470680	787842	1185	10
GM PLANS-PROT.	454				PUS				PUS	11
OTHER PLANS-PROT.	455	118	123505	60454	512	695	696650	333399	480	12
TOTAL PROT. PLANS (LINES 454-455)			123505	60454	155		696650	333399	163	13
USED F&I (PAGE 4, LINE 40)			187550	73847	190		297765	105811	52	14
USED OTHER AUTO	456						33397	3202	2	15
TOTAL USED VEH (LINES 446-456)		389	3298694	484540	1246	2044	15096205	2336022	1143	16
TOTAL NEW & USED (LINES 40 & 45)		619	7200545	807258	3510	4844	59170390	5650932	2018	17
TOT. VAR. (PAGE 4, LINE 14 & 15)			176801	56079	PUS		1299299	397375	PUS	18
TOTAL VARIABLE (LINES 17 & 18)			7377346	863337	8754		60469689	6048307	2160	19
		MONTH				YEAR-TO-DATE				20
FIXED OPERATIONS		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		21
CUSTOMER LABOR-CARS	460	50268	33890	6742		347361	236060	6796		22
CUSTOMER LABOR-TRUCKS	461	18200	11703	6430		158774	104527	6583		23
WARRANTY CLAIM LABOR	462	31529	22338	7085		285905	201151	7036		24
INTERNAL LABOR	463	33054	23412	7083		331444	227912	6876		25
NEW VEHICLE INSPECTION LABOR	464	17184	14516	8447		225351	193080	8568		26
ADJ. COST OF LABOR SALES	465		-5319				-12279			27
SUB TOTAL (LINES 22 THRU 27)		150235	100540	6692		1348835	975009	7229		28
SUBLET REPAIRS	466	6370	1047	1644		47966	7086	1477		29
P & A CUSTOMER CAR R.O.'S	467	55230	15625	2829		361689	89615	2478		30
P & A CUSTOMER TRUCK R.O.'S	468	15285	4895	3202		124117	35952	2897		31
TOTAL MECHANICAL (LINES 28 THRU 31)		227120	122107	5376		1882607	1107662	5884		32
CUSTOMER LABOR-CARS	470	37324	22697	6081		314538	188573	5995		33
CUSTOMER LABOR-TRUCKS	471	14078	8578	6093		127391	76843	6032		34
WARRANTY CLAIM LABOR	472	36960	29757	8051		207053	166687	8050		35
INTERNAL LABOR	473	9734	6239	6409		80680	53309	6607		36
ADJ. COST OF LABOR SALES	475		-5336				-7812			37
SUB TOTAL (LINES 32 THRU 37)		98096	61935	6314		729662	477600	6545		38
SUBLET REPAIRS	476	2527	463	1832		30402	5682	1869		39
P & A CUSTOMER CAR R.O.'S	477	34176	5230	1530		316929	52157	1646		40
P & A CUSTOMER TRUCK R.O.'S	478	11143	1336	1199		118902	20477	1722		41
PART & BODY SHOP MATERIALS	479	20080	11451	5703		136325	55456	4068		42
TOTAL BODY SHOP (LINES 38 THRU 42)		166022	80415	4844		1332220	611372	4589		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		393142	202522	5151		3214827	1719034	5347		44
WARRANTY CLAIMS	480	61416	13131	2138		441159	99428	2254		45
INTERNAL	481	83615	20723	2478		658796	164817	2502		46
COUNTER-RETAIL	482	25577	12382	4841		160358	77209	4815		47
WHOLESALE	483	345707	48266	1396		2993795	432127	1443		48
										49
										50
STOCK ORDER ALLOWANCE	487		35849				262432			51
ADJUSTMENT P & A INVENTORY	488		14048				75390			52
TOTAL P & A (LINES 45 THRU 52)		516315	144399	2797		4254108	1111403	2613		53
TIRES	490									54
GAS, OIL & GREASE	491	5747	936	1629		39141	5811	1485		55
MISCELLANEOUS	492	2484	147	592		22037	3234	1468		56
TOTAL OTHER (LINES 54 THRU 56)		8231	1083	1316		61178	9045	1478		57
TOTAL P & A DEPT. (LINES 53 & 57)		524546	145482	2773		4315286	1120448	2596		58
TOTAL FIXED (LINES 44 & 58)		917688	348004	3792		7530113	2839482	3771		59
TOTAL ALL DEPTS. (LINES 19 & 59)		8295034	211341	1460		67999802	8887789	1307		60

LEAS

LINE	LEASE AND RENTAL OPERATIONS	ACCT	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE		
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE
1	INCOME AND SALES	510	16586	302	128344	2517			
2	COST OF SALES	705							
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16586	302	128344	2517			
4	INTEREST	720	2523	39	13716	269			
5	DEPRECIATION	721	12779	232	83763	1642			
6	INSURANCE	722							
7	LICENSE, TITLE & TAXES	723							
8	MAINTENANCE & REPAIRS	724							
9	SERVICE CHARGES	725			1355	27			
10	GASOLINE	726			2877	56			
11	RENT-SUBLET UNITS	727							
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		14902	271	101711	1994			
13	VARIABLE L & R GROSS PROFIT (LINE 12 MINUS 12)		1684	31	26633	522			
14	INCOME AND SALES	510	132958	475	1011864	3877			
15	COST OF SALES	715							
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		132958	475	1011864	3877			
17	INTEREST	730	18577	66	127303	488			
18	DEPRECIATION	731	87028	311	630607	2416			
19	INSURANCE	732							
20	LICENSE, TITLE & TAXES	733			12425	48			
21	MAINTENANCE & REPAIRS	734							
22	SERVICE CHARGES	735			6364	24			
23	GASOLINE	736							
24	RENT-SUBLET UNITS	737			2722	10			
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		105605	377	779421	2986			
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		27353	98	232443	891			
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		29037	87	259076	830			
28	BEGINNING BALANCE	CT	56	280	EFFECTIVE UNITS				EFFECTIVE UNITS
29	ENDING BALANCE	CT	55	280	51	261			
30									
31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE		
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33	FINANCE INCOME-NEW	806	145	47299	19026	131	922	432158	255776
34	INSURANCE COMMISSIONS EARNED-NEW	807	7	143	143	20	112	20192	20192
35	REPOSESSION LOSSES-NEW	853			(-10628)				(-43339)
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			47442	29797			452350	319307
37	FINANCE INCOME-USED	808	158	85346	73619	466	668	281016	198935
38	INSURANCE COMMISSIONS EARNED-USED	809	18	2204	2204	122	162	16749	16749
39	REPOSESSION LOSSES-USED	854			(1978)				(109873)
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			87550	73847			297765	105811
41	TOTAL F & I INCOME (LINES 36 AND 40)			134992	103644			750115	425118
42									
43	SUPPLEMENTAL INVENTORY ANALYSIS								
44	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN
45		ACCT	GM CONTACT DIVISION	GM-OTHER	OTHER	TOTAL			
46	NEW: DEMOS	230	15			15	234072		
47	CARS		15			15			
48	TRUCKS								
49	NEW CARS	231	160			160	2254991	1525809	
50	NEW TRUCKS	237	255			255	4416179	1260905	
51	OTHER AUTO	238							
52	USED:		TOTAL UNITS	OVERAGE	UNITS	AMOUNT			
53	CARS	240	245	OVER 30 DAYS	108	661317	1401810		
54	TRUCKS	241	175	OVER 60 DAYS	54	502173	1882473		
55	PARTS AND ACCESSORIES		ACCT	GM	OTHER				
56			242				2002782	188566	
57	OTHER INVENTORIES		243, 244, 245, 252 TO 258				15561		
58			TOTALS (LINES 46 THRU 57)				12207868	2975280	

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME CAPITAL LEASES					LINE NO.
P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.			
			208996966								27257		138192		1
			208996966								27257		138192		2
			1151 384												3
			83582786												4
	215	215	62372079												5
			37921264												6
			193 64												7
															8
	215	215	197316577												9
	-215	-215	1168 389								27257		138192		10
															11
															12
															13
															14
															15
			97												16
			836												17
			90												18
															19
			38												20
															21
															22
															23
															24
			1061												25
			-1061												26
	-215	-215	107 36								27257		138192		27
	1		EFFECTIVE UNITS				UNITS SOLD						EFFECTIVE UNITS		28
	1		31												29

DEALERSHIP PERSONNEL COUNT										TOTAL	LINE NO.
POSITION	A	B	C	D	E	F	Z				
OWNERS							2		2		31
SUPERVISORS	10	9	2	1	1	1			24		32
VEHICLE SERVICE & PARTS SALESPEOPLE	40	16	2	5		5			68		33
TECHNICIANS				18	12				30		34
CLERICAL	12	10	1	6	1	1			31		35
OTHERS	11	13		12	3	18			57		36
TOTAL (LINES 33 THRU 38)	73	48	5	42	17	25	2		212		37
TOTAL HIRED Y-T-D	76	53	5	23	5	7			169		38
TOTAL TERMINATED Y-T-D	61	45	5	20	7	9			147		39

DEALERSHIP CUSTOMER RECEIVABLES										TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	LINE NO.
CUSTOMER RECEIVABLES															
210 VEHICLES										127297	127297				40
210 OTHER															41
220 VEHICLES										2601365	2574891	26474			42
220 L & R										298009	189436	76704	14689	17180	43
220 SERVICE & PARTS										733298	648929	39770	26862	17737	44
220 OTHER										308705	274044	10567	7857	16237	45
TOTAL CUSTOMER REC.										4068674	3814597	153515	49408	51154	46
300 A/P DEBIT BAL.															47
340 LESS ALLOW. FOR DOUBTFUL ACCTS										121926					48
NET CUSTOMER REC.										3946748					49
(LINES 45 THRU 50)															50
(LINES 51 & 52 MINUS 53)															51
MEMO ITEMS															52
CASH SALES SERVICE & PARTS										292119		2230090			53
76 INTEREST FLR. PLAN-NEW										17438		223446			54
76 INTEREST-OTHER										21596		123309			55
76 INT. PLAN-NEW PER UNIT										17				24	56

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	LINE NO.
1814216	435	3864782	614892	57
15561	171	2175718	290676	58
9232588	606	6040500	905568	59

OPERATING REPORT

CONTACT		COMPANY DIVISION		OTHER B.K.		TOTAL B.K.		TOTAL		COMPOSITE GROUP	
1	2	3	4	5	6	7	8	9	10	11	12
DEALER NUMBER		1141326		DEALER NAME		R. K. CHEVROLET		ADDRESS		2661 VIRGINIA BEACH BLVD.	
FROM 01 JAN 1994		THRU 31 JUL 1994		CITY & STATE		VIRGINIA BEACH, VA					
ASSETS		AMOUNT		LIABILITIES		AMOUNT					
CASH ON HAND		29739		CASH IN BANK CREDIT BALANCE		202					
CASH IN BANK		-1992677		ACCOUNTS PAYABLE-TRADE CREDITORS		300				1775489	
CONTRACTS IN TRANSIT		2579110		ACCOUNTS RECEIVABLE CREDIT BALANCE		320					
TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)		616172		CUSTOMER DEPOSITS		320					
TOTAL RECEIVABLES (PAGE 4, LINE 54)		5637337		WARRANTY CLAIMS ADVANCE		305				53062	
DEMONSTRATORS (PAGE 4, LINE 46)		201414		NOTES PAYABLE-NEW VEH. & DEMOS		310				13309282	
NEW CARS (PAGE 4, LINE 49)		1345880		NOTES PAYABLE-LEASE & RENTAL UNITS		312				3548423	
NEW TRUCKS (PAGE 4, LINE 50)		2877075		NOTES PAYABLE-OTHER		314				595238	
OTHER AUTOMOTIVE (PAGE 4, LINE 51)		208		★ MEMO: DELAYED PAYMENTS-ACCT. 310							
USED CARS (PAGE 4, LINE 53)		1434853									
USED TRUCKS (PAGE 4, LINE 54)		2083783		INTEREST PAYABLE		320				90942	
PARTS AND ACCESSORIES (PAGE 4, LINE 56)		1768946		SALARIES, WAGES & COMMISSIONS PAYABLE		321				274069	
TIRES		243		INSURANCE PAYABLE		322				15007	
GAS, OIL AND GREASE		244		PAYROLL TAXES PAYABLE		323				38723	
PAINT AND BODY SHOP MATERIALS		245		SALES TAXES PAYABLE		324				200867	
SUBLET REPAIRS		246		OTHER TAXES PAYABLE		325				48127	
WORK IN PROCESS-LABOR		247		INCOME TAXES PAYABLE		327				-37008	
OTHER		252		EMPLOYEE'S BONUSES PAYABLE		328				28598	
MISCELLANEOUS ASSETS RECEIVED IN TRADE		258		OWNERS BONUSES PAYABLE		329					
TOTAL INVENTORIES (LINES 14 THRU 27)		9738912		PENSION FUND PAYABLE		330				45094	
SECURITIES		260		OTHER PAYABLES		331				94199	
FACTORY RECEIVABLES		261		TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)						20080112	
DUE FROM FINANCE COMPANIES		262									
WARRANTY CLAIMS		263		LONG TERM DEBT		334					
INSURANCE COMMISSIONS RECEIVABLE		264		TOTAL (LINES 29 THRU 33)						20080112	
PREPAID EXPENSES, TAXES		270		MORTGAGES PAYABLE-REAL ESTATE		335					
INSURANCE		271								533600	
OTHER		274		TOTAL LIABILITIES (LINES 34 THRU 37)						20613712	
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		17571603		QUALIFIED L.T.D. \$							
★ DRIVER TRAINING VEHICLES		275		DEALER \$		4,802,678					
★ LEASE AND RENTAL UNITS		336		ASSET L42 - L48, L34 - Q4 TO L36 - TOT L40 WD PG. 4, L56)							
★ L&R ACCUMULATED DEPRECIATION		1532715		STANDARD \$		3,244,000					
TOTAL CURRENT AND WORKING ASSETS (LINES 42 THRU 51)		21907510		PROFIT OR LOSS SUMMARY							
ACCOUNT		COST		ACCUMULATED DEPRECIATION							
LAND		280									
BLDGS & IMP		281									
M&S EQUIP		282									
P&A EQUIP		283									
FURN & FIXTURES		284									
COMPANY VEHICLES		285									
LEASE-HOLDS		286									
TOTALS (LINES 45 THRU 52)		2841863		1575960		1265903					
★ MEMO: COMPANY VEHICLES		CARS		TRUCKS							
LIFE INSURANCE-CASH VALUE		291		40739							
NOTES & ACCOUNTS RECEIVABLE-OFFICERS		293									
NOTES & ACCOUNTS RECEIVABLE-OTHER		294		59228							
OTHER INVESTMENTS & MISCELLANEOUS ASSETS		296		261743							
TOTAL OTHER ASSETS (LINES 55 THRU 58)				361710							
TOTAL ASSETS (LINES 42, 53 & 59)				23535123							
TOTAL NET WORTH (LINES 44 THRU 54)				2921411							
TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)				23535123							

Final 6/15

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 3 LINE 60)		4012216		59704768		1
GROSS PROFIT (PAGE 3 LINE 62)		995350	1656	7676444	1286	2
VARIABLE	EXPENSES		PNUS		PNUS	3
	VEHICLE SALESPEOPLE COMPENSATION AND OTHER	37886	841	1095811	426	4
	DELIVERY EXPENSE	4602	28	39447	15	5
	POLICY WORK-VEHICLES	7223	44	74233	29	6
						7
	TOTAL VARIABLE (LINES 4 THRU 7)	149811	913	1209091	470	8
PERSONNEL	SALARIES-OWNERS	23000	38	161000	27	9
	SALARIES-SUPERVISION	155395	258	1073117	180	10
	SALARIES-CLERICAL	41534	69	296393	50	11
	OTHER SALARIES AND WAGES	76654	127	590918	99	12
	ABSENTEE COMPENSATION	4311	7	328616	5	13
	TAXES-PAYROLL	39641	66	324974	54	14
	EMPLOYEE BENEFITS	6199	10	66705	11	15
	PENSION FUNDS	24023	7	23886	4	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	350757	583	2565609	430	17
FIXED OVERHEAD	USED VEHICLE MAINTENANCE EXPENSE					18
	COMPANY VEHICLE EXPENSE	11725	20	65040	11	19
	OFFICE SUPPLIES AND EXPENSES	9295	15	58147	10	20
	OTHER SUPPLIES	18219	30	116593	20	21
	ADVERTISING	113307	188	707554	119	22
	CONTRIBUTIONS	51		690	0	23
	POLICY WORK-PARTS AND SERVICE	4434	7	28881	5	24
	OUTSIDE SERVICES-DATA PROCESSING	19768	33	172381	29	25
	OUTSIDE SERVICES-OTHER	29488	49	215099	36	26
	TRAVEL AND ENTERTAINMENT	6483	11	41282	7	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	2651	4	21741	4	28
	LEGAL AND AUDITING EXPENSE	10190	17	59561	10	29
	TELEPHONE	14047	23	87878	15	30
	TRAINING EXPENSE	14307	24	69308	12	31
	INTEREST-NOTES PAYABLE & OTHER	58005	96	307720	52	32
	MISCELLANEOUS EXPENSE	1471	2	19559	3	33
						34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	313441	521	1972134	330	35
FIXED OVERHEAD	RENT	63315	105	458421	77	36
	AMORTIZATION-LEASEHOLDS	3500	6	25260	4	37
	REPAIRS-REAL ESTATE	19159	32	64200	11	38
	DEPRECIATION-BLDGS & IMPROVEMENTS					39
	TAXES-REAL ESTATE	5000	8	24500	4	40
	INSURANCE-BLDGS & IMPROVEMENTS					41
	INTEREST-MORTGAGES					42
	X SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	90974	151	573081	96	43
	HEAT, LIGHT, POWER, AND WATER	11717	19	86463	14	44
	INSURANCE-OTHER	16438	27	107495	18	45
FIXED OVERHEAD	TAXES-OTHER	4529	8	31029	5	46
	REPAIRS-EQUIPMENT			1652	0	47
	DEPRECIATION-EQUIPMENT	9341	16	70039	12	48
	EQUIPMENT RENTAL	802	1	5749	1	49
	TOTAL FIXED (LINES 43 THRU 49)	133801	223	875508	147	50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		797999	1327	5413051	907	51
TOTAL EXPENSES (LINES 3 & 51)		947810	1576	6622342	1109	52
OPERATING PROFIT OR LOSS (LINE 52 THRU 53)		47540	79	1054102	177	53
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)		166105	276	919450	154	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		213645	355	1973552	331	55
BONUSES-EMPLOYEES						56
BONUSES-OWNERS		10000	17	70000	12	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		203645	339	1903552	319	58
INCOME TAXES		2		-2		59
NET PROFIT OR LOSS AFTER INCOME TAXES		203643	339	1903554	319	60

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 15)	YEAR-TO-DATE (PAGE 3, LINE 15)	MONTH (PAGE 3, LINE 15)	YEAR-TO-DATE (PAGE 3, LINE 15)	MONTH (PAGE 3, LINE 30)	YEAR-TO-DATE (PAGE 3, LINE 30)
1	NET SALES	2705430	40172331	2222867	11797513	163792	1122498	1215859	
2	GROSS PROFIT	241243	2992191	365818	1851483	46414	341296	125409	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMPENSATION AND OTHER	57729	632640	77196	436003	3061	26768		
5	DELIVERY EXPENSE	4292	36697	310	2750				
6	POLICY WORK - VEHICLES	6512	61955	677	12244	34	34		
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	68533	731292	78183	450997	3095	26802		
9	SALARIES-OWNERS					4000	28000		
10	SALARIES-SUPERVISION	44457	412202	52500	289825	12485	99920	12021	
11	SALARIES-CLERICAL	11500	78565	10512	74882	1668	10032	9656	
12	OTHER SALARIES AND WAGES	9980	77998	15051	64770	56	3530	18906	
13	ASSISTANT COMPENSATION	189	1824				60	2932	
14	TAXES-PAYROLL	16159	131532	7722	59358	1504	11735	6624	
15	EMPLOYEE BENEFITS	2055	17451	3123	32425	486	2175	306	
16	PENSION FUND	2199	10310	237	2170	280	1761	805	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	86459	728232	89145	523430	19507	152863	51250	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-461	-6361	3002	15974	96	1550	509	
20	OFFICE SUPPLIES AND EXPENSES	3696	20494	1663	12907	117	2175	972	
21	OTHER SUPPLIES	4140	34400	2979	20108	65	1106	6904	
22	ADVERTISING	48184	289354	42625	269891		304	9348	
23	CONTRIBUTIONS	17	219	14	198	1	9	7	
24	POLICY WORK, PARTS AND SERVICE							2715	
25	OUTSIDE SERVICES - DATA PROCESSING	6274	50957	5441	49156	333	1099	2333	
26	OUTSIDE SERVICES - OTHER	10877	73996	7792	54880	973	10024	4059	
27	TRAVEL AND ENTERTAINMENT	2178	16104	1447	12590	56	1452	1031	
28	MEMBERSHIPS, DUES AND PUBLICATIONS	848	5990	761	6139	51	706	360	
29	LEGAL AND AUDITING EXPENSE	3345	17611	2838	16900	303	2418	1419	
30	TELEPHONE	4537	25786	3778	24432	554	4470	1953	
31	TRAINING EXPENSE	7182	24445	5995	17143	29	224	618	
32	INTEREST NOTES PAYABLE AND OTHER	39477	206008	11598	44938	135	2913	587	
33	MISCELLANEOUS EXPENSE	223	7928	72	1982	5	45	84	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	130517	766931	90005	547238	2718	28495	32899	
36	RENT	20790	137216	17640	130493	1260	8538	8820	
37	AMORTIZATION - LEASEHOLDS	1155	7948	980	7578	70	210	490	
38	REPAIRS - REAL ESTATE	7023	18481	2720	14006	194	394	2374	
39	DEPRECIATION - BLDGS. & IMPROVEMENTS								
40	TAXES - REAL ESTATE	1650	7621	1400	7092	100	258	700	
41	INSURANCE - BLDGS. & IMPROVEMENTS								
42	INTEREST - MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	30618	171266	22740	159169	1624	9400	12384	
44	HEAT, LIGHT, POWER AND WATER	3867	26031	3281	24828	234	2306	1640	
45	INSURANCE - OTHER	7650	53946	4743	27429	207	802	1452	
46	TAXES - OTHER	1831	12359	672	4911	1138	7159	336	
47	REPAIRS - EQUIPMENT								
48	DEPRECIATION - EQUIPMENT	1524	13452	3267	23801	233	699	1633	
49	EQUIPMENT RENTAL	778	5443	24	24				
50	TOTAL FIXED (LINES 43 THRU 49)	46268	282497	34727	240162	3436	20366	17445	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	263244	1777660	213877	1310830	25661	201724	101594	
52	TOTAL EXPENSES (LINES 8 & 51)	331777	2508952	292060	1761827	28756	228526	101594	
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	-90534	483239	73758	89656	17658	112770	23815	
54	PRORATION OF G & A	6650	46550	5320	37240			2660	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-97184	436689	68438	52416	17658	112770	21155	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	4666	50874		953	8170	66011	
58	OTHER INCOME	905	189060	1099337		955	19451	164750	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 52 THRU 55)						166105	919450	

DEPARTMENT		E - BODY SHOP DEPARTMENT		F - PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.					
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE							
1655487	158409	1166199	545859	3790740				1					
985554	69848	530958	146618	974960				2					
								3					
								4					
								5					
								6					
								7					
								8					
					19000	133000		9					
83910	10663	83215	23269	104045				10					
69091	4113	32104	4085	31719				11					
156123	2797	131964	29864	256533				12					
17810	532	5618	738	4954				13					
59641	3306	30494	4324	32214				14					
4594	81	5532	1282	18876				15					
6366	229	1498	273	1781				16					
397537	21559	190425	63837	440122	19000	133000		17					
								18					
6372	91	1271	8488	46234				19					
7758	506	3797	2341	11016				20					
31526	3079	18507	1052	10946				21					
63796	1853	14872	11297	69337				22					
102	4	88	8	74				23					
14278	1620	13124	99	1479				24					
23518	2493	20545	2894	27106				25					
32401	2249	19408	3538	24390				26					
4703	769	2465	1002	4668				27					
3163	386	2371	245	3372				28					
8976	1474	6404	811	7252				29					
12678	2016	10097	1209	10415				30					
15825	249	6737	234	4934				31					
3761	629	2895	5579	47205				32					
1613	76	90	1163	8081				33					
								34					
230470	17342	122491	39960	276509				35					
69295	5040	46822	9765	66057				36					
3944	280	2631	525	3649				37					
6480	2969	13875	3879	10964				38					
								39					
3662	400	2395	750	3472				40					
								41					
								42					
83381	8689	65723	14919	84142				43					
13026	937	8528	1758	11744				44					
10197	830	6146	1556	8975				45					
2544	192	1704	360	2352				46					
1568		84						47					
12367	934	7470	1750	12250				48					
				282				49					
123083	11582	89655	20343	119745				50					
751090	50483	402571	124140	836376	19000	133000		51					
751090	50483	402571	124140	836376	19000	133000		52					
234466	19365	128387	22478	138584				53					
18620	1520	10640	2850	19950				54					
215846	17845	117747	19628	118634				55					
REPAIR ORDERS RECEIVED					MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE			
MECHANICAL-CARS					658	4461	BODY SHOP-TRUCKS					29	299
MECHANICAL-TRUCKS					210	1549	INTERNAL					1031	10008
BODY SHOP-CARS					93	689	WARRANTY CLAIM					636	5059
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)												2657	22065

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR					117165		120372407	
2	LUMINA	2	35984	2108	1054	17	287076	18951111	
3	CELE/MC								
4	BERETTA	1	14017	1333	1333	16	233752	184971167	
5	CORSICA	3	44076	5860	1953	23	336469	320931395	
6	CAMARO	9	165843	13300	1478	78	1520320	1149131478	
7	CAVALIER	23	280418	30957	1346	177	2145614	1971651111	
8	CORVETTE	4	210968	8821	1470	32	1183638	832322601	
9	PRIZM/NO	9	125181	9648	1072	68	918760	706731031	
10	G SPECTR					10	135333	124241212	
11	GEO METR	15	141494	14808	987	122	1124011	114170936	
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	YUBARU	10	129430	10170	1017	134	1775852	125880939	
19									
20	TOTAL NEW CARS-RETAL (LINES 1-19)	78	1147413	97005	1244	680	9779990	8002351177	
21	CONTACT DIVISION	30	439197	37238	1241	1177	16750071	700184595	
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	30	439197	37238	1241	1177	16750071	700184595	
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20-27)	108	1586610	134243	1243	1857	26530061	1500419808	
29									
30	G-VAN	4	158129	11195	1864	61	1558118	878911441	
31	M VANS	3	66863	3202	1067	27	574762	390721447	
32	LUMINA A	1	18500	1056	1056	7	137731	97661395	
33	TRACKER	4	75465	8379	2095	73	1089337	981611345	
34	S10 P/U	18	229825	15658	870	181	2433263	2483851372	
35	S10 BLAZ	3	74494	8203	2734	38	1849634	684011800	
36	SUB/VBLA	2	62455	9555	4778	35	975049	747762136	
37	LD 1500	8	166992	4311	539	81	1642022	1330741643	
38	LD 25-35					2	52186	1921961	
39	MED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RET (LINES 40-41)	45	852723	61559	1368	505	9312132	7614471508	
43	CONTACT DIVISION	11	162265	9004	819	208	3210436	2256961085	
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	11	162265	9004	819	208	3210436	2256961085	
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 42-49)	56	1014988	70563	1260	713	12522568	9871431384	
51									
52	GM PROT. PLANS								
53	OTHER PLANS	64	50155	27366	428	474	418528	215119454	
54	TOTAL PROT. PLANS (LINES 52 & 53)		50155	27366	428		418528	215119454	
55									
56	NEW F & I INCOME (PAGE 2 LINE 36)		24356	9071	55		404908	289510113	
57									
58	NEW OTH. AUTO		29321				296266		
59									
60	TOTAL NEW VEHICLE (LINES 28, 50, 53, 56 & 58)	164	2705430	241243	1471	2570	40172331	2992191164	

VAR OPER CONTINUED	ACCT	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	410	113	916194	147185	1303	737	5520558	954836	1295	1
USED CARS RETAIL-RECOND.	411									2
USED CARS WHOLESALE	412	71	78214	-1775	-25	409	685848	-5915	-14	3
ADJ-USED CAR INVENTORY	413									4
TOTAL USED CARS (LINES 1-413)		184	994408	145410	790	1146	6206406	948421	828	5
USED TRUCKS RETAIL	450	86	1052485	143389	1667	410	4459352	592626	1445	6
USED TRUCKS RETAIL-RECOND.	451			-2520	29			-2520	6	7
USED TRUCKS WHOLESALE	452	17	29410	-425	-25	99	344896	844	9	8
ADJ-USED TRUCK INVENTORY	453			4000				4000		9
TOTAL USED TRUCKS (LINES 450-453)		103	1081895	144444	1402	509	4804348	594950	1169	10
GM PLANS-PROT.	454				PUS				PUS	11
OTHER PROT. PLANS	455	107	111460	62099	580	577	573146	272944	473	12
TOTAL PROT. PLANS (LINES 454-455)			111460	62099	216		573146	272944	165	13
USED P & I INCOME (PAGE 40)			34530	13382	47		210216	31966	19	14
USED OTHER AUTO	456		574	483	2		3397	3202	2	15
TOTAL USED VEH (LINES 1-456)		287	2222867	365818	1275	1655	11797513	1851483	1119	16
TOTAL NEW & USED (LINES 60 & 16)		451	4928297	607061	3702	4225	51969844	4843674	1885	17
TOT VAR- (PAGE 4) (LINES 1-456)			163792	46414	PNUS		1122498	341296	PNUS	18
TOTAL VARIABLE (LINES 1-456)			5092089	653475	3985		53092342	5184970	2017	19
FIXED OPERATIONS	ACCT	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	47275	32291	6830		297093	202171	6805		22
CUSTOMER LABOR-TRUCKS	461	20731	13545	6534		140573	92823	6603		23
WARRANTY CLAIM LABOR	462	28264	19259	6814		254376	178813	7029		24
INTERNAL LABOR	463	30307	20928	6905		298390	204500	6853		25
NEW VEHICLE INSPECTION LABOR	464	18156	15546	8562		208167	178564	8578		26
ADJ-COST OF LABOR SALES	665		4429				17598			27
SUB TOTAL (LINES 22-27)		144733	105998	7324		1198599	874469	7296		28
SUBLET REPAIRS	466	6238	865	1387		41596	6039	1452		29
P & A CUSTOMER CAR R.O.'S	467	49068	13769	2806		306459	73990	2414		30
P & A CUSTOMER TRUCK R.O.'S	468	15820	4777	3020		108833	31058	2854		31
TOTAL MECHANICAL (LINES 28-31)		215859	125409	5810		1655487	985556	5953		32
CUSTOMER LABOR-CARS	470	38609	23284	6031		277215	165876	5984		33
CUSTOMER LABOR-TRUCKS	471	15599	9193	5893		113313	68265	6024		34
WARRANTY CLAIM LABOR	472	23297	18746	8047		170094	136931	8050		35
INTERNAL LABOR	473	7456	4646	6231		70946	47070	6635		36
ADJ-COST OF LABOR SALES	675		451				-2476			37
SUB TOTAL (LINES 32-37)		84961	56320	6629		631568	415666	6581		38
SUBLET REPAIRS	476	3391	638	1881		27875	5219	1872		39
P & A CUSTOMER CAR R.O.'S	477	40158	5536	1379		282752	46927	1660		40
P & A CUSTOMER TRUCK R.O.'S	478	15016	2920	1945		107759	19141	1776		41
PAINT & BODY SHOP MATERIALS	479	14883	4434	2979		116245	44005	3786		42
TOTAL BODY SHOP (LINES 38-42)		158409	69848	4409		1166199	530958	4553		43
TOTAL SERVICE DEPT. (LINES 32-43)		374268	195257	5217		2821686	1516514	5374		44
WARRANTY CLAIMS	480	54816	13397	2444		379743	86297	2273		45
INTERNAL	481	87069	21653	2487		575181	144094	2505		46
COUNTER-RETAIL	482	19023	9221	4847		134781	64826	4810		47
WHOLESALE	483	376973	51576	1368		2648088	383859	1450		48
										49
										50
STOCK ORDER ALLOWANCE	687		36082				226582			51
ADJUSTMENT P & A INVENTORY	688		13820				61341			52
TOTAL P & A (LINES 45-52)		537881	145749	2710		3737793	966999	2587		53
TIRES	490									54
GAS, OIL & GREASE	491	4852	848	1748		33394	4875	1460		55
MISCELLANEOUS	492	3126	21	67		19553	3086	1578		56
TOTAL OTHER (LINES 54-56)		7978	869	1089		52947	7961	1504		57
TOTAL P & A DEPT. (LINES 53-57)		545859	146618	2686		3790740	974960	2572		58
TOTAL FIXED (LINES 58-59)		920127	341875	3716		6612426	2491474	3768		59
TOTAL ALL DEPTS. (LINES 19-59)		6012216	995350	1656		59704768	7676444	1283		60

LEASE

LINE	LEASE AND RENTAL OPERATIONS	A C T C O T	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	F
1	INCOME AND SALES	689	16935	302	111758	2235				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16935	302	111758	2235				
4	INTEREST	720	2013	36	11593	232				
5	DEPRECIATION	721	11119	199	70984	1420				
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725			1355	27				
10	GASOLINE	726			2877	58				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		13132	235	86809	1736				
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		3803	68	24949	499				
14	INCOME AND SALES	710	138940	496	878906	3407				
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		138940	496	878906	3407				
17	INTEREST	730	18039	64	108726	421				
18	DEPRECIATION	731	85992	307	543579	2107				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733			12425	48				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735			6364	25				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737			2722	11				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		104031	372	673816	2612				
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		34909	125	205090	795				
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		38712	115	230039	747				
28	BEGINNING BALANCE	C/T	54	272	EFFECTIVE UNITS				EFFECTIVE UNITS	
29	ENDING BALANCE	C/T	56	280	50	258				

LINE	FINANCE AND INSURANCE ACTIVITY	A C T C O T	MONTH				YEAR - TO - DATE		
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33	FINANCE INCOME-NEW	806	78	22624	-1082	-14	777	384859	236750
34	INSURANCE COMMISSIONS EARNED-NEW	807	9	1732	1732	192	105	20049	20049
35	REPOSESSION LOSSES-NEW	853			(-842)				(-3271)
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			24356	9071			404908	289510
37	FINANCE INCOME-USED	808	110	32470	24804	225	510	195670	125317
38	INSURANCE COMMISSIONS EARNED-USED	809	13	2060	2060	158	144	14546	14546
39	REPOSESSION LOSSES-USED	854			(13482)				(107897)
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			34530	13382			210216	31966
41	TOTAL F & I INCOME (LINES 36 AND 40)			58886	22453			615124	321476

SUPPLEMENTAL INVENTORY ANALYSIS									
INVENTORIES	ACCT	GM	UNITS			INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN		
			CONTACT DIVISION	GM-OTHER	OTHER	TOTAL			
NEW: DEMOS	230		13			13	201414		
CARS			13			13			
TRUCKS									
NEW CARS	231		219			219	2871689	1525809	
NEW TRUCKS	237		228			228	4137980	1260905	
OTHER AUTO	238								
USED:			TOTAL UNITS	OVERAGE	UNITS	AMOUNT			
CARS	240		262	OVER 30 DAYS	137	923797	1434853		
TRUCKS	241		228	OVER 60 DAYS	28	256036	2083783		
			ACCT	GM	OTHER				
PARTS AND ACCESSORIES			242				1957512	188566	
OTHER INVENTORIES			243, 244, 245, 252 TO 258				14655		
TOTALS (LINES 46 THRU 57)							12701886	2875280	

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L I N E
P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
			208996966						7917		110935		1
													2
			208996966						7917		110935		3
			1151 384										4
			83582786										5
	215	215	60222007										6
													7
			37921264										8
													9
			193 64										10
													11
	215	215	195166505										12
	-215	-215	1383 461						7917		110935		13
													14
													15
			97										16
			836										17
			90										18
													19
			38										20
													21
													22
													23
			1061										24
			-1061										25
	-215	-215	322 107						7917		110935		26
													27
	1		EFFECTIVE UNITS				UNITS SOLD					EFFECTIVE UNITS	28
	1		3										29

PER CONTRACT
305
191
246
101

DEalersHIP PERSONNEL COUNT									L I N E
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	31
SUPERVISORS	10	9	2	1	1	1		24	32
VEHICLE SERVICE & PARTS SALESPERSONS	40	16	2	5		5		68	33
TECHNICIANS				18	12			30	34
CLERICAL	12	10	1	6	1	1		31	35
OTHERS	11	13		12	3	18		57	36
TOTAL (LINES 33 THRU 36)	73	48	5	42	17	25	2	212	37
TOTAL HIRED Y-T-D	76	53	5	23	5	7		169	38
TOTAL TERMINATED Y-T-D	61	45	5	20	7	9		147	39

INVENTORY AMOUNT
201414
1345880
2877075
1434853
2083783

DEalersHIP CUSTOMER RECEIVABLES							L I N E
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES	141633	141633					44
210 OTHER							45
220 VEHICLES	4167782	4129539	29443	7500	1300		46
220 L & R	331748	203736	75505	35013	17494		47
220 SERVICE & PARTS	798550	648330	101883	22632	25705		48
220 OTHER	315547	285465	5998	8635	15449		49
TOTAL CUSTOMER REC.	5755260	5408703	212829	73780	59948		50
300 AP DEBIT BAL.							51
340 LESS ALLOW. FOR DOUBTFUL ACCTS	117923						52
NET CUSTOMER REC.	5637337						53

MEMO ITEMS				MONTH	YEAR TO DATE	L I N E
CASH SALES SERVICE & PARTS						
78 INTEREST FLR PLAN-NEW				284160	1937971	54
78 INTEREST-OTHER				39477	206008	55
78 INT FLR PLAN NEW PER UNIT				18528	101713	56
				38	25	57

OPERATING REPORT

LINE NO.	CONTACT	CONTACT DIVISION	OTHER BAL	TOTAL ON	COMPOSITE GROUP
1	2	3	4	5	6
2	DEALER NUMBER				
3	1141326				
4	FROM 01 JAN 1994	DEALER NAME R. K. CHEVROLET			
5	THRU 30 JUN 1994	ADDRESS 2661 VIRGINIA BEACH BLVD.			
		CITY & STATE VIRGINIA BEACH, VA			
6	ASSETS		ACCT NO.	AMOUNT	LIABILITIES
7	CASH ON HAND	201	29025	CASH IN BANK CREDIT BALANCE	202
8	CASH IN BANK	202	-1241489	ACCOUNTS PAYABLE-TRADE CREDITORS	300
9	CONTRACTS IN TRANSIT	205	1991966	ACCOUNTS RECEIVABLE CREDIT BALANCE	220
10	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)		779502	CUSTOMER DEPOSITS	220
11				WARRANTY CLAIMS ADVANCE	305
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	6609216	NOTES PAYABLE-NEW VEH. & DEMOS	310
13				NOTES PAYABLE-LEASE & RENTAL UNITS	312
14	DEMONSTRATORS (PAGE 4, LINE 40)	230	194319	NOTES PAYABLE-OTHER	314
15	NEW CARS (PAGE 4, LINE 40)	231	1641638	★ MEMO: DELAYED PAYMENTS-ACCT. 310	
16	NEW TRUCKS (PAGE 4, LINE 50)	237	2422295		
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238		INTEREST PAYABLE	320
18	USED CARS (PAGE 4, LINE 53)	240	1516402	SALARIES, WAGES & COMMISSIONS PAYABLE	321
19	USED TRUCKS (PAGE 4, LINE 54)	241	1547829	INSURANCE PAYABLE	322
20	PARTS AND ACCESSORIES (PAGE 4, LINE 50)	242	1735558	PAYROLL TAXES PAYABLE	323
21	TIRES	243		SALES TAXES PAYABLE	324
22	GAS, OIL AND GREASE	244		OTHER TAXES PAYABLE	325
23	PAINT AND BODY SHOP MATERIALS	245	9903	INCOME TAXES PAYABLE	327
24	SUBLET REPAIRS	246	742	EMPLOYEE'S BONUSES PAYABLE	328
25	WORK IN PROCESS-LABOR	247	11953	OWNER'S BONUSES PAYABLE	329
26	OTHER	252		PENSION FUND PAYABLE	330
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	4350	OTHER PAYABLES	331
28	TOTAL INVENTORIES (LINES 14 THRU 27)		9084989		
29				TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)	20717
30	SECURITIES	260	128465		
31	FACTORY RECEIVABLES	261	260209	LONG TERM DEBT	334
32	DUE FROM FINANCE COMPANIES	262	543872		
33	WARRANTY CLAIMS	263	75588	TOTAL (LINES 29 THRU 33)	20717
34	INSURANCE COMMISSIONS RECEIVABLE	264	-13695		
35	PREPAID EXPENSES: TAXES	270	430297	MORTGAGES PAYABLE-REAL ESTATE	335
36	INSURANCE	271	32935		
37	OTHER	274	128389		
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		18059767	TOTAL LIABILITIES (LINES 34 THRU 37)	21250
39	★ DRIVER TRAINING VEHICLES	275		QUALIFIED L.T.D. \$	
40	★ LEASE AND RENTAL UNITS	326	4179012	DEALER \$	4,496,685
41	★ L & R ACCUMULATED DEPRECIATION		1470658	(ASSET L42 - LIAB. L34 - QLT0 L30 - TOT LIFO WD PG 4 L56)	
42	TOTAL CURRENT AND WORKING ASSETS (LINES 39 THRU 41)		22238779	STANDARD \$	3,244,000
43				PROFIT OR LOSS SUMMARY	
44	ACCOUNT	USE COST	ACCUMULATED DEPRECIATION	NEW UNITS	PROFIT OR LOSS
45	LAND	280		318	282113
46	BUILDINGS & IMP.	281		480	161672
47	M & B EQUIP.	282	308267	461	416170
48	P & A EQUIP.	283	58136	387	165827
49	FURN. & FIXTURES	284	563206	442	401194
50	COMPANY VEHICLES	285	178897	318	272935
51	LEASE-HOLDS	286	1713157		
52					
53	TOTALS (LINES 45 THRU 52)		2821663		
54	★ MEMO: COMPANY CARS TRUCKS				
55	LIFE INSURANCE-CASH VALUE	291	40739		
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293			
57	NOTES & ACCOUNTS RECEIVABLE-OTHER	294	162446		
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS	296	265910		
59	TOTAL OTHER ASSETS (LINES 55 THRU 58)		469095	YEAR-TO-DATE NET PROFIT OR LOSS	1699
60	TOTAL ASSETS (LINES 42, 53 & 59)		23968744	TOTAL NET WORTH (LINES 44 THRU 59)	2717
				TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)	23968

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 1, LINE 60)		8340006		53692550		1
GROSS PROFIT (PAGE 1, LINE 62)		1157996	385	6681095	244	2
VARIABLE	EXPENSES					3
	VEHICLE SALESPEOPLE COMPENSATION AND OTHER	11	168726	531	957425	398
	DELIVERY EXPENSE	13	4744	15	34845	14
	POLICY WORK-VEHICLES	15	14626	46	87010	28
						7
	TOTAL VARIABLE (LINES 4 THRU 7)		188096	591	1059280	440
PERSONNEL	SALARIES-OWNERS	20	22900	27	138000	26
	SALARIES-SUPERVISION	21	147163	176	917723	171
	SALARIES-CLERICAL	22	47921	57	254860	47
	OTHER SALARIES AND WAGES	23	88856	106	514263	96
	ABSENTEE COMPENSATION	24	7409	9	24305	5
	TAXES-PAYROLL	25	56664	68	285833	53
	EMPLOYEE BENEFITS	27	10852	13	60504	11
	PENSION FUNDS	29	3918	5	19862	4
	TOTAL PERSONNEL (LINES 8 THRU 16)		385683	461	2214850	413
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33				18
	COMPANY VEHICLE EXPENSE	51	10373	12	53816	10
	OFFICE SUPPLIES AND EXPENSES	60	6273	8	48851	9
	OTHER SUPPLIES	61	18333	22	98872	18
	ADVERTISING	65	109209	131	594246	111
	CONTRIBUTIONS	68	264	0	639	0
	POLICY WORK-PARTS AND SERVICE	67	4018	5	24447	5
	OUTSIDE SERVICES-DATA PROCESSING	68	23875	29	152614	28
	OUTSIDE SERVICES-OTHER	69	34441	41	185611	35
	TRAVEL AND ENTERTAINMENT	70	6031	7	35500	7
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	3409	4	19090	4
	LEGAL AND AUDITING EXPENSE	72	9988	12	49371	9
	TELEPHONE	74	11669	14	73830	14
	TRAINING EXPENSE	75	8150	10	55001	10
	INTEREST-NOTES PAYABLE & OTHER	76	55652	67	249716	47
	MISCELLANEOUS EXPENSE	77	1825	2	18086	3
						34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		303510	363	1658690	309
FIXED	RENT	80	64189	77	395106	74
	AMORTIZATION-LEASEHOLDS	81	3500	4	22460	4
	REPAIRS-REAL ESTATE	82	13178	16	45042	8
	DEPRECIATION-BLDGS & IMPROVEMENTS	83				39
	TAXES-REAL ESTATE	84	5000	6	19500	4
	INSURANCE-BLDGS & IMPROVEMENTS	85				41
	INTEREST-MORTGAGES	86				42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		85867	103	482108	90
	HEAT, LIGHT, POWER, AND WATER	87	10477	13	74745	14
	INSURANCE-OTHER	88	34490	41	91058	17
FIXED	TAXES-OTHER	89	4946	6	26500	5
	REPAIRS-EQUIPMENT	90			1652	0
	DEPRECIATION-EQUIPMENT	91	9341	11	60698	11
	EQUIPMENT RENTAL	92	778	1	4947	1
	TOTAL FIXED (LINES 43 THRU 49)		145899	175	741708	138
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			835092	999	4615248	860
TOTAL EXPENSES (LINES 8 & 51)			1023188	1224	5674528	1057
OPERATING PROFIT OR LOSS (LINE 2, LINE 52)			134808	161	1006567	187
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 66)			148137	177	753345	140
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			282945	338	1759912	328
BONUSES-EMPLOYEES		97				56
BONUSES-OWNERS		98	10000	12	60000	11
NET PROFIT OR LOSS BEFORE INCOME TAXES			272945	326	1699912	317
INCOME TAXES		99	10		1	59
NET PROFIT OR LOSS AFTER INCOME TAXES			272935	326	1699911	317

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
		MONTH (PAGE 3, LINE 69)	YEAR-TO-DATE (PAGE 3, LINE 69)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	5119058	37466900	2110075	9574644	164439	958706	231135	
2	GROSS PROFIT	375308	2750949	365178	1485664	54029	294880	131419	
3	EXPENSES								
4	VEHICLE SALESPERSON - COMPENSATION AND OTHER	90049	574910	73524	358808	5153	23707		
5	DELIVERY EXPENSE	4224	32405	518	2440				
6	POLICY WORK - VEHICLES	12785	55443	1841	11567				
7									
8	TOTAL VARIABLE (LINES 4 THRU 6)	107060	662758	75883	372815	5153	23707		
9	SALARIES-OWNERS	100				4000	24000		
10	SALARIES-SUPERVISION	53190	367745	42720	237325	12525	87435	12921	
11	SALARIES-CLERICAL	13358	67065	12092	64370	1715	8364	11937	
12	OTHER SALARIES AND WAGES	10621	68018	10670	49719	68	3474	19429	
13	ABSENTEE COMPENSATION	65	65				60	5251	
14	TAXES-PAYROLL	28328	115373	8703	51636	1646	10231	8504	
15	EMPLOYEE BENEFITS	2636	15396	6000	29302	-306	1690	412	
16	PENSION FUND	1950	8111	212	1933	263	1480	924	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	110048	641773	80397	434285	19911	133354	59378	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	88	-5900	2578	12972	675	1454	570	
20	OFFICE SUPPLIES AND EXPENSES	1948	16798	1640	11244	92	2058	1171	
21	OTHER SUPPLIES	7532	30259	2948	17129	110	1041	4495	
22	ADVERTISING	44182	241170	41702	227266	54	304	11257	
23	CONTRIBUTIONS	87	202	74	184	5	8	37	
24	POLICY WORK - PARTS AND SERVICE							1876	
25	OUTSIDE SERVICES - DATA PROCESSING	8185	44684	7111	43715	429	766	3006	
26	OUTSIDE SERVICES - OTHER	12712	63363	8475	46843	1861	9051	4821	
27	TRAVEL AND ENTERTAINMENT	3011	13925	1934	11144	146	1396	521	
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	1014	5142	860	5378	61	654	514	
29	LEGAL AND AUDITING EXPENSE	3296	14266	2797	14062	200	2116	1398	
30	TELEPHONE	3673	21249	3116	20654	528	3916	1558	
31	TRAINING EXPENSE	2781	17263	1809	11148	2	196	2818	
32	INTEREST - NOTES PAYABLE AND OTHER	41626	166531	7986	33340	874	2778	597	
33	MISCELLANEOUS EXPENSE	942	7705	549	1910	39	40	308	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	131077	636657	83579	456989	5076	25778	34947	
36	RENT	21405	116426	17629	112853	1258	7278	8645	
37	AMORTIZATION - LEASEHOLDS	1155	6793	980	6598	70	140	490	
38	REPAIRS - REAL ESTATE	3300	11458	2800	11287	200	200	1400	
39	DEPRECIATION - BLDGS. & IMPROVEMENTS								
40	TAXES - REAL ESTATE	1650	5971	1400	5692	100	158	700	
41	INSURANCE - BLDGS. & IMPROVEMENTS								
42	INTEREST - MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	27510	140648	22809	136430	1628	7776	11235	
44	HEAT, LIGHT, POWER AND WATER	3457	22164	2933	21547	210	2071	1467	
45	INSURANCE - OTHER	13661	46296	9569	22687	577	595	4042	
46	TAXES - OTHER	879	10529	672	4239	2507	6020	336	
47	REPAIRS - EQUIPMENT								
48	DEPRECIATION - EQUIPMENT	1524	11928	3267	20534	233	466	1633	
49	EQUIPMENT RENTAL	778	4665						
50	TOTAL FIXED (LINES 43 THRU 49)	47809	236230	39250	205437	5155	16928	18713	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	288934	1514660	203226	1096711	30142	176060	113038	
52	TOTAL EXPENSES (LINES 8 & 51)	395994	2177418	279109	1469526	35295	199767	113038	
53	DEPT PROFIT OR LOSS (LINES 2 MINUS 52)	-20686	573531	86069	16138	18734	95113	18381	
54	PRORATION OF G & A	6650	39900	5320	31920			2660	
55	DEPT PROFIT OR LOSS AFTER PRORATION	-27336	533631	80749	15782	18734	95113	15721	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	5326	46208	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	953	15925	57040	
58	OTHER INCOME	905	179862	910277	OTHER DEDUCTIONS	955	21126	145300	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 56 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 57 THRU 59)						148137	753345	

U-DEPARTMENT		E-BODY SHOP DEPARTMENT		F-PARTS AND ACCESSORIES DEPARTMENT		Z-GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 28)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
1439628	178068	1007090	557231	3244882				1
860147	80834	461111	151228	828344				2
								3
								4
								5
								6
								7
								8
					19000	114000		9
71889	11561	72552	14246	80777				10
59435	5210	27992	3509	27534				11
137217	4153	29166	43915	226669				12
14878	845	5086	1248	4216				13
53017	4826	27188	4657	27888				14
4290	1634	5513	476	7593				15
5561	273	1269	296	1508				16
346287	28502	168866	68447	376285	19000	114000		17
								18
5864	136	1180	6326	37746				19
6786	385	3291	1037	8674				20
24622	2299	15427	949	9894				21
54448	1802	13019	10212	58039				22
95	40	84	21	66				23
11563	2069	11504	73	1380				24
21185	1923	18052	3221	24212				25
28342	3744	17160	2828	20852				26
3672	112	1697	307	3666				27
2803	544	1986	416	3127				28
7557	1498	4929	799	6441				29
10724	1669	8081	1125	9206				30
15207	261	6487	479	4700				31
3175	639	2266	3930	41626				32
1528	90	14	-103	6917				33
								34
197571	17211	105149	31620	236546				35
60475	9372	41782	5880	56292				36
3454	280	2351	525	3124				37
4106	4328	10906	1150	7085				38
								39
2962	400	1995	750	2722				40
								41
								42
70997	14380	57034	8305	69223				43
11386	885	7591	1525	9986				44
8745	2310	5316	4831	7419				45
2208	192	1512	360	1992				46
1568		84						47
10734	934	6536	1750	10500				48
				282				49
105638	18701	78073	16271	99402				50
649496	64414	352088	116338	712233	19000	114000		51
649496	64414	352088	116338	712233	19000	114000		52
210651	16420	109023	34890	116111				53
15960	1520	9120	2850	17100				54
194691	14900	99903	32040	99011				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		612	3803	BODY SHOP-TRUCKS		41	270	57
MECHANICAL-TRUCKS		213	1339	INTERNAL		1337	8977	58
BODY SHOP-CARS		92	596	WARRANTY CLAIM		685	4423	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)			195			2980	19408	60

DEPARTMENTAL SALES AND GROSS PROFIT

LINE NO.	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE		
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT
1	REGULAR					5	117165	12037
2	LUMINA	2	35196	20831042		15	251092	16843
3	CELE/MC							
4	BERETTA	2	29778	35771789		15	219735	17364
5	CORSICA	8	115599	87601095		20	292393	26233
6	CANARO	12	232852	179041492		39	1354477	101613
7	CAVALIER	14	199638	186081163		154	1865194	166208
8	CORVETTE	4	137327	55111378		24	972670	744112
9	PRIZM/NO	10	141755	109501095		57	791579	61024
10	G SPECTR	2	28972	19991000		10	139333	12424
11	GEO METR	9	90606	91541017		107	982515	99362
12								
13								
14								
15								
16	PEUGEOT							
17	CHARADE							
18	SUBARU	5	67895	4918 984		124	1646423	115710
19								
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)	70	1079618	834641192		602	8632578	7032311
21	CONTACT DIVISION	154	2218208	108472 695		1147	16310874	662946
22	OTHER GM							
23	OTHER							
24	TOTAL NEW CARS-RETAIL (LINES 21 THRU 23)	154	2218208	108472 695		1147	16310874	662946
25	CONTACT DIVISION							
26	OTHER GM							
27	OTHER							
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	224	3297826	191936 849		1749	24943452	1366177
29								
30	G-VAN	4	170873	93891565		55	1399988	7669613
31	M VANS	4	84660	45841146		24	507899	3587014
32	LUMINA A	3	59812	43671456		4	119231	871014
33	TRACKER	7	109536	114221632		69	1013872	8978213
34	S10 P/U	29	398609	466841610		163	2203438	23272614
35	S10 BLAZ	3	66815	33541118		35	775171	6019817
36	SUB/VBLA	2	69050	99514974		33	912594	6522119
37	LD 1500	8	172750	172712159		73	1475030	12876317
38	LD 25-35					2	52186	1921 9
39	MED DUTY							
40								
41	ROCKY							
42	TOTAL NEW TRUCKS-RETAIL (LINES 30 THRU 41)	62	1132105	1070241724		460	8459409	69988715
43	CONTACT DIVISION	30	535024	421341404		197	3048171	21669211
44	OTHER GM							
45	OTHER							
46	TOTAL TRUCKS (LINES 42 THRU 45)	30	535024	421341404		197	3048171	21669211
47	CONTACT DIVISION							
48	OTHER GM							
49	OTHER							
50	TOTAL NEW TRUCKS (LINES 46 THRU 49)	92	1667129	1491581621		657	11507580	91657913
51								
52	GM PROT. PLANS							
53	OTHER PLANS	58	50361	28211 486		410	368372	187754
54	TOTAL PROT PLANS (LINES 52 & 53)		50361	28211			368372	187754
55								
56	NEW F&I INCOME (PAGE 3 LINE 35)		26951	6003 19			380551	280439
57								
58	NEW OTH. AUTO		76791				266945	
59								
60	TOTAL NEW VEHICLE (LINES 20, 50 & 58 & 59)	318	5119058	3753081180		2408	37466900	275094911

VAR. OPER. CONTINUED	MONTH.	YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	102	836144	144074	1412	624	1
USED CARS RETAIL-RECOND.						2
USED CARS WHOLESALE	63	77604	-1512	-24	338	3
ADJ. USED CAR INVENTORY						4
TOTAL USED CARS (LINES 1 THRU 4)	165	913748	142562	864	962	5
USED TRUCKS RETAIL	84	971770	132357	1576	324	6
USED TRUCKS RETAIL-RECOND.						7
USED TRUCKS WHOLESALE	13	60689	-325	-25	82	8
ADJ. USED TRUCK INVENTORY						9
TOTAL USED TRUCKS (LINES 6 THRU 9)	97	1032459	132032	1361	406	10
GM PLANS-PROT.						11
OTHER PROT.	103	107294	57628	559	470	12
TOTAL PROT. PLANS (LINES 11 & 12)		107294	57628	220		13
USED P & A INCOME (PAGE 4, LINE 40)		56474	32933	126		14
USED OTHER AUTO		100	23	0		15
TOTAL USED VEH. (LINES 5, 10, 13, 14 & 15)	262	2110075	365178	1394	1368	16
TOTAL NEW & USED (LINES 60 & 16)	580	7229133	740486	2329	3774	17
TOT. VAR. ADJ. L & R (LINES 4 & 17)		164439	54029	PNUS		18
TOTAL VARIABLE (LINES 17 & 18)		7393572	794515	2498		19
FIXED OPERATIONS	MONTH.	YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	46973	31837	6778	249818	21
CUSTOMER LABOR-TRUCKS	461	20725	13494	6511	119842	22
WARRANTY CLAIM LABOR	462	30756	21398	6957	226113	23
INTERNAL LABOR	463	40953	27858	6802	268083	24
NEW VEHICLE INSPECTION LABOR	464	23060	19759	8569	190011	25
ADJ. COST OF LABOR SALES	465		-806		13168	26
SUB TOTAL (LINES 27 THRU 27)		162467	113540	6988	1053867	27
SUBLET REPAIRS	466	6413	1433	2235	35358	28
P & A CUSTOMER CAR R.C.S.	467	48170	12387	2572	257390	29
P & A CUSTOMER TRUCK R.C.S.	468	14085	4059	2882	93013	30
TOTAL MECHANICAL (LINES 28 THRU 31)		231135	131419	5686	1439628	31
CUSTOMER LABOR-CARS	470	41710	24625	5904	238605	32
CUSTOMER LABOR-TRUCKS	471	19508	11630	5962	97714	33
WARRANTY CLAIM LABOR	472	25342	20399	8049	146797	34
INTERNAL LABOR	473	10200	6675	6544	63490	35
ADJ. COST OF LABOR SALES	475		-3597		-2927	36
SUB TOTAL (LINES 33 THRU 37)		96760	59732	6173	546606	37
SUBLET REPAIRS	476	4946	903	1826	24484	38
P & A CUSTOMER CAR R.C.S.	477	38900	8625	2217	242595	39
P & A CUSTOMER TRUCK R.C.S.	478	20050	3946	1968	92743	40
PAINT & BODY SHOP MATERIALS	479	17412	7628	4381	101362	41
TOTAL BODY SHOP (LINES 38 THRU 42)		178068	80834	4540	1007790	42
TOTAL SERVICE DEPT. (LINES 32 & 43)		409203	212253	5187	2447418	43
WARRANTY CLAIMS	480	51188	11989	2342	324827	44
INTERNAL	481	70690	17592	2489	488112	45
COUNTER-RETAIL	482	21387	10151	4746	115758	46
WHOLESALE	483	403243	55699	1381	2271116	47
						48
						49
STOCK ORDER ALLOWANCE	487		42112		190501	50
ADJUSTMENT P & A INVENTORY	488		10824		47521	51
TOTAL P & A (LINES 45 THRU 52)		546508	148367	2715	3199913	52
TIRES	490					53
GAS. OIL & GREASE	491	5484	812	1481	28542	54
MISCELLANEOUS	492	5239	2049	3911	16427	55
TOTAL OTHER (LINES 54 THRU 56)		10723	2861	2668	44969	56
TOTAL P & A DEPT. (LINES 53 & 57)		557231	151228	2714	3244882	57
TOTAL FIXED (LINES 44 & 58)		966434	363481	3761	5692300	58
TOTAL ALL DEPTS. (LINES 19 & 59)		8360006	1157996	1385	53692550	59

LEASE

LINE	LEASE AND RENTAL OPERATIONS	A/C CODE	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE		
			MONTH	PER UNIT	YEAR TO DATE	P.F.A.L.	MONTH	PER UNIT	YEAR TO DATE
1	INCOME AND SALES		17095	317	94823	1935			
2	COST OF SALES								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		17095	317	94823	1935			
4	INTEREST		1584	29	9581	196			
5	DEPRECIATION		11119	206	59865	1222			
6	INSURANCE								
7	LICENSE, TITLE & TAXES								
8	MAINTENANCE & REPAIRS								
9	SERVICE CHARGES				1355	28			
10	GASOLINE				2877	59			
11	RENT-SUBLET UNITS								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		12703	235	73678	1504			
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		4392	81	21145	432			
14	INCOME AND SALES		126795	466	739966	2902			
15	COST OF SALES								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		126795	466	739966	2902			
17	INTEREST		16103	59	90688	356			
18	DEPRECIATION		81329	299	457586	1794			
19	INSURANCE								
20	LICENSE, TITLE & TAXES			60	0	12425	49		
21	MAINTENANCE & REPAIRS								
22	SERVICE CHARGES				6364	25			
23	GASOLINE								
24	RENT-SUBLET UNITS				2722	11			
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		97492	358	569785	2234			
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		29303	108	170181	667			
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		33695	103	191326	629			
28	BEGINNING BALANCE	CT	54	259	EFFECTIVE UNITS				EFFECTIVE UNITS
29	ENDING BALANCE	CT	54	272	49	255			
30									
31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE		
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33	FINANCE INCOME-NEW	856	87	22905	-561	-6	699	362234	237832
34	INSURANCE COMMISSIONS EARNED-NEW	857	15	4046	4046	270	96	18317	18317
35	REPOSSESSION LOSSES-NEW	853			(-2518)				(-24290)
36	NEW F & I INCOME (LINES 33 AND 34) LESS LINE 35			26951	6003			380551	280439
37	FINANCE INCOME-USED	858	106	53877	43110	407	400	163199	100512
38	INSURANCE COMMISSIONS EARNED-USED	859	21	2597	2597	124	131	12485	12485
39	REPOSSESSION LOSSES-USED	854			(12774)				(94415)
40	USED F & I INCOME (LINES 37 AND 38) LESS LINE 39			56474	32933			175684	18582
41	TOTAL F & I INCOME (LINES 36 AND 40)			83425	38936			556235	299021
42									
43			SUPPLEMENTAL INVENTORY ANALYSIS						
44	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN
45		ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL		
46	NEW: DEMOS	230	15				15	194319	
47	CARS		15				15		
48	TRUCKS								
49	NEW CARS	231	265				265	3167447	1525809
50	NEW TRUCKS	237	213				213	3683200	1260905
51	OTHER AUTO	238							
52	USED:		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT			
53	CARS	240	273	OVER 30 DAYS	137	788417	1516402		
54	TRUCKS	241	170	OVER 60 DAYS	12	95228	1547829		
55			ACCT	GM	OTHER				
56	PARTS AND ACCESSORIES	242					1924124	188566	
57	OTHER INVENTORIES		243, 244, 245, 252 TO 258				14253		
58			TOTALS (LINES 46 THRU 57)				12047574	2975280	

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME CAPITAL LEASES					L I N E N O
P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.			
			208996966							20549		103018		1	
														2	
			208996966							20549		103018		3	
			1151 384											4	
			83582786											5	
	215	215	58081936											6	
														7	
			37921264											8	
														9	
			193 64											10	
														11	
	215	215	193026434											12	
	-215	-215	1597 532							20549		103018		13	
														14	
														15	
														16	
			97											17	
			836											18	
			90											19	
														20	
			38											21	
														22	
														23	
														24	
			1061											25	
			-1061											26	
	-215	-215	536 179							20549		103018		27	
	1		EFFECTIVE UNITS				UNITS SOLD					EFFECTIVE UNITS		28	
	1		3											29	

DEalersHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	8	7	2	1	1	1		20
VEHICLE SERVICE & PARTS SALESPERSONS	40	18	3	5		5		71
TECHNICIANS				16	12			28
CLERICAL	11	9	1	5	1	1		28
OTHERS	11	9	1	10	3	18		52
TOTAL (LINES 33 THRU 38)	70	43	7	37	17	25	2	201
TOTAL Hired Y-T-D	51	41	2	18	2	5		119
TOTAL TERMINATED Y-T-D	47	37	3	15	5	7		114

DEalersHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	140892	140892			
210 OTHER					
220 VEHICLES	5260709	5125922	133487		1300
220 L & R	304377	175576	94552	22869	11380
220 SERVICE & PARTS	732039	610005	71634	27892	22508
220 OTHER	325460	309695	7514	6074	2177
TOTAL CUSTOMER REC.	6763477	6362090	307187	56835	37365
300 AP DEBIT BAL.					
340 LESS ALLOW. FOR DOUBTFUL ACCTS	154261				
NET CUSTOMER REC.	6609216				
MEMO ITEMS					
CASH SALES SERVICE & PARTS			299643	1653811	
76 INTEREST FLR PLAN-NEW			41626	166531	
76 INTEREST-OTHER			14026	83185	
76 INT FLR PLAN NEW PER UNIT			36	23	

PER CONTRACT
340
191
251
95

INVENTORY AMOUNT
194319
1641638
2422295
1516402
1547829
1735558
14253
9072294

OPERATING REPORT

CONTACT		OTHER CLM				COMPOSITE		
NO.	NAME	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	
2	DEALER NUMBER							
3	1141326							
4	FROM 01 JAN 1994	DEALER NAME R. K. CHEVROLET						
5	THRU 31 MAY 1994	ADDRESS 2661 VIRGINIA BEACH BLVD.						
6		CITY & STATE VIRGINIA BEACH, VA						
7	ASSETS		ACCT NO.	AMOUNT	LIABILITIES		ACCT NO.	AMOUNT
8	CASH ON HAND	201	21368	CASH IN BANK CREDIT BALANCE		202		
9	CASH IN BANK	202	-378164	ACCOUNTS PAYABLE-TRADE CREDITORS		300	2196583	
10	CONTRACTS IN TRANSIT	205	2758626	ACCOUNTS RECEIVABLE CREDIT BALANCE		220		
11	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)		2401830	CUSTOMER DEPOSITS		220		
12				WARRANTY CLAIMS ADVANCE		305	53062	
13	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	6278815	NOTES PAYABLE-NEW VEH. & DEMOS		310	13527927	
14	DEMONSTRATORS (PAGE 4, LINE 48)	230	159739	NOTES PAYABLE-LEASE & RENTAL UNITS		312	3860211	
15	NEW CARS (PAGE 4, LINE 49)	231	1538768	NOTES PAYABLE-OTHER <i>NATIONS BANK</i>		314	619048	
16	NEW TRUCKS (PAGE 4, LINE 50)	237	2403557	★ MEMO: DELAYED PAYMENTS-ACCT. 310				
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238		INTEREST PAYABLE		320	89866	
18	USED CARS (PAGE 4, LINE 53)	240	1350478	SALARIES, WAGES & COMMISSIONS PAYABLE		321	719503	
19	USED TRUCKS (PAGE 4, LINE 54)	241	1124058	INSURANCE PAYABLE		322	15007	
20	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	242	1676225	PAYROLL TAXES PAYABLE		323	9190	
21	TIRES	243		SALES TAXES PAYABLE <i>TH 15MAY</i>		324	239481	
22	GAS, OIL AND GREASE	244		OTHER TAXES PAYABLE <i>60000 / 7-7-100</i>		325	170897	
23	PAINT AND BODY SHOP MATERIALS	245	10262	INCOME TAXES PAYABLE		327	-28278	
24	SUBLET REPAIRS	246	1370	EMPLOYEE'S BONUSES PAYABLE		328	24344	
25	WORK IN PROCESS-LABOR	247	10007	OWNER'S BONUSES PAYABLE		329		
26	OTHER	252		PENSION FUND PAYABLE		330	24121	
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE <i>WHC</i>	258	4121	OTHER PAYABLES <i>TH ADD UTIL ETC.</i>		331	78557	
28	TOTAL INVENTORIES (LINES 14 THRU 27)		8278585	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)			21099519	
29				LONG TERM DEBT		334		
30	SECURITIES <i>WGB INS / MORTGAGE SAVINGS</i>	260	98182	TOTAL (LINES 29 THRU 33)			21099519	
31	FACTORY RECEIVABLES	261	253528	MORTGAGES PAYABLE-REAL ESTATE		335	533600	
32	DUE FROM FINANCE COMPANIES	262	487480	TOTAL LIABILITIES (LINES 34 THRU 37)			21633119	
33	WARRANTY CLAIMS	263	57244	QUALIFIED LT.D.S				
34	INSURANCE COMMISSIONS RECEIVABLE	264	-13695	DEALER \$ 4,280,118				
35	PREPAID EXPENSES: TAXES <i>DEFERRED TAX</i>	270	430297	(ASSET L42 - LIAB L34 - QLT D L30 - TOT LFO WD PG 4, L36)				
36	INSURANCE	271		STANDARD \$ 3,244,000				
37	OTHER	274	114356	PROFIT OR LOSS SUMMARY				
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		18386622	NEW UNITS				
39	★ DRIVER TRAINING VEHICLES	275		PROFIT OR LOSS				
40	★ LEASE AND RENTAL UNITS <i>313</i>	277	4017702	CAPITAL STOCK & ADDL PAID IN CAPITAL		360	191000	
41	★ L&R ACCUMULATED DEPRECIATION \$ 1396366			RETAINED EARNINGS		370	826859	
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 41)		22404324	DIVIDENDS		375		
43				INVESTMENTS		380		
44	ACCOUNT	COST	ACCUMULATED DEPRECIATION	DRAWINGS		390		
45	LAND	280		YEAR-TO-DATE NET PROFIT OR LOSS		399	1426976	
46	BLDGS. & IMP.	281		TOTAL NET WORTH (LINES 44 THRU 50)			2444835	
47	M & S EQUIP.	282	295031	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 50)			24077954	
48	P & A EQUIP.	283	58136					
49	FURN. & FIXTURES	284	585867					
50	COMPANY VEHICLES	285	178897					
51	LEASE-HOLDS	286	1672842					
52	TOTALS (LINES 45 THRU 51)		2790773					
53	★ MEMO: COMPANY VEHICLES CARS TRUCKS		1545626					
54	LIFE INSURANCE-CASH VALUE	291	40739					
55	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293						
56	NOTES & ACCOUNTS RECEIVABLE-OTHER <i>P/M</i>	294	117667					
57	OTHER INVESTMENTS & MISCELLANEOUS ASSETS <i>KE</i>							

TOTAL INCOME AND EXPENSE				MONTH	YEAR-TO-DATE	UN. NO.
NET SALES (PAGE 1, LINE 60)				9890241	45832548	1
GROSS PROFIT (PAGE 2, LINE 60)				1280719	5523104	2
VARIABLE	EXPENSES			PMUS	PMUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	199714	452	788698	4
	DELIVERY EXPENSE	13	8354	19	30101	5
	POLICY WORK-VEHICLES	15	5673	13	52383	6
	TOTAL VARIABLE (LINES 3 THRU 7)		213741	484	871182	8
	SALARIES-OWNERS	20	23000	23	115100	9
	SALARIES-SUPERVISION	21	187355	189	770560	10
PERSONNEL	SALARIES-CLERICAL	22	43172	44	206938	11
	OTHER SALARIES AND WAGES	23	88178	89	425407	12
	ABSENTEE COMPENSATION	24	2269	12	16895	13
	TAXES-PAYROLL	25	41426	42	228668	14
	EMPLOYEE BENEFITS	27	7533	8	49651	15
	PENSION FUNDS	29	3255	3	15945	16
	TOTAL PERSONNEL (LINES 9 THRU 16)		396188	401	1829164	17
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33				18
	COMPANY VEHICLE EXPENSE	51	12046	12	42943	19
	OFFICE SUPPLIES AND EXPENSES	60	6916	7	42579	20
	OTHER SUPPLIES	61	17736	18	80041	21
	ADVERTISING	65	103395	105	485037	22
	CONTRIBUTIONS	66	146	0	375	23
	POLICY WORK-PARTS AND SERVICE	67	4807	5	20429	24
	OUTSIDE SERVICES-DATA PROCESSING	68	22516	23	128738	25
	OUTSIDE SERVICES-OTHER	69	33130	33	151170	26
	TRAVEL AND ENTERTAINMENT	70	3736	4	29468	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	2458	2	15678	28
	LEGAL AND AUDITING EXPENSE	72	-7153	-7	39383	29
	TELEPHONE	74	11086	11	62162	30
	TRAINING EXPENSE	75	16545	17	46851	31
	INTEREST-NOTES PAYABLE & OTHER	76	57259	58	194065	32
	MISCELLANEOUS EXPENSE	77	2602	3	16261	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		287225	290	1355180	35
	RENT	80	63059	64	330917	36
	AMORTIZATION-LEASEHOLDS	81	3500	4	18960	37
	REPAIRS-REAL ESTATE	82	2108	2	31864	38
	DEPRECIATION- BLDG. & IMPROVEMENTS	83				39
	TAXES-REAL ESTATE	84	2900	3	14500	40
	INSURANCE- BLDG. & IMPROVEMENTS	85				41
	INTEREST-MORTGAGES	86				42
OTHER	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		71567	72	396241	43
	HEAT, LIGHT, POWER, AND WATER	87	8875	9	64269	44
	INSURANCE-OTHER	88	6913	7	56568	45
	TAXES-OTHER	89	4333	4	21554	46
	REPAIRS-EQUIPMENT	90			1652	47
	DEPRECIATION-EQUIPMENT	91	9341	9	51357	48
	EQUIPMENT RENTAL	92	778	1	4170	49
	TOTAL FIXED (LINES 43 THRU 49)		101807	103	595811	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		785220	794	3780155	51
	TOTAL EXPENSES (LINES 3 & 51)		998961	1010	4651337	52
OPERATING PROFIT OR LOSS (PAGE 2, LINE 60)				281758	871767	53
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)				129433	605208	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES				411191	1476975	55
BONUSES-EMPLOYEES						56
BONUSES-OWNERS				10000	50000	57
NET PROFIT OR LOSS BEFORE INCOME TAXES				401191	1426975	58
INCOME TAXES				-3	-1	59
NET PROFIT OR LOSS AFTER INCOME TAXES				401194	1426976	60

DEPARTMENTAL PROFITABILITY

LINE		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	7145128	32347844	1629338	7464570	163807	794268	241973	
2	GROSS PROFIT	600328	2375644	285613	1120484	55088	240854	143354	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER	135373	484861	60088	285284	4253	18553		
5	DELIVERY EXPENSE	8067	28179	287	1922				
6	POLICY WORK- VEHICLES	4495	42658	1178	9725				
7									
8	TOTAL VARIABLE (LINES 4 THRU 6)	147935	555698	61553	296931	4253	18553		
9	SALARIES-OWNERS		100			4000	20000		
10	SALARIES-SUPERVISION	84033	314555	44414	194605	13904	74910	14995	
11	SALARIES-CLERICAL	11844	53707	11120	52278	1559	6649	10398	
12	OTHER SALARIES AND WAGES	12303	57398	9046	39049	45	3406	21665	
13	ABSENTEE COMPENSATION						60	1320	
14	TAXES-PAYROLL	16864	87045	7082	42932	1415	8585	7523	
15	EMPLOYEE BENEFITS	1471	12760	3489	23301	-194	-1384	791	
16	PENSION FUND	1557	6161	176	1722	264	1217	875	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	128072	531726	75327	353887	20993	113443	57567	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	22	-5988	4723	10394	167	779	672	
20	OFFICE SUPPLIES AND EXPENSES	2649	14850	1365	9604	436	1966	705	
21	OTHER SUPPLIES	4659	22727	2146	14182	797	931	4305	
22	ADVERTISING	42440	196988	41691	185564		250	9171	
23	CONTRIBUTIONS	47	115	41	110	3	3	21	
24	POLICY WORK- PARTS AND SERVICE							2704	
25	OUTSIDE SERVICES- DATA PROCESSING	6404	36499	5563	36604	337	337	2524	
26	OUTSIDE SERVICES- OTHER	12095	50651	8646	38368	2467	7190	4520	
27	TRAVEL AND ENTERTAINMENT	1253	10914	999	9210	122	1250	457	
28	MEMBERSHIPS DUES, AND PUBLICATIONS	412	4128	402	4517	422	593	199	
29	LEGAL AND AUDITING EXPENSE	-2336	10970	-2180	11265	243	1916	-1089	
30	TELEPHONE	3447	17577	2923	17538	736	3388	1461	
31	TRAINING EXPENSE	6302	14482	3341	9339	194	194	3364	
32	INTEREST-NOTES PAYABLE AND OTHER	44399	124905	6214	25354	1522	1905	634	
33	MISCELLANEOUS EXPENSE	249	6763	187	1361	1	1	142	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	122042	505581	76061	373410	7447	20703	29790	
36	RENT	18235	93021	18880	95224	20	6020	9879	
37	AMORTIZATION- LEASEHOLDS	1155	5638	980	5618	70	70	490	
38	REPAIRS- REAL ESTATE		8158	53	8487				
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES- REAL ESTATE	957	4321	812	4292	58	58	406	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST- MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	20347	113138	20725	113621	148	6148	10775	
44	HEAT, LIGHT POWER AND WATER	2800	18707	2422	18614	440	1862	1220	
45	INSURANCE- OTHER	5301	32635	1272	13118	17	17	122	
46	TAXES-OTHER	1873	9649	672	3567	900	3514	336	
47	REPAIRS- EQUIPMENT								
48	DEPRECIATION- EQUIPMENT	1524	10404	3267	17267	233	233	1633	
49	EQUIPMENT RENTAL	778	3888						
50	TOTAL FIXED (LINES 43 THRU 49)	32623	188421	28358	166187	1738	11774	14086	
51	TOTAL FIXED OVERHEAD (LINES 35 & 50)	282737	1223728	179746	893484	30178	145920	101443	
52	TOTAL EXPENSES (LINES 8 & 51)	430672	1781426	241299	1190415	34431	164473	101443	
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	169656	594218	44314	-69931	20657	76381	41911	
54	PRORATION OF G & A	5510	27350	5700	28500			3040	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	164146	566868	38614	-98431	20657	76381	38871	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	7862	40882		951	21797	41915	
58	OTHER INCOME	905	165017	730415		955	21649	124174	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 56-59) MINUS						129433	605208	

192

A. DEPARTMENT		E. BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z. GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 30)	MONTH (PAGE 3, LINE 40)	YEAR-TO-DATE (PAGE 3, LINE 40)	MONTH (PAGE 3, LINE 50)	YEAR-TO-DATE (PAGE 3, LINE 50)	MONTH (PAGE 3, LINE 50)	YEAR-TO-DATE (PAGE 3, LINE 50)	MONTH (PAGE 3, LINE 50)	
1208494	17/543	829/21	532452	2587651				1
728729	79634	380277	116702	677116				2
								3
								4
								5
								6
								7
								8
					19000	95000		9
58968	13088	60991	16921	66531				10
47498	4380	22781	3871	24025				11
117787	6131	25013	38988	182754				12
9626	715	14241	234	2968				13
44513	4382	22362	4160	23231				14
3877	569	3979	1307	7118				15
4637	199	896	184	1212				16
286906	29564	140363	65665	307839	19000	95000		17
								18
5294	674	1044	5788	31420				19
5615	609	2906	1152	7638				20
20127	3270	13129	2559	8945				21
43191	1950	11217	8143	47827				22
58	21	44	13	45				23
9687	2076	9435	27	1307				24
18178	2964	16129	4724	20991				25
23521	2787	13416	2615	18024				26
3151	170	1584	735	3359				27
2289	143	1441	880	2710				28
6159	-1173	3431	-618	5642				29
9166	1568	6412	951	8081				30
12389	1733	6226	1611	4221				31
2578	396	1627	4094	37696				32
1220	-202	-104	2225	7020				33
								34
162623	16986	87937	34899	204926				35
51830	6350	32410	9695	50412				36
2964	525	2071	280	2599				37
2706	2055	6578		5935				38
								39
2262	435	1595	232	1972				40
								41
								42
59762	9365	42654	10207	60918				43
9919	1245	6706	748	8461				44
4703	131	3006	70	3089				45
1872	360	1320	192	1632				46
1568		84						47
9101	934	5602	1750	8750				48
				282				49
86925	12035	59372	12967	83132				50
556454	58585	287672	113531	595897	19000	95000		51
556454	58585	287672	113531	595897	19000	95000		52
192275	21049	92605	3171	81219				53
15200	1900	9500	2850	14250				54
177075	19149	83105	321	66969				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		596	3191	BODY SHOP TRUCKS		40	229	57
MECHANICAL TRUCKS		225				1479	7640	58
BODY SHOP CARS		113		TY CLAIM		592	3738	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)			193			3045	16428	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	2	44699	1396	698	5	117165	12037	2407
2	LUMINA	3	55779	3290	1097	13	215897	14760	1135
3	CELE/MC								
4	BERETTA	1	14400	1396	1396	13	189957	13788	1061
5	CORSICA	7	106426	9887	1412	12	176795	17472	1456
6	CAMARO	13	245616	14304	1100	57	1121625	83709	1469
7	CAVALIER	27	325198	29195	1081	138	1665558	147600	1070
8	CORVETTE	4	223084	18996	3164	22	835343	48900	3132
9	PRIZM/NO	8	101336	8036	1005	47	649824	50074	1065
10	G SPECTR	2	30207	2300	1150	8	110330	10425	1303
11	GEO METR	19	175962	20360	1072	98	891910	90208	920
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	SUBARU	35	479314	26409	755	119	1578528	110792	931
19									
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	123	1802023	135569	1102	532	7552962	619767	1165
21	CONTACT DIVISION	179	2559110	105161	587	991	14092666	554475	560
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	179	2559110	105161	587	991	14092666	554475	560
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	302	4361133	240730	797	1523	21645628	1174242	771
29									
30	G-VAN	15	391114	23244	1550	49	1229115	67307	1374
31	M VANS	6	141242	14973	2496	20	423238	31286	1564
32	LUMINA A					3	59420	4343	1448
33	TRACKER	29	445050	39033	1346	62	904336	78360	1264
34	S10 P/U	33	471062	63598	1927	134	1804829	18604	1388
35	S10 BLAZ	6	135039	10429	1738	32	708355	56845	1778
36	SUB/VBLA	6	171288	12179	2030	31	843544	55270	1783
37	LD 1500	16	340338	37932	2371	65	1302280	111492	1715
38	LD 25-35					2	52186	1921	961
39	MED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30-41)	111	2095133	201388	1814	398	7327303	592865	1490
43	CONTACT DIVISION	29	443933	30091	1038	167	2513147	174558	1045
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	29	443933	30091	1038	167	2513147	174558	1045
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)	140	2539066	231479	1653	565	9840450	767423	1358
51									
52	GM PROT. PLANS								
53	OTHER PLANS	76	75518	42207	555	352	318012	159543	453
54	TOTAL PROT PLANS (LINES 52 & 53)		75518	42207	555		318012	159543	453
55									
56	NEW F & I INCOME (PAGE 4, LINE 36)		107823	85912	194		353600	274436	131
57									
58	NEW OTH. AUTO		61588				190154		
59									
60	TOTAL NEW VEHICLE (LINES 29, 50, 54, 56 & 58)	442	7145128	6003	194	2088	32347844	2375644	1138

VAR OPER. CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	111	811910	148373	1337		522	3768220	663076	1270	1
USED CARS RETAIL-RECOND										2
USED CARS WHOLESALE	37	55580	-925	-25		275	530030	2628	-10	3
ADJ USED CAR INVENTORY										4
TOTAL USED CARS (LINES 111-115)	148	867490	147448	996		797	4298250	660448	829	5
USED TRUCKS RETAIL	55	590186	68330	1242		240	2435097	316880	1320	6
USED TRUCKS RETAIL-RECOND										7
USED TRUCKS WHOLESALE	9	30625	-225	-25		649	254897	1594	23	8
ADJ USED TRUCK INVENTORY										9
TOTAL USED TRUCKS (LINES 55-59)	64	620811	68105	1064		309	2689994	318474	1031	10
GM PLANS-PROT										11
OTHER PROT. PLANS	89	89372	38584	434		367	354392	153217	417	12
TOTAL PROT PLANS (LINES 11 & 12)		89372	38584	182			354392	153217	139	13
USED F & I INCOME (PAGE 4, LINE 40)		50667	30478	144			119211	14351	-13	14
USED OTHER AUTO		998	998	5			2723	2696	2	15
TOTAL USED VEH (LINES 5, 10, 13, 14 & 15)	212	1629338	285613	1347		1106	7464570	1120484	1013	16
TOTAL NEW & USED (LINES 60 & 16)	654	8774466	885941	2004		3194	39812414	3496128	1674	17
TOT. VAR- ABLE L & R (LINES 1 & 17)		163807	55088	PNUS			794268	240854	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)		8938273	941029	2129			4060682	3736982	1790	19
FIXED OPERATIONS	LINE NO.	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	41825	28291	6764		202844	138043	6805		21
CUSTOMER LABOR- TRUCKS	461	24385	16151	6623		99118	65784	6637		22
WARRANTY CLAIM LABOR	462	30224	21086	6977		195357	138156	7072		23
INTERNAL LABOR	463	43066	29971	6959		227130	155715	6856		24
NEW VEHICLE INSPECTION LABOR	464	29251	25313	8654		166951	143258	8581		25
ADJ COST OF LABOR SALES	665		5449				13974			26
SUB TOTAL (LINES 22 THRU 27)		168751	126261	7482		891400	654930	7347		27
SUBLET REPAIRS	466	6400	945	1477		28945	3742	1293		28
P & A CUSTOMER CAR R.O.'S	467	45913	10334	2251		209221	47835	2286		29
P & A CUSTOMER TRUCK R.O.'S	468	20909	5814	2781		78928	22222	2815		30
TOTAL MECHANICAL (LINES 28 THRU 31)		241973	143354	5924		1208494	728729	6030		31
CUSTOMER LABOR- CARS	470	46609	28008	6009		196895	117967	5991		32
CUSTOMER LABOR- TRUCKS	471	16971	10267	6050		78206	47442	6066		33
WARRANTY CLAIM LABOR	472	21705	17481	8054		121455	97786	8051		34
INTERNAL LABOR	473	8480	5697	6718		53290	35750	6709		35
ADJ COST OF LABOR SALES	675		604				670			36
SUB TOTAL (LINES 33 THRU 37)		93765	62057	6618		449846	299615	6660		37
SUBLET REPAIRS	476	4799	893	1861		19538	3678	1882		38
P & A CUSTOMER CAR R.O.'S	477	43389	6430	1482		203695	32766	1609		39
P & A CUSTOMER TRUCK R.O.'S	478	19129	3570	1866		72692	12275	1689		40
PAINT & BODY SHOP MATERIALS	479	16461	6684	4061		83950	31943	3805		41
TOTAL BODY SHOP (LINES 38 THRU 42)		177543	79634	4485		829721	380277	4583		42
TOTAL SERVICE DEPT. (LINES 32 & 43)		419516	222988	5315		2038215	1109006	5441		43
WARRANTY CLAIMS	480	49758	10839	2178		273739	60911	2225		44
INTERNAL	481	99741	25294	2536		417422	104849	2512		45
COUNTER-RETAIL	482	19578	9279	4740		94371	45455	4817		46
WHOLESALE	483	355410	49440	1391		1867873	276584	1481		47
										48
										49
STOCK ORDER ALLOWANCE	687		21027				148388			50
ADJUSTMENT P & A INVENTORY	688		-76				36697			51
TOTAL P & A (LINES 45 THRU 52)		524487	115803	2208		2653405	672884	2536		52
TIRES	490									53
GAS, OIL & GREASE	491	4668	737	1579		23058	3215	1394		54
MISCELLANEOUS	492	3297	162	491		11188	1017	909		55
TOTAL OTHER (LINES 53 THRU 57)		7965	899	1129		34246	4232	1236		56
TOTAL P & A DEPT. (LINES 53 & 57)		532452	116702	2192		2687651	677116	2519		57
TOTAL FIXED (LINES 44 & 58)		951968	339690	3568		4725866	1786122	3779		58
TOTAL ALL DEPTS. (LINES 19 & 59)		9890241	1280719	1295		45332548	5523104	1218		59

TOTAL INCOME AND EXPENSE				MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.		
NET SALES (PAGE 3, LINE 60)				8673882		35442309		1		
GROSS PROFIT (PAGE 3, LINE 63)				9464431	1091	42423841	1197	2		
VARIABLE	EXPENSES			ACCT NO.	PNUS		PNUS	3		
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER			11	149031	385	588984	358	4	
	DELIVERY EXPENSE			13	5225	14	21747	13	5	
	POLICY WORK-VEHICLES			15	8749	23	46710	28	6	
									7	
TOTAL VARIABLE (LINES 4 THRU 7)				163005	421	657441	399	8		
PERSONNEL	SALARIES-OWNERS			20	23000	27	92100	26	9	
	SALARIES-SUPERVISION			21	115964	134	583204	165	10	
	SALARIES-CLERICAL			22	40399	47	163766	46	11	
	OTHER SALARIES AND WAGES			23	87191	101	337229	95	12	
	ABSENTEE COMPENSATION			24	5079	6	14626	4	13	
	TAXES-PAYROLL			25	44875	52	187243	53	14	
	EMPLOYEE BENEFITS			27	11573	13	42118	12	15	
	PENSION FUNDS			29	2824	3	12689	4	16	
	TOTAL PERSONNEL (LINES 8 THRU 16)			330905	381	1432975	404	17		
FIXED	USED VEHICLE MAINTENANCE EXPENSE			33					18	
	COMPANY VEHICLE EXPENSE			51	1594	2	30898	9	19	
	OFFICE SUPPLIES AND EXPENSES			60	7551	9	35663	10	20	
	OTHER SUPPLIES			61	21059	24	62306	18	21	
	ADVERTISING			65	128176	148	381643	108	22	
	CONTRIBUTIONS			66	100	0	230		23	
	POLICY WORK-PARTS AND SERVICE			67	4241	5	15622	4	24	
	OUTSIDE SERVICES-DATA PROCESSING			68	31967	37	106224	30	25	
	OUTSIDE SERVICES-OTHER			69	36262	42	118040	33	26	
	TRAVEL AND ENTERTAINMENT			70	8200	9	25733	7	27	
	MEMBERSHIPS, DUES AND PUBLICATIONS			71	3506	4	13222	4	28	
	LEGAL AND AUDITING EXPENSE			72	10318	12	46535	13	29	
	TELEPHONE			74	16420	19	51076	14	30	
	TRAINING EXPENSE			75	7742	9	30306	9	31	
	INTEREST-NOTES PAYABLE & OTHER			76	55322	64	136805	39	32	
	MISCELLANEOUS EXPENSE			77	2258	3	13661	4	33	
									34	
	TOTAL SEMI-FIXED (LINES 18 THRU 34)			334716	386	1067964	301	35		
	OVERHEAD	RENT			80	66667	77	267856	76	36
		AMORTIZATION-LEASEHOLDS			81	3500	4	15460	4	37
REPAIRS-REAL ESTATE			82	5922	7	29756	8	38		
DEPRECIATION- BLOGS & IMPROVEMENTS			83					39		
TAXES-REAL ESTATE			84	2900	3	11600	3	40		
INSURANCE- BLOGS & IMPROVEMENTS			85					41		
INTEREST-MORTGAGES			86					42		
SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)			78989	91	324672	92	43			
HEAT, LIGHT, POWER, AND WATER			87	8656	10	55394	16	44		
INSURANCE-OTHER			88	-34229	-39	49656	14	45		
D	TAXES-OTHER			89	4664	5	17220	5	46	
	REPAIRS-EQUIPMENT			90			1652	0	47	
	DEPRECIATION-EQUIPMENT			91	9341	11	42016	12	48	
	EQUIPMENT RENTAL			92	1060	1	3392	1	49	
	TOTAL FIXED (LINES 43 THRU 49)			68481	79	494002	139	50		
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			734102	846	2994941	845	51		
TOTAL EXPENSES (LINES 8 & 51)				8971071	1034	36523821	1031	52		
OPERATING PROFIT OR LOSS (LINE 52 MINUS 52)				49336	57	590002	166	53		
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)				126490	146	475775	134	54		
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES				175826	203	1065777	301	55		
BONUSES-EMPLOYEES				97				56		
BONUSES-OWNERS				98	10000	12	40000	11	57	
NET PROFIT OR LOSS BEFORE INCOME TAXES				165826	191	1025777	289	58		
INCOME TAXES				99	-1		-5	59		
NET PROFIT OR LOSS AFTER INCOME TAXES				165827	191	1025782	289	60		

DEPARTMENTAL PROFITABILITY

LINE		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	6093745	25202717	1449274	5835232	159068	630460	233368	
2	GROSS PROFIT	367040	1775316	186702	834872	49448	185766	139906	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMPENSATION AND OTHER	92862	349488	52336	225196	3833	14300		
5	DELIVERY EXPENSE	4887	20112	338	1635				
6	POLICY WORK - VEHICLES	7543	38163	1206	8547				
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	105292	407763	53880	235378	3833	14300		
9	SALARIES-OWNERS		100			4000	16000		
10	SALARIES-SUPERVISION	44169	230522	25332	150191	14361	61006	10005	
11	SALARIES-CLERICAL	10614	41863	9992	41158	1236	5090	8930	
12	OTHER SALARIES AND WAGES	12722	45094	7941	30003		3361	24152	
13	ABSENTEE COMPENSATION						60	2090	
14	TAXES-PAYROLL	17347	70181	9102	35851	1479	7169	8008	
15	EMPLOYEE BENEFITS	3230	11289	5277	19813	-217	-1190	853	
16	PENSION FUND	1054	4603	261	1546	291	953	861	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	89136	403652	57905	278562	21150	92449	54899	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-2185	-6010	-2064	5671	612	612	-431	
20	OFFICE SUPPLIES AND EXPENSES	1708	12201	1809	8239	948	1531	1444	
21	OTHER SUPPLIES	6040	18069	4359	12036		134	5368	
22	ADVERTISING	53223	154549	49561	143873	250	250	9518	
23	CONTRIBUTIONS	29	68	30	69			16	
24	POLICY WORK, PARTS AND SERVICE							1517	
25	OUTSIDE SERVICES- DATA PROCESSING	9459	30095	9744	31042			4734	
26	OUTSIDE SERVICES- OTHER	12098	38556	9296	29722	408	4723	7227	
27	TRAVEL AND ENTERTAINMENT	2536	9661	2694	8211	164	1128	904	
28	MEMBERSHIP DUES AND SUBSCRIPTIONS	995	3716	1045	4115	81	171	531	
29	LEGAL AND AUDITING EXPENSE	2992	13306	3095	13445		1673	1651	
30	TELEPHONE	4538	14130	4694	14615	616	2652	2504	
31	TRAINING EXPENSE	2343	8180	2040	5998			1919	
32	INTEREST NOTES PAYABLE AND OTHER	42541	80506	5770	19140	382	382	636	
33	MISCELLANEOUS EXPENSE	677	6514	223	1175			136	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	136994	383541	92296	297351	3461	13256	37674	
36	RENT	18964	76785	19248	76344		6000	10800	
37	AMORTIZATION ON LEASEHOLD	1015	4483	1050	4638			560	
38	REPAIRS REAL ESTATE	3992	8158		8434				
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES REAL ESTATE	841	3364	870	3480			464	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST MORTGAGES								
43	SUB-TOTAL RENTAL EQUIPMENT (LINES 36 THRU 42)	24812	92790	21168	92896		6000	11824	
44	HEAT, GAS, POWER AND WATER	2510	15907	2597	16192		1421	1385	
45	INSURANCE OTHER	-6451	27334	-11094	11846			-6511	
46	TAXES-OTHER	1915	7776	720	2895	1045	2613	384	
47	REPAIRS EQUIPMENT								
48	DEPRECIATION EQUIPMENT	1057	8880	3500	14000			1867	
49	EQUIPMENT RENTAL	778	3110						
50	TOTAL FIXED EQUIPMENT (LINES 43 THRU 49)	24621	155797	16891	137829	1045	10034	8949	
51	TOTAL FIXED OVERHEAD (LINES 35 & 50)	250751	942990	167092	713742	25656	115739	101522	
52	TOTAL EXPENSES (LINES 3 & 51)	356043	1350753	220972	949120	29489	130039	101522	
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)	10997	424563	-34270	-114248	19959	55727	38384	
54	PRORATION OF G & A	5510	22040	5700	22800			3040	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	5487	402523	-39970	-137048	19959	55727	35344	
56	ADDITIONS TO INCOME								
57	BAD DEBT RECOVERED	902	14146	33020		953	11411	20118	
58	OTHER ADJUST	905	153972	565398		955	30217	102525	
59									
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 56 THRU 59)						126490	475775	

DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 35)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)	MONTH	YEAR-TO-DATE		
966523	160769	652179	577658	2155198				1
585373	78759	300642	124588	560415				2
								3
								4
								5
								6
								7
								8
					19000	76000		9
43973	10244	47903	11853	49609				10
37100	4464	18401	5163	20154				11
96123	5209	18882	37167	143766				12
8306	2383	3526	606	2734				13
36991	4184	17980	4755	19071				14
3086	673	3310	1757	5810				15
3762	171	797	186	1028				16
229341	27328	110799	61487	242172	19000	76000		17
								18
4622	-459	370	6121	25633				19
4910	492	2296	1150	6486				20
15822	2314	9859	2978	6386				21
34020	2256	9267	13368	39684				22
37	10	23	15	33				23
6983	2603	7359	121	1280				24
15655	3326	13165	4704	16267				25
19001	3151	10629	4082	15409				26
2694	565	1415	1337	2624				27
2091	332	1299	522	1830				28
7248	1032	4604	1548	6259				29
7705	1565	4844	2503	7130				30
9025	621	4493	819	2610				31
1944	397	1231	5596	33602				32
1078	77	99	1145	4795				33
								34
132835	18282	70953	46009	170028				35
41950	6411	26060	11244	40717				36
2474	350	1546	525	2319				37
2706		4523	1930	5935				38
								39
1856	290	1160	435	1740				40
								41
								42
48986	7051	33289	14134	50711				43
8699	866	5461	1298	7714				44
4581	-4069	2876	-6104	3019				45
1536	240	960	360	1440				46
1568		84						47
7468	1167	4668	1750	7000				48
			282	282				49
72838	5255	47338	11720	70166				50
435014	50865	229090	119216	482366	19000	76000		51
435014	50865	229090	119216	482366	19000	76000		52
150359	27894	71552	5372	78049				53
12160	1900	7600	2850	11400				54
138199	25994	63952	2522	66649				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		498	2595	BODY SHOP-TRUCKS		51	189	57
MECHANICAL-TRUCKS		187	901	INTERNAL		1496	6161	58
BODY SHOP-CARS		83	35			679	3146	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						2994	13383	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	1	27359	5833	5833	3	72466	10540	3547
2	LUMINA	1	17593	535	535	10	160118	11171	1147
3	CELE/MC								
4	BERETTA	4	55054	3567	892	12	175557	12391	1033
5	CORSICA					5	70868	7586	1517
6	CAMARO	10	205213	12409	1241	44	876010	89405	1577
7	CAVALIER	20	246362	18176	909	111	1340361	118405	1067
8	CORVETTE	4	176608	23230	5808	16	612258	49904	3119
9	PRIZM/NO	12	175233	7663	639	39	548488	42040	1078
10	G SPECTR					6	80153	48125	354
11	GEO METR	15	141359	8773	585	79	715947	69849	884
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	SUBARU	13	182823	9460	728	84	1099214	84883	1005
19									
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)	80	1227604	89646	1121	409	5750940	484199	1184
21	CONTACT DIVISION	224	3218579	135116	603	812	11533556	449314	553
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)	224	3218579	135116	603	812	11533556	449314	553
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 24 & 25 THRU 27)	304	4446183	224762	739	1221	17284496	933513	765
29									
30	G-VAN	10	262374	17201	1720	34	838001	44063	1296
31	M VANS	5	109237	5381	1076	14	281997	16313	1165
32	LUMINA A	1	20053	1001	1001	3	59420	4343	1448
33	TRACKER	8	115583	8391	1049	33	459286	39327	1192
34	S10 P/U	24	342691	27425	1143	101	1333766	122442	1212
35	S10 BLAZ	7	152713	7109	1016	26	573316	46416	1785
36	SUB/VBLA	4	111046	8535	2134	25	672256	43091	1724
37	LD 1500	6	129333	7132	1189	49	961942	73560	1501
38	LD 25-35					2	52186	1921	961
39	MED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30 THRU 41)	65	1243030	82175	1264	287	5232170	391476	1364
43	CONTACT DIVISION	18	281064	15127	840	138	2069214	144467	1047
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43 THRU 45)	18	281064	15127	840	138	2069214	144467	1047
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 46 & 47 THRU 49)	83	1524094	97302	1172	425	7301384	535943	1261
51									
52	GM PROT PLANS								
53	OTHER PLANS	58	48372	17377	300	276	242494	117336	425
54	TOTAL (LINES 52 & 53)		48372	17377	300		242494	117336	425
55	NEW F&I (PAGE 3 LINE 34)		36351	27599	71		245777	188524	115
56	NEW OTH AUTO		38745				128566		
57									
58	TOTAL NEW VEHICLE (LINES 54, 55 & 56)	387	6093745	367040	947		25202717	1775316	1079

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	336	104	800836	125503	1207	411	2956311	514703	252	1
USED CARS RETAIL-RECOND	337									2
USED CARS WHOLESALE	338	45	55149	-1125	-25	238	474450	-1703	-7	3
ADJ-USED CAR INVENTORY	339									4
TOTAL USED CARS (LINES 1-4)		149	855985	124378	835	649	3430761	513000	790	5
USED TRUCKS RETAIL	350	48	486521	58952	1228	185	1844911	248550	344	6
USED TRUCKS RETAIL-RECOND	351									7
USED TRUCKS WHOLESALE	352	7	29490	1848	264	60	224272	1819	30	8
ADJ-USED TRUCK INVENTORY	353									9
TOTAL USED TRUCKS (LINES 6-9)		55	516011	60800	1105	245	2069183	250369	1022	10
GM PLANS-PROT	354				PLUS				PLUS	11
OTHER PLANS-PROT	355	71	69995	32097	452	278	265020	114633	412	12
TOTAL PROT PLANS (LINES 11 & 12)			69995	32097	157		265020	114633	128	13
USED F & I INCOME (PAGE 4 LINE 40)			6068	-31788	-156		68543	-44828	-50	14
USED OTHER AUTO	356		1215	1215	6		1725	1698	-2	15
TOTAL (LINES 5, 10, 13, 14 & 15)		204	1449274	186702	915	894	5835232	834872	934	16
TOTAL NEW & USED (LINES 16 & 17)		591	7543019	553742	431	2540	31037949	2610188	586	17
TOT VAR. (PAGE 4 LINE 41 & 42)			159068	49448	PNUS		630460	-185766	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			7702087	603190	559		31668409	2795954	699	19
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				LINE NO
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	41231	28071	6808		161020	109751	6816		22
CUSTOMER LABOR- TRUCKS	461	19371	12914	6667		74733	49632	6641		23
WARRANTY CLAIM LABOR	462	34395	24080	7001		165133	117071	7089		24
INTERNAL LABOR	463	44191	30012	6791		184064	125743	6831		25
NEW VEHICLE INSPECTION LABOR	464	29589	25532	8629		137700	117945	8565		26
ADJ. COST OF LABOR SALES	565		4845				8525			27
SUB TOTAL (LINES 22 THRU 27)		168777	125454	7433		722650	528667	7316		28
SUBLET REPAIRS	466	5959	791	1327		22546	2797	1241		29
P & A CUSTOMER CAR P & S	467	43532	9026	2073		163308	37501	2296		30
P & A CUSTOMER TRUCK P & S	468	15100	4635	3070		58019	16408	2828		31
TOTAL MECHANICAL (LINES 28 THRU 31)		233368	139906	5995		966523	585373	6056		32
CUSTOMER LABOR- CARS	470	35265	21360	6057		150286	89959	5986		33
CUSTOMER LABOR- TRUCKS	471	14538	8907	6127		61235	37175	6071		34
WARRANTY CLAIM LABOR	472	28627	23046	8050		99750	80305	8051		35
INTERNAL LABOR	473	10375	6796	6550		44810	30052	6707		36
ADJ. COST OF LABOR SALES	575		655				66			37
SUB TOTAL (LINES 32 THRU 37)		88805	60764	6842		356081	237557	6671		38
SUBLET REPAIRS	476	3699	767	2074		14739	2785	1890		39
P & A CUSTOMER CAR P & S	477	36944	6300	1705		160306	26336	1643		40
P & A CUSTOMER TRUCK P & S	478	12520	2178	1740		53564	8705	1625		41
PAINT & BODY SHOP MATERIALS	479	18801	8750	4654		67489	25259	3743		42
TOTAL BODY SHOP (LINES 38 THRU 42)		160769	78759	4899		652179	300642	4610		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		394137	218665	5548		1618702	886015	5474		44
WARRANTY CLAIMS	480	61045	13092	2145		223980	150071	2236		45
INTERNAL	481	82980	20661	2490		317681	79556	2504		46
COUNTER-RETAIL	482	20409	9663	4735		74792	36176	4837		47
WHOLESALE	483	405231	58603	1446		1512463	227144	1502		48
										49
										50
STOCK ORDER ALLOWANCE	587		22123				127361			51
ADJUSTMENT P & A INVENTORY	588		-4				36774			52
TOTAL P & A (LINES 45 THRU 52)		569665	124138	2179		2128916	557082	2617		53
TIRES	490									54
GAS OIL & GREASE	491	4258	554	1301		18390	2478	1347		55
MISCELLANEOUS	492	3735	-104	-278		7892	855	1083		56
TOTAL OTHER (LINES 54 THRU 56)		7993	450	563		26282	3333	1268		57
TOTAL P & A DEPT. (LINES 53 & 57)		577658	124588	2157		2155198	560415	2600		58
TOTAL FIXED (LINES 44 & 58)		971795	343253	3532		3773900	1446430	3833		59
TOTAL ALL DEPTS. (LINES 19 & 59)		8673882	946443	1091		35442309	4242384	1197		60

301

LINE	INCOME	LEASE AND RENTAL OPERATIONS	ACCT. CODE	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
				MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	
1	INCOME	INCOME AND SALES	500	13921	303	59673	1297				
2		COST OF SALES	705								
3		INCOME & GROSS PROFIT (LINE 1 MINUS 2)		13921	303	59673	1297				
4		INTEREST	720	1661	36	6556	143				
5	DIRECT COSTS	DEPRECIATION	721	10008	218	38444	836				
6		INSURANCE	722								
7		LICENSE, TITLE & TAXES	723								
8		MAINTENANCE & REPAIRS	724								
9	INDIRECT COSTS	SERVICE CHARGES	725			1355	29				
10		GASOLINE	726	658	14	2315	50				
11		RENT-SUBLET UNITS	727								
12		TOTAL DIRECT COSTS (LINES 4 THRU 11)		12327	268	48670	1058				
13		VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		1594	35	11003	239				
14	INCOME	INCOME AND SALES	510	128904	504	490745	1971				
15		COST OF SALES	715								
16		INCOME & GROSS PROFIT (LINE 14 MINUS 15)		128904	504	490745	1971				
17		INTEREST	730	15031	59	59784	240				
18	DIRECT COSTS	DEPRECIATION	731	79763	312	295064	1185				
19		INSURANCE	732								
20		LICENSE, TITLE & TAXES	733	1461	6	12157	49				
21		MAINTENANCE & REPAIRS	734								
22	INDIRECT COSTS	SERVICE CHARGES	735	23	0	6364	26				
23		GASOLINE	736								
24		RENT-SUBLET UNITS	737			2722	11				
25		TOTAL DIRECT COSTS (LINES 17 THRU 24)		96278	376	376091	1510				
26		VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		32626	127	114654	460				
27		TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		34220	113	125657	424				
28	UNITS	BEGINNING BALANCE	CT	50	251	EFFECTIVE UNITS					EFFECTIVE UNITS
29		ENDING BALANCE	CT	46	256	46					249

LINE	NEW	USED	FINANCE AND INSURANCE ACTIVITY	ACCT. CODE	MONTH				YEAR - TO - DATE			
					CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	NEW		FINANCE INCOME-NEW	806	90	33531	20781	231	477	233531	1617	
34			INSURANCE COMMISSIONS EARNED-NEW	807	12	2820	2820	235	67	12246	122	
35			REPOSESSION LOSSES-NEW	853			(-3998				(-145	
36			NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			36351	27599			245777	1885	
37	USED		FINANCE INCOME-USED	808	53	4463	-3609	-68	214	61321	279	
38			INSURANCE COMMISSIONS EARNED-USED	809	21	1605	1605	76	87	7222	72	
39			REPOSESSION LOSSES-USED	854			(29784				(799	
40			USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			6068	-31788			68543	-448	
41			TOTAL F & I INCOME (LINES 36 AND 40)			42419	-4189			314320	1436	

SUPPLEMENTAL INVENTORY ANALYSIS											
LINE	INVENTORIES	ACCT. CODE	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN		
			GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL				
46	NEW DEMOS	230	50				50	587583			
47	CARS		50				50				
48	TRUCKS										
49	NEW CARS	231	281				281	3189805	152580		
50	NEW TRUCKS	237	252				252	4577200	126093		
51	OTHER AUTO	238									
52	USED		TOTAL UNITS		OVERAGE:	UNITS	AMOUNT				
53	CARS	240	218		OVER 30 DAYS	109	673114	1178693			
54	TRUCKS	241	65		OVER 60 DAYS	19	192556	534049			
55	PARTS AND ACCESSORIES	242						1901692	18856		
56	OTHER INVENTORIES	243						20377			
57	TOTALS (LINES 46 THRU 56)							11989399	297531		

RE AND RENTAL ACTIVITY

PAGE 4

1E	RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L N O E
P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
			208995225						16243		59143		1
			208995225						16243		59143		2
			1151 288										3
			83582090										4
1015	1015		53781345										5
			3792 948										6
			193 48										7
1015	1015		188724718										8
-1015	A		2027 507						16243		59143		9
													10
			97										11
			836										12
			90										13
			38										14
			1061										15
			-1061										16
-1015	B		966 242						16243		59143		17
1			EFFECTIVE UNITS				UNITS SOLD				EFFECTIVE UNITS		18
1			4										19

PER CONTRACT
339
183
131
83

DEALERSHIP PERSONNEL COUNT									L N O E
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	20
SUPERVISORS	8	6	2	1	1	1		19	21
VEHICLE SERVICE & PARTS SALESPERSONS	41	20	3	5		5		74	22
TECHNICIANS				19	14			33	23
CLERICAL	10	9	1	4	1	1		26	24
OTHERS	13	6		13	3	18		53	25
TOTAL (LINES 33 THRU 38)	72	41	6	42	19	25	2	207	26
TOTAL HIRED	32	26	1	13	4	2		78	27
TOTAL TERMINATED Y-T-D	24	20	3	9	4	4		64	28

INVENTORY AMOUNT
587583
1663996
3316262
1178693
534049

DEALERSHIP CUSTOMER RECEIVABLES							L N O E
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES	142553	142553					29
210 OTHER							30
220 VEHICLES	5842735	5789333	43099		10303		31
220 L & P	230894	155273	52072	10764	12785		32
220 SERVICE & PARTS	850109	726718	61033	24145	38213		33
220 OTHER	316482	286057	8631	6323	15471		34
TOTAL CUSTOMER REC.	7382773	7099934	164835	41232	76772		35
300 A/P DEBT BAL							36
340 LESS ALLOW FOR DUBIOUS ACCTS	149645						37
NET CUSTOMER REC.	7233128						38
Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	MEMO ITEMS	MONTH	YEAR TO DATE	39
1713126	166	1406838	236018	CASH SALES SERVICE & PARTS	265704	1051034	40
20377	54	636125	85028	75 INTEREST, FLE PLAN, FEA	42541	80506	41
9014086	220	2042963	321046	76 INTEREST-OTHER	12781	56299	42
				76.75 FLE PLAN NET PER UNIT	33	16	43

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP	
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1	DEALER NUMBER											
2	1141326											
3	DEALER NAME R. K. CHEVROLET											
4	FROM 01 JAN 1994											
5	THRU 31 MAR 1994											
6	ADDRESS 2661 VIRGINIA BEACH BLVD.											
7	CITY & STATE VIRGINIA BEACH, VA											
8	ASSETS											
9	AMOUNT											
10	CASH ON HAND	200		27630								
11	CASH IN BANK	202		-786146								
12	CONTRACTS IN TRANSIT	205		1648319								
13	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)			889803								
14	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210		8437470								
15	DEMONSTRATORS (PAGE 4, LINE 46)	230		710373								
16	NEW CARS (PAGE 4, LINE 48)	231		2023272								
17	NEW TRUCKS (PAGE 4, LINE 50)	237		3397251								
18	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238										
19	USED CARS (PAGE 4, LINE 53)	240		1190623								
20	USED TRUCKS (PAGE 4, LINE 54)	241		666285								
21	PARTS AND ACCESSORIES (PAGE 4, LINE 55)	242		1803597								
22	TIRES	243										
23	GAS, OIL AND GREASE	244										
24	PAINT AND BODY SHOP MATERIALS	245		9724								
25	SUBLET REPAIRS	246		236								
26	WORK IN PROCESS-LABOR	247		10817								
27	OTHER	252										
28	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258		16572								
29	TOTAL INVENTORIES (LINES 14 THRU 27)			9828750								
30	SECURITIES	260		67810								
31	FACTORY RECEIVABLES	261		392409								
32	DUE FROM FINANCE COMPANIES	262		455568								
33	WARRANTY CLAIMS	263		65475								
34	INSURANCE COMMISSIONS RECEIVABLE	264		28105								
35	PREPAID EXPENSES TAXES	270		430297								
36	INSURANCE	271		7432								
37	OTHER	274		77864								
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)			20680983								
39	★ DRIVER TRAINING VEHICLES	275										
40	★ LEASE AND RENTAL UNITS	301		3703565								
41	★ L & R ACCUMULATED DEPRECIATION	S		1338559								
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)			24384548								
43	LIABILITIES											
44	AMOUNT											
45	CASH IN BANK CREDIT BALANCE	202										
46	ACCOUNTS PAYABLE-TRADE CREDITORS	300		1757853								
47	ACCOUNTS RECEIVABLE CREDIT BALANCE	220										
48	CUSTOMER DEPOSITS	220										
49	WARRANTY CLAIMS ADVANCE	305		53062								
50	NOTES PAYABLE-NEW VEH. & DEMOS	310		16992553								
51	NOTES PAYABLE-LEASE & RENTAL UNITS	312		3188487								
52	NOTES PAYABLE-OTHER	314		642857								
53	★ MEMO: DELAYED PAYMENTS-ACCT. 310											
54	INTEREST PAYABLE	320		98071								
55	SALARIES, WAGES & COMMISSIONS PAYABLE	321		647940								
56	INSURANCE PAYABLE	322		49761								
57	PAYROLL TAXES PAYABLE	323		29135								
58	SALES TAXES PAYABLE	324		190813								
59	OTHER TAXES PAYABLE	325		138265								
60	INCOME TAXES PAYABLE	327		28278								
61	EMPLOYEE'S BONUSES PAYABLE	328		14360								
62	OWNER'S BONUSES PAYABLE	329										
63	PENSION FUND PAYABLE	330		27187								
64	OTHER PAYABLES	331		114731								
65	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)			23916797								
66	LONG TERM DEBT	334										
67	TOTAL (LINES 29 THRU 33)			23916797								
68	MORTGAGES PAYABLE-REAL ESTATE	335										
69	TOTAL LIABILITIES (LINES 34 THRU 37)			24435397								
70	QUALIFIED L.T.D. \$											
71	DEALER \$			3,443,064								
72	(ASSET L42 - LIAB L34 - Q.L.T.D. L39 - TOT LIQ WD PG 4, L56)											
73	STANDARD \$			3,244,000								
74	PROFIT OR LOSS SUMMARY											
75	NEW UNITS											
76	PROFIT OR LOSS											
77	CAPITAL STOCK & ADD'L PAID IN CAPITAL	360		191000								
78	RETAINED EARNINGS	370		560257								
79	DIVIDENDS	375										
80	INVESTMENTS	380										
81	DRAWINGS	390										
82	YEAR-TO-DATE NET PROFIT OR LOSS	399		859955								
83	TOTAL NET WORTH (LINES 44 THRU 58)			1611212								
84	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)			26046609								

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.		
NET SALES (PAGE 3, LINE 60)		10026757		26768424		1		
GROSS PROFIT (PAGE 3, LINE 60)		1290399	1287	3295941	1231	2		
VARIABLE	EXPENSES	ACCT NO.	PLUS		PLUS	3		
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	176211	382	439953	349	4	
	DELIVERY EXPENSE	13	8440	18	16522	13	5	
	POLICY WORK-VEHICLES	15	16247	35	37961	30	6	
TOTAL VARIABLE (LINES 4 THRU 7)			200898	434	494436	392	8	
PERSONNEL	SALARIES-OWNERS	20	23000	23	69100	26	9	
	SALARIES-SUPERVISION	21	173976	174	467240	175	10	
	SALARIES-CLERICAL	22	43842	44	123367	46	11	
	OTHER SALARIES AND WAGES	23	79076	79	250036	93	12	
	ABSENTEE COMPENSATION	24	3548	4	9548	4	13	
	TAXES-PAYROLL	25	47292	47	142366	53	14	
	EMPLOYEE BENEFITS	27	13056	13	30545	11	15	
	PENSION FUNDS	29	3616	4	9864	4	16	
	TOTAL PERSONNEL (LINES 9 THRU 16)			387406	386	1102066	412	17
	USED VEHICLE MAINTENANCE EXPENSE	33					18	
COMPANY VEHICLE EXPENSE	51	12770	13	29302	11	19		
OFFICE SUPPLIES AND EXPENSES	60	11953	12	28111	11	20		
OTHER SUPPLIES	61	21129	21	41245	15	21		
ADVERTISING	65	95008	95	253467	95	22		
CONTRIBUTIONS	66	100		130		23		
POLICY WORK-PARTS AND SERVICE	67	4671	5	11381	4	24		
OUTSIDE SERVICES-DATA PROCESSING	68	27439	27	74257	28	25		
OUTSIDE SERVICES-OTHER	69	39420	39	81778	31	26		
TRAVEL AND ENTERTAINMENT	70	4605	5	17532	7	27		
MEMBERSHIPS, DUES AND PUBLICATIONS	71	5013	5	9716	4	28		
LEGAL AND AUDITING EXPENSE	72	11408	11	36218	14	29		
TELEPHONE	74	12199	12	34658	13	30		
TRAINING EXPENSE	75	3963	4	22566	8	31		
INTEREST-NOTES PAYABLE & OTHER	76	43003	43	81481	30	32		
MISCELLANEOUS EXPENSE	77	5724	6	11402	4	33		
TOTAL SEMI-FIXED (LINES 18 THRU 34)			298405	298	733244	274	35	
RENT	80	63769	64	201191	75	36		
AMORTIZATION-LEASEHOLDS	81	3500	3	11960	4	37		
REPAIRS-REAL ESTATE	82	6103	6	23834	9	38		
DEPRECIATION- BLDGs & IMPROVEMENTS	83					39		
TAXES-REAL ESTATE	84	2900	3	8700	3	40		
INSURANCE- BLDGs & IMPROVEMENTS	85					41		
INTEREST-MORTGAGES	86					42		
E	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		76272	76	245685	92	43	
	HEAT, LIGHT, POWER, AND WATER	87	13105	13	46739	17	44	
	INSURANCE-OTHER	88	21407	21	83885	31	45	
	TAXES-OTHER	89	5012	5	12556	5	46	
	REPAIRS-EQUIPMENT	90	1652	2	1652	1	47	
	DEPRECIATION-EQUIPMENT	91	9341	9	32675	12	48	
	EQUIPMENT RENTAL	92	778	1	2333	1	49	
	TOTAL FIXED (LINES 43 THRU 49)			127567	127	425525	159	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			813378	811	2260835	845	51
	TOTAL EXPENSES (LINES 8 & 51)			1014276	1012	2755271	1029	52
OPERATING PROFIT OR LOSS (LINE (2) (LINE 52))			276123	275	540670	202	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 54)			150051	150	349285	130	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			426174	425	889955	332	55	
BONUSES-EMPLOYEES		97					56	
BONUSES-OWNERS		98	10000	10	30000	11	57	
NET PROFIT OR LOSS BEFORE INCOME TAXES			416174	415	859955	321	58	
INCOME TAXES		99	4				59	
NET PROFIT OR LOSS AFTER INCOME TAXES			416170	415	859955	321	60	

29%

30%

DEPARTMENTAL PROFITABILITY

B000/94

ADDITIONS & DEDUCTIONS

LINE NO.	DESCRIPTION	A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC DEPARTMENT	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 32)
1	NET SALES	7184493	19108969	1645049	4385959	145637	471393	296850	
2	GROSS PROFIT	582256	1408277	268393	648171	39081	136318	179223	
3	EXPENSES								
4	VEHICLE SALES/REPAIRS - COMPENSATION AND OTHER	109010	256626	65115	172860	2086	10467		
5	DELIVERY EXPENSE	8158	15225	282	1297				
6	POLICY WORK - VEHICLES	10858	30620	5389	7341				
7									
8	TOTAL (LINES 4 THRU 7)	128026	302471	70786	181498	2086	10467		
9	SALARIES-OWNERS		100			4000	12000		
10	SALARIES-SUPERVISION	69169	186353	50922	124859	12521	46645	12907	
11	SALARIES-CLERICAL	10915	31249	10817	31166	1164	3854	10077	
12	OTHER SALARIES AND WAGES	11460	32372	8093	22062	794	3361	26538	
13	ABSENTEE COMPENSATION						60	2505	
14	TAXES-PAYROLL	15415	52833	8529	26749	2090	5690	11102	
15	EMPLOYEE BENEFITS	4028	8059	6093	14535	-352	-973	556	
16	PENSION FUND	1311	3549	329	1284	221	662	1172	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	112298	314515	84783	220655	20438	71299	64857	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-214	-3825	1602	7734			4241	
20	OFFICE SUPPLIES AND EXPENSES	4252	10493	3262	6430	21	582	1561	
21	OTHER SUPPLIES	5065	12029	5217	7676		134	5155	
22	ADVERTISING	38093	101326	37305	94312			9305	
23	CONTRIBUTIONS	29	39	30	39			16	
24	POLICY WORK - PARTS AND SERVICE							3099	
25	OUTSIDE SERVICES - DATA PROCESSING	7713	20636	7950	21298			3800	
26	OUTSIDE SERVICES - OTHER	12748	26458	8475	20426	1599	4315	5125	
27	TRAVEL AND ENTERTAINMENT	1510	7125	1380	5516	345	964	626	
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	1415	2721	1463	3070		90	813	
29	LEGAL AND AUDITING EXPENSE	3156	10314	3265	10350	525	1673	1741	
30	TELEPHONE	3243	9592	3663	9921	531	2036	1789	
31	TRAINING EXPENSE	1152	5838	839	3958			102	
32	INTEREST - NOTES PAYABLE AND OTHER	32698	37965	4648	13370			602	
33	MISCELLANEOUS EXPENSE	3815	5836	418	952			300	
34									
35	TOTAL (LINES 18 THRU 34)	114675	246547	79517	205052	3021	9794	38275	
36	RENT	18035	57821	18670	57096		6000	9950	
37	AMORTIZATION - LEASES	1015	3468	1050	3588			560	
38	REPAIRS - REAL ESTATE	751	4166	1467	8434			913	
39	DEPRECIATION - BLDGS & IMPROVEMENTS								
40	TAXES - REAL ESTATE	841	2523	870	2610			464	
41	INSURANCE - BLDGS & IMPROVEMENTS								
42	INTEREST - MORTGAGES								
43	SUB-TOTAL (LINES 36 THRU 42)	20642	67978	22057	71728		6000	11887	
44	HEAT, LIGHT, POWER AND WATER	3800	13397	3931	13595		1421	2097	
45	INSURANCE - OTHER	9291	33785	5635	22940			2529	
46	TAXES - OTHER	2785	5861	720	2175	523	1568	384	
47	REPAIRS - EQUIPMENT							1568	
48	DEPRECIATION - EQUIPMENT	1057	7823	3500	10500			1867	
49	EQUIPMENT RENTAL	778	2333						
50	TOTAL (LINES 43 THRU 49)	38353	131177	35843	120938	523	8989	20332	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	265326	692239	200143	546645	23982	90082	123464	
52	TOTAL EXPENSES (LINES 8 & 51)	393352	994710	270929	728143	26068	100549	123464	
53	DEPT. PROFIT OR LOSS (LINES 1 & 52)	188904	413567	-2534	-79972	13013	35769	55759	
54	PROPORTION OF G & A	5510	16530	5700	17100			3040	
55	DEPT. PROFIT OR LOSS AFTER PROPORTION	183394	397037	-8234	-97072	13013	35769	52719	
56	ADDITIONS TO INCOME								
57	BAC DEBTS RECOVERED	902	9728	18874	ADJUSTMENT FOR DEFERRED INCOME	903	4921	6707	
58	OTHER INCOME	905	170365	4114	ADJUSTMENT FOR DEFERRED INCOME	906	31121	72008	
59									
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 56 & 58) MINUS TOTAL DEDUCTIONS (LINES 53 & 54)								

CITY 16%

PAGE 2

10%

15%

M. DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 53)	YEAR-TO-DATE (PAGE 3, LINE 53)	MONTH	YEAR-TO-DATE		
733155	170448	491409	584280	1577539				1
445465	76596	221884	144848	435826				2
								3
								4
								5
								6
								7
								8
					19000	57000		9
33968	14050	37659	14407	37756				10
28170	5011	13937	5858	14991				11
71970	4955	13673	27236	106598				12
6217	395	1143	648	2128				13
28983	4874	13796	5282	14315				14
2233	781	2637	1950	4054				15
2901	240	626	343	842				16
174442	30306	83471	55724	180684	19000	57000		17
								18
5053	368	829	6773	19511				19
3466	896	1804	1961	5336				20
10454	3921	7545	1771	3407				21
24502	2545	7011	7760	26316				22
21	10	13	15	18				23
5466	1523	4756	49	1159				24
10921	3864	9840	4112	11562				25
11774	3700	7478	7773	11327				26
1790	232	850	512	1287				27
1560	488	967	834	1308				28
5597	1088	3572	1633	4712				29
5202	1118	3279	1855	4628				30
7106	1076	3872	794	1792				31
1308	376	833	4679	28005				32
942	15	22	1176	3650				33
								34
95162	21220	52671	41697	124018				35
31151	6219	19649	10895	29474				36
1914	350	1196	525	1794				37
2706	883	4523	2089	4005				38
								39
1392	290	870	435	1305				40
								41
								42
37163	7742	26238	13944	36578				43
7315	1311	4596	1966	6415				44
11092	1581	6945	2371	9123				45
1152	240	720	360	1080				46
1568	84	84						47
5601	1167	3501	1750	5250				48
								49
63891	12125	42084	20391	58446				50
333495	63651	178226	117812	363148	19000	57000		51
333495	63651	178226	117812	363148	19000	57000		52
111970	12945	43658	27036	72678				53
9120	1900	5700	2850	8550				54
102830	11045	37958	24186	64128				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	
MECHANICAL CARS		873	2097	BODY SHOP TRUCKS		52	138	
MECHANICAL TRUCKS		317	714	INTERNAL		2184	4665	
BODY SHOP CARS		105	308	WARRANTY CLAIM		872	2467	
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						4400	10389	

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR					2	45107	24807	2404
2	LUMINA	3	48867	5233	1744	9	142525	10935	215
3	CELE/MC								
4	BERETTA	1	15243	1939	1939	8	120503	8825	103
5	CORSICA	3	41949	4925	1642	5	70368	7586	517
6	CAMARO	15	305250	23420	1561	34	670796	56296	1676
7	CAVALIER	31	380847	47794	1542	91	1093999	108230	1101
8	CORVETTE	7	257801	17203	2458	12	435650	26573	223
9	PRIZM/NU	10	137580	15490	1549	27	373254	34372	278
10	SPECTR	2	28239	2415	1208	6	80153	58155	354
11	GEO METR	28	253801	34442	1230	64	574588	71075	254
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	SUBARU	21	274550	19932	949	71	916891	74923	1055
19									
20	TOTAL NEW CARS-RETAR (LINES 1 THRU 19)	121	1744127	172793	1428	329	4523334	394553	1199
21	CONTACT DIVISION	189	2689371	110058	582	588	8314977	314198	534
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)	189	2689371	110058	582	588	8314977	314198	534
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	310	4433498	282851	912	917	12838311	708751	773
29									
30	G-VAN	11	268514	18709	1701	24	575627	26862	1119
31	M VANS	4	80481	6726	1682	9	172760	10933	215
32	LUMINA A	2	39367	3342	1671	2	39367	3542	1671
33	TRUCKER	9	129825	14492	1610	25	343703	30936	1237
34	S10 P/U	37	474840	56264	1521	77	991075	95017	1234
35	S10 BLAZ	7	161449	15133	2162	19	420603	39307	2069
36	SUB/UBLA	8	233926	17415	2177	21	561210	34555	1645
37	LD 1500	12	262240	21789	1816	43	832609	66428	1545
38	LD 25-35					2	52186	1921	941
39	DED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RET (LINES 30 THRU 41)	90	1650642	153870	1710	222	3989140	309301	1393
43	CONTACT DIVISION	61	912814	65110	1067	120	1788150	129340	1078
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43 THRU 45)	61	912814	65110	1067	120	1788150	129340	1078
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)	151	2563456	218980	1450	342	5777290	438641	1283
51									
52	GM PROT. PLANS								
53	OTHER PLANS	85	82187	37708	444	218	194122	99960	459
54	TOTAL PROT PLANS (LINES 52 & 53)		82187	37708	444		194122	99960	459
55									
56	NEW F&I INCOME (PAGE 4 LINE 36)		61757	42717	93		209425	160925	128
57									
58	NEW OTH. AUTO		43595	208			89821		
59									
		461	7184493	562256	1263	1259	19108967	1408277	1119

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS	
USED CARS RETAIL	330	128	880863	190819	1491	307	2155475	389200	1268	1
USED CARS RETAIL-RECOND	337									2
USED CARS WHOLESALE	338	63	132148	2672	42	193	412801	578	-3	3
ADJ-USED CAR INVENTORY	339									4
TOTAL USED CARS (LINES 330-339)		191	1013011	193491	1013	500	2574776	388622	777	5
USED TRUCKS RETAIL	350	45	477466	57745	1283	137	1358390	189598	1384	6
USED TRUCKS RETAIL-RECOND	351									7
USED TRUCKS WHOLESALE	352	15	62139	-375	-25	53	194782	-28	-1	8
ADJ-USED TRUCK INVENTORY	353									9
TOTAL USED TRUCKS (LINES 350-353)		60	539605	57370	956	190	1553172	189570	998	10
GM PLANS-PROT.	454				PUS				PUS	11
OTHER PLANS-PROT.	455	83	77550	33157	399	207	195025	82536	399	12
TOTAL PROT PLANS (LINES 454-455)			77550	33157	132		195025	82536	120	13
USED F & I INCOME (PAGE 4 LINE 40)			14883	-15623	-62		62876	-13040	-19	14
USED OTHER AUTO	456						510	1483	1	15
TOTAL USED VEH (LINES 330-353 & 456)		251	1645049	268395	1069	690	4385959	648171	939	16
TOTAL NEW & USED (LINES 60 & 16)		712	8829542	850651	1845	1949	23494928	2056448	633	17
TOT VARI-ABLE L & R (LINES 17 & 18)			145637	39081	PUS		471393	136318	PUS	18
TOTAL VARIABLE (LINES 17 & 18)			8975179	889732	930		23966321	2192766	742	19
										20
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	46251	31284	6764		119789	81680	6819		22
CUSTOMER LABOR-TRUCKS	461	22373	14831	6629		55362	36718	6632		23
WARRANTY CLAIM LABOR	462	41777	29690	7107		130738	92990	7113		24
INTERNAL LABOR	463	59171	40698	6878		139873	95731	6844		25
NEW VEHICLE INSPECTION LABOR	464	55806	47666	8541		108111	92413	8548		26
ADJ-COST OF LABOR SALES	665		-2144				3680			27
SUB TOTAL (LINES 22-27)		223378	162025	7189		553873	403212	7280		28
SUBLET REPAIRS	466	5839	488	836		16586	2005	1209		29
P & A CUSTOMER CAR R C S	467	49626	11925	2403		119776	28475	2377		30
P & A CUSTOMER TRUCK R C S	468	16007	4785	2989		42920	11773	2743		31
TOTAL MECHANICAL (LINES 28-31)		296850	179223	6037		733155	445465	6076		32
CUSTOMER LABOR-CARS	470	36870	21986	5963		115021	68600	5964		33
CUSTOMER LABOR-TRUCKS	471	17401	10562	6070		46697	28267	6053		34
WARRANTY CLAIM LABOR	472	29068	23396	8049		71123	57259	8051		35
INTERNAL LABOR	473	14220	9610	6758		34435	23256	6754		36
ADJ-COST OF LABOR SALES	675		-3331				-589			37
SUB TOTAL (LINES 33-37)		97559	62223	6378		267276	176793	6615		38
SUBLET REPAIRS	478	3910	748	1913		11040	2019	1829		39
P & A CUSTOMER CAR R C S	477	36170	5327	1473		123362	20036	1624		40
P & A CUSTOMER TRUCK R C S	478	14205	2054	1446		41043	6527	1590		41
PAINT & BODY SHOP MATERIALS	479	18604	6244	3356		48688	16509	3391		42
TOTAL BODY SHOP (LINES 38-42)		170448	76596	4494		491409	221884	4515		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		467298	255819	5474		1224564	667349	5450		44
WARRANTY CLAIMS	480	57737	12488	2163		162935	36979	2270		45
INTERNAL	481	83826	21084	2515		234700	58824	2509		46
COUNTER-RETAIL	482	20523	9935	4841		54384	26513	4875		47
WHOLESALE	483	413822	63696	1539		1107231	168542	1522		48
										49
										50
STOCK ORDER ALLOWANCE	667		36408				105238			51
ADJUSTMENT P & A INVENTORY	668		-61				36777			52
TOTAL P & A (LINES 45-52)		573908	143550	2493		1559250	432943	2777		53
TIRES	490									54
GAS, OIL & GREASE	491	4838	706	1459		14132	1924	1361		55
MISCELLANEOUS	492	3534	592	1675		4157	959	2307		56
TOTAL OTHER (LINES 54-56)		8372	1298	1550		18289	2883	1576		57
TOTAL P & A DEPT. (LINES 53 & 57)		584280	144848	2479		1577539	435826	2763		58
TOTAL FIXED (LINES 44 & 58)		1051578	400667	3810	209	2802103	1103175	3937		59
TOTAL ALL DEPTS. (LINES 19 & 59)		1062675	4290399	1287		26768424	3295941	1231		60

LINE NO		LEASE AND RENTAL OPERATIONS	A/C NO	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE				
				MONTH	PER UNIT	YEAR TO DATE	P.E.U.	MONTH	PER UNIT	YEAR TO DATE	P.	
1	INCOME & DIRECT COSTS	INCOME AND SALES	720	15636	313	45752	995					
2		COST OF SALES	725									
3		INCOME & GROSS PROFIT (LINE 1 MINUS 2)		15636	313	45752	995					
4		INTEREST	722	1561	31	4895	106					
5		DEPRECIATION	721	9947	199	28436	618					
6		INSURANCE	722									
7		LICENSE, TITLE & TAXES	723									
8		MAINTENANCE & REPAIRS	724									
9		SERVICE CHARGES	725	620	12	1355	29					
10		GASOLINE	726	1140	23	1656	36					
11		RENT-SUBLET UNITS	727									
12	T R U D I R E C T C O S T S	TOTAL DIRECT COSTS (LINES 4 THRU 11)		13268	265	36342	790					
13		VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2368	47	9410	205					
14		INCOME AND SALES	710	120547	480	361841	1465					
15		COST OF SALES	715									
16		INCOME & GROSS PROFIT (LINE 14 MINUS 15)		120547	480	361841	1465					
17		INTEREST	730	15278	61	44753	181					
18		DEPRECIATION	731	76064	303	215301	872					
19		INSURANCE	732									
20		LICENSE, TITLE & TAXES	733	1453	6	10696	43					
21		MAINTENANCE & REPAIRS	734									
22		SERVICE CHARGES	735	493	2	6342	26					
23	GASOLINE	736										
24	RENT-SUBLET UNITS	737			2722	11						
25	U N I T S	TOTAL DIRECT COSTS (LINES 17 THRU 24)		93288	372	279814	1133					
26		VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		27259	109	82027	332					
27		TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		29627	98	91437	312					
28		BEGINNING BALANCE	CT	47	242	EFFECTIVE UNITS				EFFECTIVE UNITS		
29		ENDING BALANCE	CT	50	251	46	247					
30												
31		N E W U S E D	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE			
32					CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33			FINANCE INCOME-NEW	806	137	58079	36752	268	387	199999	140972	
34			INSURANCE COMMISSIONS EARNED-NEW	807	20	3678	3678	184	55	9426	9426	
35			REPOSESSION LOSSES-NEW	853			(-2287)				(-10527)	
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)				61757	42717			209425	160925		
37	FINANCE INCOME-USED		808	46	13509	2116	46	161	56859	31553		
38	INSURANCE COMMISSIONS EARNED-USED		809	19	1374	1374	72	66	5617	5617		
39	REPOSESSION LOSSES-USED		854			(19113)				(50210)		
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)				14883	-15623			62476	-13040		
41	TOTAL F & I INCOME (LINES 36 AND 40)				76640	27094			271901	147885		
42												
43	SUPPLEMENTAL INVENTORY ANALYSIS											
44	I N V E N T O R I E S	UNITS						INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN			
45		ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL					
46		NEW: DEMOS	230		60			60	710373			
47		CARS			60			60				
48		TRUCKS										
49		NEW CARS	231		393			393	3549081	1523809		
50		NEW TRUCKS	237		294			294	4658189	1260938		
51		OTHER AUTO	238									
52		USED:			TOTAL UNITS	OVERAGE:	UNITS	AMOUNT				
53		CARS	240		192	OVER 30 DAYS	51	352002	1190623			
54		TRUCKS	241		171	OVER 60 DAYS	13	97075	666285			
55	P A R T S A N D A C C E S S O R I E S		ACCT	GM	OTHER							
56			242					1992163	188566			
57		OTHER INVENTORIES			243, 244, 245, 252 TO 258			26297				
58	TOTALS (LINES 46 THRU 57)							12793011	2975313			

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO.
EF.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
			208994180						9454		42901		1
			208994180						9454		42901		2
			1151 230										3
			83581672										4
			4364 873										5
			3792 758										6
			193 39										7
			178583572										8
			3041 608						9454		42901		9
													10
													11
													12
													13
													14
													15
													16
													17
													18
													19
													20
													21
													22
													23
													24
													25
													26
													27
													28
													29
													30
													31
													32
													33
													34
													35
													36
													37
													38
													39
													40
													41
													42
													43
													44
													45
													46
													47
													48
													49
													50
													51
													52
													53
													54
													55
													56
													57
													58
													59
													60
													61
													62
													63
													64
													65
													66
													67
													68
													69
													70
													71
													72
													73
													74
													75
													76
													77
													78
													79
													80
													81
													82
													83
													84
													85
													86
													87
													88
													89
													90
													91
													92
													93
													94
													95
													96
													97
													98
													99
													100

PER CONTRACT
364
171
196
85

DEALERSHIP PERSONNEL COUNT									
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	33
SUPERVISORS	6	6	3	1	1	1		18	34
VEHICLE SERVICE & PARTS SALESPeOPLE	40	19	2	5		5		71	35
TECHNICIANS				18	14			32	36
CLERICAL	10	9	1	3	2	1		26	37
OTHERS	10	9	1	15	3	17		55	38
TOTAL (LINES 33 THRU 38)	66	43	7	42	20	24	2	204	39
TOTAL HIRED Y-T-O	27	20	1	12	4	1		65	40
TOTAL TERMINATED Y-T-O	20	10	3	8	3	2		46	41

INVENTORY AMOUNT
710373
2023272
3397251
1190623
666285

DEALERSHIP CUSTOMER RECEIVABLES						
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	
210 VEHICLES	157360	157360				45
210 OTHER						46
220 VEHICLES	7122035	7055508	52953	4961	8613	47
220 L & R	209376	145640	39477	9303	14956	48
220 SERVICE & PARTS	800663	680036	59208	30689	30730	49
220 OTHER	298443	270013	7928	4207	16295	50
TOTAL CUSTOMER REC.	8587877	8308557	159566	49160	70594	51
300 A/P DEBIT BAL.						52
340 LESS ALLOW FOR DOUBTFUL ACCTS	150407					53
NET CUSTOMER REC.	8437470					54

				MEMO ITEMS			MONTH	YEAR TO DATE
Y-T-O	UNITS SOLD	SALES	GROSS PROFIT	CASH SALES SERVICE & PARTS			286402	785330
1803597	117	956256	164478	76 INTEREST FLR PLAN-NEW			32698	37965
26297	38	426507	613480	76 INTEREST-OTHER			10305	43518
9817693	153	1382763	225820	76 INT FLR PLAN NEW PER UNIT			25	10

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER Q.M.			TOTAL Q.M.			COMPOSITE GROUP			
		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL				
DEALER NUMBER 1141326		DEALER NAME R. K. CHEVROLET										File 67		
FROM 01 JAN 1994		ADDRESS 2661 VIRGINIA BEACH BLVD.												
THRU 28 FEB 1994		CITY & STATE VIRGINIA BEACH, VA												
ASSETS												AMOUNT		
CASH ON HAND												22275		
CASH IN BANK												-650150		
CONTRACTS IN TRANSIT												1426811		
TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)												798936		
TOTAL RECEIVABLES (PAGE 4, LINE 54)												8204262		
DEMONSTRATORS (PAGE 4, LINE 48)												943513		
NEW CARS (PAGE 4, LINE 48)												1677155		
NEW TRUCKS (PAGE 4, LINE 50)												3261454		
OTHER AUTOMOTIVE (PAGE 4, LINE 51)														
USED CARS (PAGE 4, LINE 53)												797275		
USED TRUCKS (PAGE 4, LINE 54)												690066		
PARTS AND ACCESSORIES (PAGE 4, LINE 56)												1863784		
TIRES														
GAS, OIL AND GREASE														
PAINT AND BODY SHOP MATERIALS												13216		
SUBLET REPAIRS												-565		
WORK IN PROCESS-LABOR												11395		
OTHER														
MISCELLANEOUS ASSETS RECEIVED IN TRADE												18939		
TOTAL INVENTORIES (LINES 14 THRU 27)												9276232		
SECURITIES												52590		
FACTORY RECEIVABLES												230566		
DUE FROM FINANCE COMPANIES												421568		
WARRANTY CLAIMS												111554		
INSURANCE COMMISSIONS RECEIVABLE												16680		
PREPAID EXPENSES: TAXES														
INSURANCE												14864		
OTHER												313867		
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)												19441119		
★ DRIVER TRAINING VEHICLES												275		
★ LEASE AND RENTAL UNITS												289		
★ L&R ACCUMULATED DEPRECIATION \$												1277021		
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)												22831567		
ACCOUNT												COST	ACCUMULATED DEPRECIATION	
LAND												280		
BLDG & BP												281		
M&S EQUIP												282	585027	1490246
P&A EQUIP												283	56174	44161
FURN & FIXTURES												284	877276	777858
COMPANY VEHICLES												285	109297	45459
LEASE HOLDS												286	1650503	910828
TOTALS (LINES 41-43)												3278277	2268552	1009725
★ MEMO: COMPANY VEHICLES CARS TRUCKS														
LIFE INSURANCE-CASH VALUE												291	94000	
NOTES & ACCOUNTS RECEIVABLE-OFFICERS												293		
NOTES & ACCOUNTS RECEIVABLE-OTHER												294	127460	
OTHER INVESTMENTS & MISCELLANEOUS ASSETS												295	16690	
TOTAL OTHER ASSETS (LINES 44 THRU 50)												238150		
TOTAL ASSETS (LINES 41-50 & 53 & 58)												24079442		
LIABILITIES														
CASH IN BANK CREDIT BALANCE												301		
ACCOUNTS PAYABLE-TRADE CREDITORS												302	287398	
ACCOUNTS RECEIVABLE CREDIT BALANCE												303		
CUSTOMER DEPOSITS												304		
WARRANTY CLAIMS ADVANCE												305	53062	
NOTES PAYABLE-NEW VEH. & DEMOS												310	197495	
NOTES PAYABLE-LEASE & RENTAL UNITS												312	505178	
NOTES PAYABLE-OTHER												314	654762	
★ MEMO: DELAYED PAYMENTS-ACCT. 310														
INTEREST PAYABLE												320	65226	
SALARIES, WAGES & COMMISSIONS PAYABLE												321	229103	
INSURANCE PAYABLE												322	44573	
PAYROLL TAXES PAYABLE												323	21548	
SALES TAXES PAYABLE												324	155232	
OTHER TAXES PAYABLE												325	138496	
INCOME TAXES PAYABLE												327	97500	
EMPLOYEE'S BONUSES PAYABLE												328	8832	
OWNER'S BONUSES PAYABLE												329		
PENSION FUND PAYABLE												330	17133	
OTHER PAYABLES												331	15964	
TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)													21596502	
LONG TERM DEBT												334		
TOTAL (LINES 29 THRU 33)													21596502	
MORTGAGES PAYABLE-REAL ESTATE												335	583600	
TOTAL LIABILITIES (LINES 34 THRU 37)													22180102	
QUALIFIED L.T.D. \$														
DEALER \$													4,255,063	
(ASSET L42 - LIAB. L34 - GLTD L35 - TOT LFO W/ POL. 4, L46)														
STANDARD \$														
PROFIT OR LOSS SUMMARY														
NEW UNITS													318	
PROFIT OR LOSS													282113	
													480	
CAPITAL STOCK & ADDL PAID IN CAPITAL												360	191000	
RETAINED EARNINGS												370	1264555	
DIVIDENDS												375		
INVESTMENTS												380		
DRAWINGS												390		
YEAR-TO-DATE NET PROFIT OR LOSS												399	443785	
TOTAL NET WORTH (LINES 44 THRU 50)													1899340	
TOTAL LIABILITIES AND NET WORTH (LINES 38 & 50)													24079442	

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 3, LINE 60)		9367361		14741673		1
GROSS PROFIT (PAGE 2, LINE 68)		9803671	1047	2005545	1198	2
VARIABLE	EXPENSES					3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	110042	229	1263741	331	4
	DELIVERY EXPENSE	3177	7	8081	10	5
	POLICY WORK-VEHICLES	13883	29	21715	27	6
TOTAL VARIABLE (LINES 4 THRU 7)		127102	268	293537	368	8
PERSONNEL	SALARIES-OWNERS	23100	25	44100	28	9
	SALARIES-SUPERVISION	156439	167	293265	178	10
	SALARIES-CLERICAL	39892	43	79525	48	11
	OTHER SALARIES AND WAGES	94528	101	170959	102	12
	ABSENTEE COMPENSATION	1942	2	4000	4	13
	TAXES-PAYROLL	50216	54	95074	57	14
	EMPLOYEE BENEFITS	9502	10	17490	10	15
	PENSION FUNDS	3241	3	8249	4	16
TOTAL PERSONNEL (LINES 9 THRU 16)		378860	404	714662	427	17
FIXED	USED VEHICLE MAINTENANCE EXPENSE					18
	COMPANY VEHICLE EXPENSE	10282	11	14531	10	19
	OFFICE SUPPLIES AND EXPENSES	8906	10	14161	10	20
	OTHER SUPPLIES	10749	11	20118	12	21
	ADVERTISING	80794	86	158459	95	22
	CONTRIBUTIONS			30		23
	POLICY WORK-PARTS AND SERVICE	3158	3	4708	4	24
	OUTSIDE SERVICES-DATA PROCESSING	24974	27	48817	28	25
	OUTSIDE SERVICES-OTHER	19951	21	42359	25	26
	TRAVEL AND ENTERTAINMENT	3727	4	12924	8	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	888	1	4702	3	28
	LEGAL AND AUDITING EXPENSE	12377	13	24809	15	29
	TELEPHONE	14196	15	22458	13	30
	TRAINING EXPENSE	14197	15	18603	11	31
	INTEREST-NOTES PAYABLE & OTHER	24499	26	38479	23	32
	MISCELLANEOUS EXPENSE	2753	3	5677	3	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	231451	247	434837	260	35
FIXED	RENT	68399	73	137420	82	36
	AMORTIZATION-LEASEHOLDS	3500	4	8460	5	37
	REPAIRS-REAL ESTATE	14482	15	17730	11	38
	DEPRECIATION- BLDGS. & IMPROVEMENTS					39
	TAXES-REAL ESTATE	2900	3	5800	3	40
	INSURANCE- BLDGS. & IMPROVEMENTS					41
	INTEREST-MORTGAGES					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	89281	95	169410	101	43
	HEAT, LIGHT, POWER, AND WATER	16514	18	33635	20	44
	INSURANCE-OTHER	30412	32	62477	37	45
	TAXES-OTHER	3013	3	7545	5	46
	REPAIRS-EQUIPMENT					47
FIXED	DEPRECIATION-EQUIPMENT	4363	5	23334	14	48
	EQUIPMENT RENTAL	778	1	1555	1	49
	TOTAL FIXED (LINES 43 THRU 49)	144363	154	297954	178	50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		754674	808	1447455	865	51
TOTAL EXPENSES (LINES 3 & 51)		881774	941	1740992	1040	52
OPERATING PROFIT OR LOSS (LINE 61 MINUS 52)		98591	105	264553	158	53
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)		83075	89	199233	119	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		181666	194	463786	277	55
BONUSES-EMPLOYEES						56
BONUSES-OWNERS		20000	21	20000	13	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		161666	173	443786	263	58
INCOME TAXES		-6		1		59
NET PROFIT OR LOSS AFTER INCOME TAXES		161672	173	443785	263	60

DEPARTMENTAL PROFITABILITY

ADP FORMS & SUPPLIES

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICS	
		MONTH (PAGE 3, LINE 08)	YEAR-TO-DATE (PAGE 3, LINE 09)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 11)	MONTH (PAGE 3, LINE 12)	YEAR-TO-DATE (PAGE 3, LINE 13)	MONTH (PAGE 3, LINE 14)	YEAR-TO-DATE (PAGE 3, LINE 15)
1	ET SALES	7084567	11924479	1233099	2740910	170163	325755	220936	
2	GROSS PROFIT	417829	826023	167511	379776	59785	97236	137688	
3	EXPENSES								
4	VEHICLE SALES/REPAIRS - COMMISSION AND OTHER	55738	147616	49453	107744	4851	8381		
5	DELIVERY EXPENSE	2965	7066	212	1015				
6	POLICY WORK-VEHICLES	12313	19763	1570	1952				
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	71016	174445	51235	110711	4851	8381		
9	SALARIES-OWNERS	100	100			4000	8000		
10	SALARIES-SUPERVISOR	62398	117185	41331	73937	20172	34124	10735	
11	SALARIES-CLERICAL	9452	20334	10329	20349	1430	2690	49105	
12	OTHER SALARIES AND WAGES	13141	20912	7105	13968	633	2567	23248	
13	ABSENTEE COMPENSATION						60	1006	
14	TAXES-PAYROLL	19864	37418	10049	18219	1779	3600	9241	
15	EMPLOYEE BENEFITS	1925	4031	4640	8443	-352	-621	787	
16	POISON FUND	1159	2238	476	955	221	442	920	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	108039	202218	73930	135871	27883	50862	55042	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	83	-3611	3358	6132			420	
20	OFFICE SUPPLIES AND EXPENSES	2934	6241	1927	3169	428	562	1113	
21	OTHER SUPPLIES	3899	6964	1394	2460	115	134	2515	
22	ADVERTISING	31029	63233	28039	57007			8535	
23	CONTRIBUTIONS		10		9				
24	POLICY WORK-PARTS AND SERVICE							813	
25	OUTSIDE SERVICES-DATA PROCESSING	7669	12923	7878	13348			3513	
26	OUTSIDE SERVICES-OTHER	6793	13710	4174	11951	1258	2716	3479	
27	TRAVEL AND ENTERTAINMENT	1319	5615	1640	4137	370	618	105	
28	MEMBERSHIPS, DUES AND PUBLICATIONS	209	1306	441	1606		90	93	
29	LEGAL AND AUDITING EXPENSE	3430	7157	3548	7085	550	1148	1892	
30	TELEPHONE	3838	6349	3976	6258	917	1505	2119	
31	TRAINING EXPENSE	4008	4686	2459	3119			5890	
32	INTEREST-NOTES PAYABLE AND OTHER	6031	5267	4734	8722			644	
33	MISCELLANEOUS EXPENSE	896	2021	269	534			181	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	72138	131871	63837	125537	3638	6773	31312	
36	RENT	18996	39786	19513	38426	3000	6000	10490	
37	AMORTIZATION-LEASEHOLDS	1015	2453	1050	2538			560	
38	REPAIRS-REAL ESTATE	2590	3415	6217	6967			1368	
39	DEPRECIATION-BLDGS IMPROVEMENTS								
40	REPAIRS-EQUIPMENT	841	1682	870	1740			464	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OF EQUIPMENT (LINES 36 THRU 42)	23442	47336	27650	49671	3000	6000	12882	
44	HEAT, LIGHT, POWER AND WATER	4637	9597	4797	9664	525	1421	2559	
45	INSURANCE-OTHER	11112	24494	8681	17305			4144	
46	TAXES-OTHER	771	3077	735	1455	523	1045	384	
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT	696	6766	1308	7000			319	
49	EQUIPMENT RENTAL	778	1555						
50	TOTAL FIXED (LINES 43 THRU 49)	41436	92825	43171	85095	4048	8466	20288	
51	TOTAL DEPRECIATION (LINES 37, 38, 48)	221613	426914	180938	346503	35569	66101	106642	
52	TOTAL EXPENSES (LINES 4-50)	292629	601359	232173	457214	40420	74482	106642	
53	DEPT. PROFIT OR LOSS (LINES 1-52)	125200	224664	-64662	-77438	19365	22754	31046	
54	PROPORTION OF G & A	5510	11020	5700	11400			3040	
55	DEPT. PROFIT OR LOSS AFTER PROPORTION	119690	213644	-70362	-88838	19365	22754	28006	
56	ADDITIONS TO INCOME								
57	SALES TAXES RECOVERED	5023	9145			3637	3786		
58	OTHER INCOME	104228	235061			22539	41187		
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57-59) MINUS TOTAL DEDUCTIONS (LINES 53-55)	83075	199233						

C-DEPARTMENT		E-BODY SHOP DEPARTMENT		F-PARTS AND ACCESSORIES DEPARTMENT		Z-GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 39)	MONTH (PAGE 3, LINE 40)	YEAR-TO-DATE (PAGE 3, LINE 41)	MONTH (PAGE 3, LINE 42)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 44)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 46)	
436806	147674	520963	510922	893260				1
266242	65274	145290	132280	290978				2
								3
								4
								5
								6
								7
								8
						19000	38000	9
21061	10520	23609	11283	23349				10
18093	4412	8925	5164	9134				11
45432	4530	8718	46071	79362				12
3712	498	748	438	1480				13
17881	4631	8923	4652	9033				14
1677	786	1856	1716	2104				15
1729	229	386	236	499				16
109585	25406	53165	69560	124961	19000	38000		17
								18
811	125	461	6296	12738				19
1905	453	908	2051	3376				20
5299	2020	3624	806	1637				21
15197	3363	4466	9828	18556				22
5		3		3				23
2366	1794	3233	551	1109				24
7121	2391	5975	3523	7450				25
6649	1989	3778	2258	3555				26
1164	66	617	227	775				27
747	58	479	87	474				28
3856	1183	2484	1774	3079				29
3412	1324	2161	2022	2773				30
7005	1094	2796	746	997				31
706	403	457	12687	23327				32
641	44	7	1363	2474				33
								34
56884	16307	31449	44219	82323				35
21200	6500	13430	9900	18578				36
1354	350	846	525	1269				37
1793	3024	3639	1283	1916				38
								39
928	290	580	435	870				40
								41
								42
25275	10164	18495	12143	22633				43
5218	1599	3285	2399	4450				44
8562	2590	5364	3885	6752				45
768	240	480	360	720				46
								47
3734	437	2334	1603	3500				48
								49
43557	15030	29958	20390	38055				50
210026	56743	114572	134169	245339	19000	38000		51
210026	56743	114572	134169	245339	19000	38000		52
56216	8531	30718	-1889	45639				53
6080	1900	3800	2850	5700				54
50136	6631	26918	-4739	39939				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		498	1224	BODY SHOP TRUCKS		45	86	57
MECHANICAL TRUCKS		170	397	INTERNAL		1389	2481	58
BODY SHOP CARS		103	203	WARRANTY CLAIM		881	1595	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						5086	5986	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	DESCRIPTION	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR								
2	LUMINA	3	47887	3702	1234	6	93659	7357	1226
3	CELE/MC								
4	BERETTA	4	59483	3736	934	7	105260	5888	841
5	CORSICA	1	14420	1340	1340	2	28419	2680	1330
6	CAMARO	6	120951	8092	1349	19	369547	23352	1866
7	CAVALIER	24	301310	24499	1021	60	713152	52485	874
8	CORVETTE	3	107307	4388	1463	5	177850	6992	1397
9	PRIZM/NO	4	82533	7190	1198	17	235674	16888	1000
10	G SPECTR	1	11854	1741	1741	4	51914	5500	1398
11	GEO METR	21	185922	15255	726	36	320788	24559	696
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	SUBARU	11	156538	15695	1427	50	641840	54992	1100
19									
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)	80	1088207	85638	1070	208	2779210	221762	1066
21	CONTACT DIVISION	333	4704081	171070	514	399	5625606	204140	512
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)	333	4704081	171070	514	399	5625606	204140	512
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20 & 24)	413	5792288	256708	622	607	8404816	425902	702
29									
30	G-VAN	7	179017	6801	972	13	307113	108153	827
31	M VANS	2	41802	1637	819	5	92279	4207	841
32	LUMINA A								
33	TRACKER	4	55135	3681	920	14	213878	16444	1028
34	S10 P/U	16	211399	18271	1142	40	518235	38753	969
35	S10 BLAZ	3	61095	3518	1173	12	259154	124173	2034
36	SUB/VBLA	3	78867	5154	1718	13	327284	17141	1319
37	LD 1500	14	256963	19705	1408	31	570369	44639	1440
38	LD 25-35					2	52186	11921	5961
39	MED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30 THRU 41)	49	884278	58767	1199	132	2338498	155431	1176
43	CONTACT DIVISION	18	272734	17022	944	59	875334	64230	1089
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43 THRU 45)	18	272734	17022	944	59	875334	64230	1089
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 46 & 49)	67	1157014	75789	1131	191	3213834	219661	1150
51									
52	GM PROT. PLANS								
53	OTHER PLANS	55	50868	33715	613	133	111934	62251	468
54	TOTAL PROT. PLANS (LINES 52 & 53)		50868	33715	613		111934	62251	468
55									
56	NEW F&I INCOME (PAGE 3, LINE 36)		69679	51617	108		147668	118209	148
57									
58	NEW CTH AUTO	445	14718				46227		
59									
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)	480	7084567	417829	870	798	11924479	826023	1035

VAR. OPER. CONTINUED	UNIT NO.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLS	UNITS SOLD	SALES	GROSS PROFIT	PLS	
USED CARS RETAIL	446	80	619786	90725	1134	179	11274612	19838	1108	1
USED CARS RETAIL-RECOND.	447									2
USED CARS WHOLESALE	448	58	122085	-1450	-25	130	1287153	-3250	-25	3
ADJ-USED CAR INVENTORY	449									4
TOTAL USED CARS (LINES 446-449)		138	741871	89275	647	309	1561765	195131	631	5
USED TRUCKS RETAIL	450	33	361367	43625	1322	92	1880924	4131853	1433	6
USED TRUCKS RETAIL-RECOND.	451									7
USED TRUCKS WHOLESALE	452	20	51218	-500	-25	38	1132643	1347	9	8
ADJ-USED TRUCK INVENTORY	453									9
TOTAL USED TRUCKS (LINES 450-453)		53	412585	43125	814	130	1013567	132200	1017	10
GM PLANS-PROT.	454				PLS				PLS	11
OTHER PLANS-PROT.	455	54	52578	26568	492	124	117475	49379	398	12
TOTAL PROT. PLANS (LINES 454 & 455)			52578	26568	139		117475	49379	112	13
USED F&I INCOME (PAGE 4 LINE 40)			25555	8060	42		47593	2583	6	14
USED OTHER AUTO	456		510	483	3		510	483	1	15
TOTAL USED VEH. (LINES 446, 450, 454 & 456)		191	1233099	167511	877	439	2740910	379776	865	16
TOTAL NEW & USED (LINES 40 & 45)		671	8317666	585340	1219	1237	14665389	1205799	1511	17
TOT. VAR. ADJ. & F&I (PAGE 4 LINE 40 & 45)			170163	59785	PNUS		325755	97236	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			8487829	645125	1344		14991144	1303035	1633	19
										20
FIXED OPERATIONS			SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES	
CUSTOMER LABOR-CARS	460		33187	22599	6810		73538	50394	6853	22
CUSTOMER LABOR-TRUCKS	461		16451	10831	6584		32989	21887	6635	23
WARRANTY CLAIM LABOR	462		44858	31789	7087		88961	63300	7115	24
INTERNAL LABOR	463		42037	28207	6710		80702	55033	6819	25
NEW VEHICLE INSPECTION LABOR	464		36773	31524	8573		52305	44748	8555	26
ADJ.-COST OF LABOR SALES	465			1747				5823		27
SUB TOTAL (LINES 460-465)			173306	126699	7311		328495	241187	7343	28
SUBLET REPAIRS	466		4793	623	1300		10748	1518	1412	29
P & A CUSTOMER CAR R.O.'S	467		31299	6927	2213		70150	16549	2359	30
P & A CUSTOMER TRUCK R.O.'S	468		11538	3439	2981		26913	6988	2597	31
TOTAL MECHANICAL (LINES 466-468)			220936	137688	6233		436304	266243	6103	32
CUSTOMER LABOR-CARS	470		33995	20177	5935		78151	46614	5965	33
CUSTOMER LABOR-TRUCKS	471		15604	9421	6038		29294	17706	6044	34
WARRANTY CLAIM LABOR	472		18649	15012	8050		42055	33863	8052	35
INTERNAL LABOR	473		10065	6939	6894		20214	13646	6750	36
ADJ.-COST OF LABOR SALES	475			-178				2742		37
SUB TOTAL (LINES 470-475)			78313	51371	6560		169718	114571	6751	38
SUBLET REPAIRS	476		2920	528	1808		7130	1271	1783	39
P & A CUSTOMER CAR R.O.'S	477		36783	6004	1632		87192	14709	1687	40
P & A CUSTOMER TRUCK R.O.'S	478		14518	2143	1476		26839	4473	1667	41
PAINT & BODY SHOP MATERIALS	479		15140	5228	3453		30084	10264	3412	42
TOTAL BODY SHOP (LINES 476-479)			147674	65274	4420		320963	145290	4527	43
TOTAL SERVICE DEPT. (LINES 466-479)			368610	202963	5508		757269	411533	5434	44
WARRANTY CLAIMS	480		59790	14819	2479		105198	24491	2328	45
INTERNAL	481		68542	17255	2517		150875	37810	2506	46
COUNTER-RETAIL	482		18908	9143	4836		33861	16578	4896	47
WHOLESALE	483		358308	55604	1552		693409	104845	1512	48
										49
										50
STOCK ORDER ALLOWANCE	507			34979				68830		51
ADJUSTMENT P & A INVENTORY	508			-482				36839		52
TOTAL P&A (LINES 480-508)			505548	131318	2598		983343	289393	2943	53
TIRES	489									54
GAS OIL & GREASE	491		4768	598	1254		9294	1218	1311	55
MISCELLANEOUS	492		604	364	6007		623	367	5891	56
TOTAL OTHER (LINES 489-492)			5374	962	1790		9917	1585	1598	57
TOTAL P & A DEPT. (LINES 51 & 57)			510923	132280	2589		993260	290978	2930	58
TOTAL FIXED (LINES 460-508)			879532	535242	3812		1750529	702510	4013	59
TOTAL ALL DEPTS. (LINES 19 & 59)			9367361	980367	1047	217	16741673	2005545	1198	60

LEASE

LEASE AND RENTAL OPERATIONS		OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME - MAINTENANCE			
		MONTH	PER UNIT	YEAR TO DATE	P.F.U.	MONTH	PER UNIT	YEAR TO DATE	
1	INCOME AND SALES	15214	324	30116	669				
2	COST OF SALES								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)	15214	324	30116	669				
4	INTEREST	1510	32	3334	74				
5	DEPRECIATION	8997	191	18489	411				
6	INSURANCE								
7	LICENSE, TITLE & TAXES								
8	MAINTENANCE & REPAIRS								
9	SERVICE CHARGES	239	5	735	16				
10	GASOLINE	30	1	516	11				
11	RENT-SUBLET UNITS								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)	10776	229	23074	513				
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)	4438	94	7042	156				
14	INCOME AND SALES	119442	494	241293	985				
15	COST OF SALES								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)	119442	494	241293	985				
17	INTEREST	14337	59	29475	120				
18	DEPRECIATION	69652	288	139237	568				
19	INSURANCE								
20	LICENSE, TITLE & TAXES	3404	14	9243	38				
21	MAINTENANCE & REPAIRS								
22	SERVICE CHARGES	4170	17	5849	24				
23	GASOLINE								
24	RENT-SUBLET UNITS	138	1	2722	11				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)	91701	379	186526	761				
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)	27741	115	54767	224				
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)	32179	111	61809	213				
28	BEGINNING BALANCE	42	247	EFFECTIVE UNITS				EFFECTIVE UNITS	
29	ENDING BALANCE	47	242	45	245				
30									
31	FINANCE AND INSURANCE ACTIVITY	MONTH				YEAR - TO - DATE			
32		CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	FINANCE INCOME-NEW	98	67619	47649	486	250	141920	104220	
34	INSURANCE COMMISSIONS EARNED-NEW	15	2060	2060	137	35	5748	5748	
35	REPOSESSION LOSSES-NEW			(-1908)				(-8241)	
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)		69679	51617			147668	118209	
37	FINANCE INCOME-USED	49	23262	18262	373	115	43350	29437	
38	INSURANCE COMMISSIONS EARNED-USED	27	2293	2293	85	47	4243	4243	
39	REPOSESSION LOSSES-USED			(12495)				(31097)	
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)		25555	8060			47593	2583	
41	TOTAL F & I INCOME (LINES 36 AND 40)		95234	59677			195261	120792	
42									
43	SUPPLEMENTAL INVENTORY ANALYSIS								
44	INVENTORIES	UNITS					INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	
45		ACTY	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL		
46	NEW - DEMOS	230	81				81	943513	
47	CARS		81				81		
48	TRUCKS								
49	NEW CARS	231	311				311	3231464	
50	NEW TRUCKS	237	223				223	4557810	
51	OTHER AUTO	239							
52	USED		TOTAL UNITS	OVERAGE	UNITS	AMOUNT			
53	CARS	240	157	OVER 30 DAYS	50	252706	797275		
54	TRUCKS	241	73	OVER 60 DAYS	15	126559	690066		
55			ACTY	GM	OTHER				
56	PARTS AND ACCESSORIES		242				2033117	169333	
57	OTHER INVENTORIES		243, 244, 245, 252 TO 256				32154		
58	TOTALS (LINES 46 THRU 57)		218				12285399	3019998	

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO.	
P.F.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.F.I.L.	MONTH	PER UNIT	YEAR TO DATE		P.F.F.I.L.
	11967		208992986						23540		33447		1
													2
	11967		208992986						23540		33447		3
	349		1151 164										4
	3910		8358 1194										5
	1441		4364 623										6
	1740		3792 542										7
													8
													9
													10
													11
	7440		178582551										12
	4527		3041 434						23540		33447		13
													14
													15
													16
	45		97										17
	397		836										18
	19		90										19
													20
													21
													22
													23
													24
	461		1061										25
	-461		-1061										26
	4066		1980 283						23540		33447		27
			EFFECTIVE UNITS				UNITS SOLD				EFFECTIVE UNITS		28
			71										29

PER CONTRACT
417
164
256
90

DEALERSHIP PERSONNEL COUNT										31
POSITION	A	B	C	D	E	F	Z	TOTAL	32	
OWNERS							2	2	33	
SUPERVISORS	7	7	3	1	1	1		20	34	
VEHICLE SERVICE & PARTS SALESPERSONS	29	16	2	5		5		57	35	
TECHNICIANS				16	14			30	36	
CLERICAL	10	10	1	3	2	1		27	37	
OTHERS	8	10	1	16	2	18		55	38	
TOTAL (LINES 33 THRU 38)	54	43	7	41	19	25	2	191	39	
TOTAL HIRED Y-T-D	12	11		8	2			33	40	
TOTAL TERMINATED Y-T-D	17	6	2	6	2	1		34	41	

INVENTORY AMOUNT
943513
1677153
3261454
797275
690066
1863784
32154
9265401

DEALERSHIP CUSTOMER RECEIVABLES							43
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	44	
210 VEHICLES	161651	161651				45	
210 OTHER						46	
220 VEHICLES	6840632	6816828	3850	8799	11155	47	
220 L & P	202427	124714	51494	12785	13434	48	
220 SERVICE & PARTS	722753	584167	64980	38864	34742	49	
220 OTHER	355174	328198	7282	1972	17722	50	
TOTAL CUSTOMER REC.	8282637	8015558	127604	62420	77053	51	
300 A/P DEBIT BAL.						52	
340 LESS ALLOW FOR DOUBTFUL ACCTS	78375					53	
NET CUSTOMER REC.	8204262					54	
MEMO ITEMS							55
CASH SALES SERVICE & PARTS			232797		498928	56	
78 INTEREST FLR PLAN-NEW			6031		5267	57	
78 INTEREST-OTHER			18468		33213	58	
78 PLAN-NEW PER UNIT			5		2	59	

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER B/L			TOTAL B/L			COMPOSITE GROUP												
		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL													
2	DEALER NUMBER																						
3	1141326																						
4	FROM 01 JAN 1994	DEALER NAME R. K. CHEVROLET																					
5	THRU 31 JAN 1994	ADDRESS 2661 VIRGINIA BEACH BLVD.																					
		CITY & STATE VIRGINIA BEACH, VA																					
ASSETS												LIABILITIES											
CASH ON HAND												CASH IN BANK CREDIT BALANCE											
CASH IN BANK												ACCOUNTS PAYABLE-TRADE CREDITORS											
CONTRACTS IN TRANSIT												ACCOUNTS RECEIVABLE CREDIT BALANCE											
TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)												CUSTOMER DEPOSITS											
												WARRANTY CLAIMS ADVANCE											
TOTAL RECEIVABLES (PAGE 4, LINE 34)												NOTES PAYABLE-NEW VEH. & DEMOS											
												NOTES PAYABLE-LEASE & RENTAL UNITS											
DEMONSTRATORS (PAGE 4, LINE 48)												NOTES PAYABLE-OTHER											
NEW CARS (PAGE 4, LINE 49)												★ MEMO: DELAYED PAYMENTS-ACCT. 310											
NEW TRUCKS (PAGE 4, LINE 50)																							
OTHER AUTOMOTIVE (PAGE 4, LINE 51)												INTEREST PAYABLE											
USED CARS (PAGE 4, LINE 52)												SALARIES, WAGES & COMMISSIONS PAYABLE											
USED TRUCKS (PAGE 4, LINE 53)												INSURANCE PAYABLE											
PARTS AND ACCESSORIES (PAGE 4, LINE 54)												PAYROLL TAXES PAYABLE											
TIRES												SALES TAXES PAYABLE											
GAS, OIL AND GREASE												OTHER TAXES PAYABLE											
PAINT AND BODY SHOP MATERIALS												INCOME TAXES PAYABLE											
SUBLET REPAIRS												EMPLOYEE'S BONUSES PAYABLE											
WORK IN PROCESS-LABOR												OWNER'S BONUSES PAYABLE											
OTHER												PENSION FUND PAYABLE											
MISCELLANEOUS ASSETS RECEIVED IN TRADE												OTHER PAYABLES											
TOTAL INVENTORIES (LINES 14 THRU 27)												TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)											
SECURITIES																							
FACTORY RECEIVABLES												LONG TERM DEBT											
DUE FROM FINANCE COMPANIES												TOTAL (LINES 29 THRU 33)											
WARRANTY CLAIMS																							
INSURANCE COMMISSIONS RECEIVABLE												MORTGAGES PAYABLE-REAL ESTATE											
PREPAID EXPENSES: TAXES																							
INSURANCE												TOTAL LIABILITIES (LINES 34 THRU 37)											
OTHER																							
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)												QUALIFIED L.T.D. \$											
★ DRIVER TRAINING VEHICLES												DEALER \$ 4,155,250											
★ LEASE AND RENTAL UNITS												(ASSET L42 - L48 - L54 - CLTD L59 - TOT LIQD WD PG. 4, L58)											
★ L & R ACCUMULATED DEPRECIATION \$ 1421308												STANDARD \$											
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 43)												PROFIT OR LOSS SUMMARY											
												NEW UNITS											
												PROFIT OR LOSS											
LAND												CAPITAL STOCK & ADDL PAID IN CAPITAL											
BLDGS & IMP												RETAINED EARNINGS											
M & S EQUIP												DIVIDENDS											
P & A EQUIP												INVESTMENTS											
FURN & FIXTURES												DRAWINGS											
COMPANY VEHICLES																							
LEASE-HOLDS																							
TOTALS (LINES 44 THRU 53)												YEAR-TO-DATE NET PROFIT OR LOSS											
★ MEMO: CARS TRUCKS												TOTAL NET WORTH (LINES 44 THRU 54)											
LIFE INSURANCE-CASH VALUE												TOTAL LIABILITIES AND NET WORTH (LINES 38 & 54)											
NOTES & ACCOUNTS RECEIVABLE-OFFICERS																							
NOTES & ACCOUNTS RECEIVABLE-OTHER																							
OTHER INVESTMENTS & MISCELLANEOUS ASSETS																							
TOTAL OTHER ASSETS (LINES 55 THRU 59)																							
TOTAL ASSETS (LINES 44 THRU 59)																							

SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	YEAR-TO-DATE	LINE NO.
NET SALES (PAGE 3, LINE 60)		7374313	7374313	1
GROSS PROFIT (PAGE 3, LINE 63)		1025176	1025176	2
VARIABLE	EXPENSES			3
	VEHICLE SALESPEOPLE COMPENSATION AND OTHER	153699	153699	4
	DELIVERY EXPENSE	4904	4904	5
	POLICY WORK-VEHICLES	7832	7832	6
	TOTAL VARIABLE (LINES 4 THRU 7)	166435	166435	8
	SALARIES-OWNERS	23000	23000	9
	SALARIES-SUPERVISION	136825	136825	10
PERSONNEL	SALARIES-CLERICAL	39633	39633	11
	OTHER SALARIES AND WAGES	76431	76431	12
	ABSENTEE COMPENSATION	4058	4058	13
	TAXES-PAYROLL	44858	44858	14
	EMPLOYEE BENEFITS	7987	7987	15
	PENSION FUNDS	3010	3010	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	335802	335802	17
FIXED	USED VEHICLE MAINTENANCE EXPENSE			18
	COMPANY VEHICLE EXPENSE	6249	6249	19
	OFFICE SUPPLIES AND EXPENSES	7253	7253	20
	OTHER SUPPLIES	9368	9368	21
	ADVERTISING	77667	77667	22
	CONTRIBUTIONS	30	30	23
	POLICY WORK-PARTS AND SERVICE	3551	3551	24
	OUTSIDE SERVICES-DATA PROCESSING	21842	21842	25
	OUTSIDE SERVICES-OTHER	22409	22409	26
	TRAVEL AND ENTERTAINMENT	9198	9198	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	3813	3813	28
	LEGAL AND AUDITING EXPENSE	12430	12430	29
	TELEPHONE	8262	8262	30
	TRAINING EXPENSE	4405	4405	31
	INTEREST-NOTES PAYABLE & OTHER	13981	13981	32
	MISCELLANEOUS EXPENSE	2925	2925	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	203383	203383	35
FIXED	RENT	69021	69021	36
	AMORTIZATION-LEASEHOLDS	4960	4960	37
	REPAIRS-REAL ESTATE	3250	3250	38
	DEPRECIATION-BLDGS. & IMPROVEMENTS			39
	TAXES-REAL ESTATE	2900	2900	40
	INSURANCE-BLDGS. & IMPROVEMENTS			41
	INTEREST-MORTGAGES			42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	80131	80131	43
	HEAT, LIGHT, POWER, AND WATER	17119	17119	44
	INSURANCE-OTHER	32066	32066	45
FIXED	TAXES-OTHER	4533	4533	46
	REPAIRS-EQUIPMENT			47
	DEPRECIATION-EQUIPMENT	18971	18971	48
	EQUIPMENT RENTAL	778	778	49
	TOTAL FIXED (LINES 43 THRU 49)	153598	153598	50
TOTAL FIXED OVERHEAD (LINES 35, 43 & 50)		692783	692783	51
TOTAL EXPENSES (LINES 3 & 51)		859218	859218	52
OPERATING PROFIT OR LOSS (LINE 2 MINUS 52)		165958	165958	53
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)		116159	116159	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		282117	282117	55
BONUSES-EMPLOYEES				56
BONUSES-OWNERS				57
NET PROFIT OR LOSS BEFORE INCOME TAXES		282117	282117	58
INCOME TAXES		4	4	59
NET PROFIT OR LOSS AFTER INCOME TAXES		282113	282113	60

DEPARTMENTAL PROFITABILITY

ADP FORMS & SUPPLIES 82007-04

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 30)	YEAR-TO-DATE (PAGE 3, LINE 30)
1	NET SALES	4839915	4839915	1507811	1507811	155592	155592	215371	
2	GROSS PROFIT	408192	408192	212266	212266	37451	37451	128553	
3	EXPENSES								
4	VEHICLE SALES/RENTAL - COMMISSION AND OTHER	91877	91877	58292	58292	3530	3530		
5	DELIVERY EXPENSE	4101	4101	803	803				
6	POLICY WORK-VEHICLES	7450	7450	382	382				
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	103428	103428	59477	59477	3530	3530		
9	SALARIES-OWNERS					4000	4000		
10	SALARIES-SUPERVISION	54786	54786	32606	32606	13953	13953	10326	
11	SALARIES-CLERICAL	10882	10882	10020	10020	1260	1260	8988	
12	OTHER SALARIES AND WAGES	7771	7771	6863	6863	1933	1933	22185	
13	ABSENTEE COMPENSATION					60	60	2706	
14	TAXES-PAYROLL	17554	17554	8170	8170	1821	1821	8640	
15	EMPLOYER BENEFITS	2106	2106	3803	3803	-270	-270	890	
16	PENSION FUND	1080	1080	479	479	221	221	809	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	94179	94179	61941	61941	22978	22978	54544	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-3694	-3694	2774	2774			391	
20	OFFICE SUPPLIES AND EXPENSES	3306	3306	1242	1242	133	133	792	
21	OTHER SUPPLIES	3065	3065	1066	1066	18	18	2784	
22	ADVERTISING	32204	32204	28969	28969			6662	
23	CONTRIBUTIONS	10	10	9	9			5	
24	POLICY WORK-PARTS AND SERVICE							1553	
25	OUTSIDE SERVICES-DATA PROCESSING	5254	5254	5469	5469			3608	
26	OUTSIDE SERVICES-OTHER	6917	6917	7777	7777	1458	1458	3170	
27	TRAVEL AND ENTERTAINMENT	4296	4296	2496	2496	248	248	1059	
28	MEMBERSHIP DUES AND PUBLICATIONS	1097	1097	1165	1165	90	90	654	
29	LEGAL AND AUDITING EXPENSE	3727	3727	3536	3536	598	598	1963	
30	TELEPHONE	2510	2510	2282	2282	588	588	1293	
31	TRAINING EXPENSE	677	677	660	660			1114	
32	INTEREST-NOTES PAYABLE AND OTHER	-764	-764	3988	3988			62	
33	MISCELLANEOUS EXPENSE	1126	1126	265	265			460	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	59731	59731	61698	61698	3133	3133	25570	
36	RENT	20790	20790	18913	18913	3000	3000	10710	
37	AMORTIZATION-LEASEHOLDS	1438	1438	1488	1488			794	
38	REPAIRS-REAL ESTATE	825	825	750	750			425	
39	DEPRECIATION-BLDG IMPROVEMENTS								
40	REPAIRS-ESTATE	841	841	870	870			464	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIPMENT (LINES 36 THRU 42)	23894	23894	22021	22021	3000	3000	12393	
44	HEAT, LIGHT, POWER AND WATER	4959	4959	4867	4867	897	897	2659	
45	INSURANCE-OTHER	13382	13382	8624	8624			4419	
46	TAXES-OTHER	2306	2306	720	720	523	523	384	
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT	6070	6070	5692	5692			3415	
49	EQUIPMENT RENTAL	778	778						
50	TOTAL FIXED (LINES 43 THRU 49)	51389	51389	41924	41924	4420	4420	23270	
51	TOTAL FIXED OVERHEAD (LINES 35 THRU 50)	205299	205299	165563	165563	30531	30531	103384	
52	TOTAL EXPENSES (LINES 3 THROUGH 51)	308727	308727	225040	225040	34061	34061	103384	
53	DEPR. PROFIT OR LOSS (LINES 2 MINUS 52)	99465	99465	-12774	-12774	3390	3390	25169	
54	PROPORTION OF G & A	5510	5510	5700	5700			3040	
55	DEPR. PROFIT OR LOSS (LINES 53 MINUS 54)	93955	93955	-18474	-18474	3390	3390	22129	
56	ADDITIONS TO INCOME								
57	REDUCTIONS RECOVERED	4122	4122			148	148		
58	OTHER INCOME	130833	130833			18648	18648		
59									
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 57 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 53 THRU 55)	116159	116159						

DEPARTMENT		E - BODY SHOP DEPARTMENT		F - PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 35)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)	MONTH-TO-DATE (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)		
215371	173289	173289	482335	482335				1
128553	80016	80016	158698	158698				2
								3
								4
								5
								6
								7
								8
					19000	19000		9
10326	13089	13089	12065	12065				10
8988	4513	4513	3970	3970				11
22185	4388	4388	33291	33291				12
2706	250	250	1042	1042				13
8640	4292	4292	4381	4381				14
890	1070	1070	388	388				15
809	158	158	263	263				16
54544	27760	27760	55400	55400	19000	19000		17
								18
391	336	336	6442	6442				19
792	456	456	1324	1324				20
2784	1604	1604	831	831				21
6662	1103	1103	8729	8729				22
5	3	3	3	3				23
1553	1439	1439	559	559				24
3608	3584	3584	3927	3927				25
3170	1790	1790	1297	1297				26
1059	552	552	547	547				27
654	421	421	386	386				28
1963	1301	1301	1305	1305				29
1293	837	837	752	752				30
1114	1702	1702	252	252				31
62	55	55	10640	10640				32
460	-37	-37	1111	1111				33
								34
25570	15146	15146	38105	38105				35
10710	6930	6930	8678	8678				36
794	496	496	744	744				37
425	616	616	634	634				38
								39
464	290	290	435	435				40
								41
								42
12393	8332	8332	10491	10491				43
2659	1686	1686	2051	2051				44
4419	2774	2774	2867	2867				45
384	240	240	360	360				46
								47
3415	1897	1897	1897	1897				48
								49
								50
23270	14929	14929	17666	17666				51
103384	57835	57835	111171	111171	19000	19000		52
103384	57835	57835	111171	111171	19000	19000		53
25169	22181	22181	47527	47527				54
3040	1900	1900	2850	2850				55
22129	20281	20281	44677	44677				56
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	57
MECHANICAL CARS		726	726	BODY SHOP-TRUCKS		41	41	58
MECHANICAL-TRUCKS		227	227	INTERNAL		1092	1092	59
BODY SHOP-CARS		100	100	WARRANTY CLAIM		714	714	60
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)			000			2900	2900	61

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

TABLE DESCRIPTIONS	UNIT	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
REGULAR	100	2	45107	4807	2404	2	45107	4807	2404
LUMINA	101	3	45772	2001	667	3	45772	2001	667
CELE/MC	102								
BERETTA	103	3	45777	3150	1050	3	45777	3150	1050
CORSICA	104	1	13999	1320	1320	1	13999	1320	1320
CAMARO	105	13	244596	25484	1960	13	244596	25484	1960
CAVALIER	106	36	411842	27936	776	36	411842	27936	776
CORVETTE	107	2	70542	5084	2542	2	70542	5084	2542
PRIZM/NO	108	11	153142	11697	1063	11	153142	11697	1063
G SPECTR	109	3	40058	3970	1323	3	40058	3970	1323
GEO METR	110	15	134866	11379	759	15	134866	11379	759
	111								
	112								
	113								
	114								
	115								
PEUGEOT	116								
CHARADE	117								
SUBARU	118	39	485303	39296	1008	39	485303	39296	1008
	119								
TOTAL NEW CARS (LINES 1 THRU 19)		128	1691004	136124	1063	128	1691004	136124	1063
CONTACT DIVISION	120	66	921525	33070	501	66	921525	33070	501
OTHER GM	121								
OTHER	122								
TOTAL NEW CARS (LINES 21 THRU 23)		66	921525	33070	501	66	921525	33070	501
CONTACT DIVISION	123								
OTHER GM	124								
OTHER	125								
TOTAL NEW CARS (LINES 26 & 27)		194	2612529	169194	872	194	2612529	169194	872
	126								
G-VAN	127	6	128097	1352	225	6	128097	1352	225
M VANS	128	3	50477	2570	857	3	50477	2570	857
LUMINA A	129								
TRACKER	130	12	158744	12762	1064	12	158744	12762	1064
S10 P/U	131	24	304836	20482	853	24	304836	20482	853
S10 BLAZ	132	9	198059	20655	2295	9	198059	20655	2295
SUB/VBLA	133	10	248417	11987	1199	10	248417	11987	1199
LD 1500	134	17	313406	24934	1467	17	313406	24934	1467
LD 25-35	135	2	52186	1921	961	2	52186	1921	961
ED DUTY	136								
	137								
ROCKY	138								
TOTAL NEW TRUCKS (LINES 30 THRU 41)		83	1454222	96663	1165	83	1454222	96663	1165
CONTACT DIVISION	139	41	602600	47208	1151	41	602600	47208	1151
OTHER GM	140								
OTHER	141								
TOTAL NEW TRUCKS (LINES 43 THRU 45)		41	602600	47208	1151	41	602600	47208	1151
CONTACT DIVISION	142								
OTHER GM	143								
OTHER	144								
TOTAL NEW TRUCKS (LINES 48 & 49)		124	2056822	143871	1160	124	2056822	143871	1160
	145								
GM PROT. PLANS	146								
OTHER PLANS	147	78	61066	28536	366	78	61066	28536	366
TOTAL PROT. PLANS (LINES 52 & 53)			61066	28536			61066	28536	
NEW P & I INCOME (PAGE 4, LINE 36)			77989	66591	209		77989	66591	209
NEW OTH AUTO	148		31509				31509		
	149								
TOTAL NEW (LINES 28, 50, 54, 58 & 59)		318	4839915	40819	224	318	4839915	40819	224

VAR. OPER. CONTINUED	ACCT	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS	
USED CARS RETAIL	436	99	654826	107656	1087	99	654826	107656	1087	1
USED CARS RETAIL-RECOND	437									2
USED CARS WHOLESALE	438	72	165068	-1800	-25	72	165068	-1800	-25	3
ADJ-USED CAR INVENTORY	439									4
TOTAL USED CARS (LINES 1 THRU 4)		171	819894	105856	619	171	819894	105856	619	5
USED TRUCKS RETAIL	450	59	519557	88228	1495	59	519557	88228	1495	6
USED TRUCKS RETAIL-RECOND	451									7
USED TRUCKS WHOLESALE	452	18	81425	847	-47	18	81425	847	-47	8
ADJ-USED TRUCK INVENTORY	453									9
TOTAL USED TRUCKS (LINES 6 THRU 9)		77	600982	89075	1157	77	600982	89075	1157	10
GM PLANS-PROT.	454									11
OTHER PROT. PLANS	455	70	64897	22812	326	70	64897	22812	326	12
TOTAL PROT. PLANS (LINES 11 & 12)			64897	22812	92		64897	22812	92	13
USED F & I INCOME (PAGE 4, LINE 40)			22038	-5477	-22		22038	-5477	-22	14
USED OTHER AUTO	456									15
TOTAL USED VEH (LINES 10, 13, 14 & 15)		248	1507811	212266	856	248	1507811	212266	856	16
TOTAL NEW & USED (LINES 16 & 17)		566	6347726	620458	1951	566	6347726	620458	1951	17
TOT. VAR. (PAGE 4, LINE 1 & 2)			155592	37451	PNUS		155592	37451	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			6503318	657909	2069		6503318	657909	2069	19
FIXED OPERATIONS	ACCT	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	40351	27797	6889		40351	27797	6889		20
CUSTOMER LABOR-TRUCKS	461	16538	11056	6685		16538	11056	6685		21
WARRANTY CLAIM LABOR	462	44103	31511	7145		44103	31511	7145		22
INTERNAL LABOR	463	38666	26826	6938		38666	26826	6938		23
NEW VEHICLE INSPECTION LABOR	464	15532	13221	8512		15532	13221	8512		24
ADJ.-COST OF LABOR SALES	465		4076				4076			25
SUB TOTAL (LINES 22 THRU 27)		155190	114487	7377		155190	114487	7377		26
SUBLET REPAIRS	466	5955	895	1503		5955	895	1503		27
P & A CUSTOMER CAR R.C.'S	467	38851	9622	2477		38851	9622	2477		28
P & A CUSTOMER TRUCK R.C.'S	468	15375	3549	2308		15375	3549	2308		29
TOTAL MECHANICAL (LINES 28 THRU 31)		215371	128553	5969		215371	128553	5969		30
CUSTOMER LABOR-CARS	470	44156	26437	5987		44156	26437	5987		31
CUSTOMER LABOR-TRUCKS	471	13693	8285	6051		13693	8285	6051		32
WARRANTY CLAIM LABOR	472	23406	18851	8054		23406	18851	8054		33
INTERNAL LABOR	473	10151	6707	6607		10151	6707	6607		34
ADJ.-COST OF LABOR SALES	474		2920				2920			35
SUB TOTAL (LINES 32 THRU 37)		91406	63200	6914		91406	63200	6914		36
SUBLET REPAIRS	476	4210	743	1765		4210	743	1765		37
P & A CUSTOMER CAR R.C.'S	477	50409	8705	1727		50409	8705	1727		38
P & A CUSTOMER TRUCK R.C.'S	478	12321	2330	1891		12321	2330	1891		39
PAINT & BODY SHOP MATERIALS	479	14943	5038	3371		14943	5038	3371		40
TOTAL BODY SHOP (LINES 38 THRU 42)		173289	80016	4617		173289	80016	4617		41
TOTAL SERVICE DEPT. (LINES 32 & 43)		388660	208569	5366		388660	208569	5366		42
WARRANTY CLAIMS	480	45407	9672	2130		45407	9672	2130		43
INTERNAL	481	82332	20555	2497		82332	20555	2497		44
COUNTER-RETAIL	482	14953	7435	4972		14953	7435	4972		45
WHOLESALE	483	335102	49241	1469		335102	49241	1469		46
										47
										48
										49
STOCK ORDER ALLOWANCE	484		33851				33851			50
ADJUSTMENT P & A INVENTORY	485		37321				37321			51
TOTAL P & A (LINES 44 THRU 47)		477794	158075	3308		477794	158075	3308		52
* RES	486									53
GAS OIL & GREASE	487	4525	620	1370		4525	620	1370		54
MISCELLANEOUS	488	16	31875			16	31875			55
TOTAL OTHER (LINES 48 THRU 50)		4541	623	1372		4541	623	1372		56
TOTAL P & A DEPT. (LINES 51 & 52)		482335	158698	3290		482335	158698	3290		57
TOTAL FIXED (LINES 53 & 54)		870995	367267	4217	225	870995	367267	4217		58
TOTAL ALL DEPTS. (LINES 19 & 59)		7374313	1025176	1390		7374313	1025176	1390		59

LEASE AND RENTAL OPERATIONS		A.C.N.O.T.	OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME - MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.U.
1	INCOME AND SALES	500	14902	355	14902	355				
2	COST OF SALES	125								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		14902	355	14902	355				
4	INTEREST	720	1824	43	1824	43				
5	DEPRECIATION	721	9492	226	9492	226				
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	496	12	496	12				
10	GASOLINE	726	486	12	486	12				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		12298	293	12298	293				
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2604	62	2604	62				
14	INCOME AND SALES	510	121851	493	121851	493				
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		121851	493	121851	493				
17	INTEREST	730	15137	61	15137	61				
18	DEPRECIATION	731	69585	282	69585	282				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	5839	24	5839	24				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	1680	7	1680	7				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	2584	10	2584	10				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		94825	384	94825	384				
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		27026	109	27026	109				
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		29630	103	29630	103				
28	BEGINNING BALANCE	CT	45	241	EFFECTIVE UNITS				EFFECTIVE UNITS	
29	ENDING BALANCE	CT	42	247	42	247				
30										
31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE			
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	FINANCE INCOME-NEW	806	152	74301	56571	372	152	74301	56571	
34	INSURANCE COMMISSIONS EARNED-NEW	807	20	3688	3688	184	20	3688	3688	
35	REPOSSESSION LOSSES-NEW	853			(-6332)				(-6332)	
36	NEW F & I INCOME (LINES 33 AND 34) LESS LINE 35			77989	66591			77989	66591	
37	FINANCE INCOME-USED	808	66	20088	11175	169	66	20088	11175	
38	INSURANCE COMMISSIONS EARNED-USED	809	20	1950	1950	98	20	1950	1950	
39	REPOSSESSION LOSSES-USED	854			(18602)				(18602)	
40	USED F & I INCOME (LINES 37 AND 38) LESS LINE 39			22038	-5477			22038	-5477	
41	TOTAL F & I INCOME (LINES 36 AND 40)			100027	61114			100027	61114	
42										
43										
44	SUPPLEMENTAL INVENTORY ANALYSIS									
45	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN	
46	NEW: DEMOS	721	30			30	285740			
47	CARS		30			30				
48	TRUCKS									
49	NEW CARS	722	216			216	2633151	1554309		
50	NEW TRUCKS	723	202			202	3084079	1296356		
51	OTHER AUTO	724								
52	USED:		TOTAL UNITS	OVERAGE	UNITS	AMOUNT				
53	CARS	725	162	OVER 30 DAYS	71	383235	803572			
54	TRUCKS	726	89	OVER 60 DAYS	23	191634	715410			
55	PARTS AND ACCESSORIES						1930908	169333		
56	OTHER INVENTORIES						27332			
57	TOTALS (LINES 46 THRU 56)		226				9480192	3019998		

AND RENTAL ACTIVITY

PAGE 4

RENTAL INCOME					CAPITAL LEASES					FINANCE AND OTHER INCOME CAPITAL LEASES					LINE NO.
P.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	MONTH	PER UNIT	
	8931	638	8931	638						9908	9908				1
	8931	638	8931	638						9908	9908				2
	802	57	802	57											3
	4448	318	4448	318											4
	2923	209	2923	209											5
	2052	147	2052	147											6
	193	14	193	14											7
	10418	744	10418	744											8
	-1487	-106	-1487	-106						9908	9908				9
															10
															11
	52		52												12
	438		438												13
	72		72												14
	38		38												15
															16
	600		600												17
	-600		-600												18
	-2087	-149	-2087	-149						9908	9908				19
	29	1	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD						EFFECTIVE UNITS		20
	14		14												21

PER CONTRACT
372
184
169
98

DEALERSHIP PERSONNEL COUNT									
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	
SUPERVISORS	6	6	3	1	1	1		18	
VEHICLE SERVICE & PARTS SALESPERSONS	36	18	3	5		5		67	
TECHNICIANS				16	15			31	
CLERICAL	9	8	1	3	2	1		24	
OTHERS	8	8	2	16	3	19		56	
TOTAL (LINES 23 THRU 30)	59	40	9	41	21	26	2	198	
TOTAL Hired Y-T-D	10	6		6	1			23	
TOTAL TERMINATED Y-T-D	9	4		4				17	

INVENTORY AMOUNT
285740
1078842
1787723
803572
715410

DEALERSHIP CUSTOMER RECEIVABLES						
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	
210 VEHICLES	177024	177024				
210 OTHER						
220 VEHICLES	2559187	2523786	10797	14012	10592	
220 L & R	207834	133918	48692	11305	13919	
220 SERVICE & PARTS	755654	610229	62323	41844	41258	
220 OTHER	349381	323189	2957	8076	15159	
TOTAL CUSTOMER REC.	4049080	3768146	124769	75237	80928	
330 AP DEBT BAL						
340 LESS ALLOW FOR DOUBTFUL ACCTS	98399					
NET CUSTOMER REC.	3950681					

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	MONTH	YEAR TO DATE
1761575	14	105884	16172	CASH SALES SERVICE & PARTS	266131
27332	11	-130162	-238833	75 INTEREST FOR PLAN NEW	-764
6460194	25	-24278	-222661	76 INTEREST OTHER	14745
				77 INTEREST OTHER	-1

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP		ACCT NO.
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL			
1	DEALER NUMBER											<i>After LFO + LK GA PARTS</i> <i>Final To Lm</i>	
2	1141326												
3	DEALER NAME R. K. CHEVROLET												
4	FROM 01 JAN 1993	ADDRESS 2661 VIRGINIA BEACH BLVD.											
5	THRU 31 DEC 1993	CITY & STATE VIRGINIA BEACH, VA											
		ASSETS		AMOUNT		LIABILITIES		AMOUNT					
7	CASH ON HAND			25903		CASH IN BANK CREDIT BALANCE							
8	CASH IN BANK			637596		ACCOUNTS PAYABLE-TRADE CREDITORS		1691395					
9	CONTRACTS IN TRANSIT			1311853		ACCOUNTS RECEIVABLE CREDIT BALANCE							
10	TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)			1975352		CUSTOMER DEPOSITS							
11						WARRANTY CLAIMS ADVANCE		48010					
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)			2602140		NOTES PAYABLE-NEW VEH. & DEMOS		11173264					
13						NOTES PAYABLE-LEASE & RENTAL UNITS		3432279					
14	DEMONSTRATORS (PAGE 4, LINE 48)			675627		NOTES PAYABLE-OTHER		1678571					
15	NEW CARS (PAGE 4, LINE 48)			1728919		★ MEMO: DELAYED PAYMENTS-ACCT. 310							
16	NEW TRUCKS (PAGE 4, LINE 50)			3144686									
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)					INTEREST PAYABLE		62851					
18	USED CARS (PAGE 4, LINE 52)			863130		SALARIES, WAGES & COMMISSIONS PAYABLE		160486					
19	USED TRUCKS (PAGE 4, LINE 54)			561860		INSURANCE PAYABLE		44573					
20	PARTS AND ACCESSORIES (PAGE 4, LINE 56)			1604676		PAYROLL TAXES PAYABLE		5768					
21	TIRES					SALES TAXES PAYABLE		153732					
22	GAS, OIL AND GREASE					OTHER TAXES PAYABLE		97415					
23	PAINT AND BODY SHOP MATERIALS			14701		INCOME TAXES PAYABLE		-97500					
24	SUBLET REPAIRS			535		EMPLOYEE'S BONUSES PAYABLE		20					
25	WORK IN PROCESS-LABOR			8912		OWNER'S BONUSES PAYABLE							
26	OTHER					PENSION FUND PAYABLE		25771					
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE			13579		OTHER PAYABLES		49563					
28	TOTAL INVENTORIES (LINES 14 THRU 27)			8616625		TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		16526198					
29													
30	SECURITIES			22500									
31	FACTORY RECEIVABLES			326064		LONG TERM DEBT							
32	DUE FROM FINANCE COMPANIES			468603		TOTAL (LINES 29 THRU 32)		16526198					
33	WARRANTY CLAIMS			83277									
34	INSURANCE COMMISSIONS RECEIVABLE			16710		MORTGAGES PAYABLE-REAL ESTATE		575000					
35	PREPAID EXPENSES: TAXES					TOTAL LIABILITIES (LINES 24 THRU 37)		17101198					
36	INSURANCE			29729									
37	OTHER			276782									
38	TOTAL CURRENT ASSETS (LINES 12, 29 THRU 37)			14417782									
39	★ DRIVER TRAINING VEHICLES			275		WC OR P L T D S							
40	★ LEASE AND RENTAL UNITS	527		277		DEALER \$		4,109,275					
41	★ L & R ACCUMULATED DEPRECIATION \$	1455582				ASSET (43 - LAR, L34 - CLTD L36 - TOT LFO WD PG. 4, L38)							
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 41)			17615475		STANDARD \$							
43						PROFIT OR LOSS SUMMARY							
44	ACCOUNT	COST		ACCUMULATED DEPRECIATION		NEW UNITS		PROFIT OR LOSS		NET WORTH			
45	LAND	380				264		147264		CAPITAL STOCK & ADDL PAID IN CAPITAL			
46	BLDGS & IMP	281				346		183903		RETAINED EARNINGS			
47	M & S EQUIP	587996		480246		394		108101		DIVIDENDS			
48	P & A EQUIP	60512		43161		483		312029		INVESTMENTS			
49	FURN & FIXTURES	830417		769524		362		163878		DRAWINGS			
50	COMPANY VEHICLES	109297		41459		395		239140					
51	LEASE-VEHICLES	1666631		902368		290		90635					
52						265		200199					
53	TOTALS (LINES 45 THRU 52)	3254853		2236758		222		772					
54	★ MEMO: COMPANY CARS	9 TRUCKS				183		-4828					
55	LIFE INSURANCE-CASH VALUE			94000		216		121680					
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS					217		-509976					
57	NOTES & ACCOUNTS RECEIVABLE-OTHER			72178		3637							
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS			25024		YEAR-TO-DATE NET PROFIT OR LOSS				1052797			
59	TOTAL OTHER ASSETS (LINES 53 THRU 58)			191202		TOTAL NET WORTH (LINES 44 THRU 58)				1723574			
60	TOTAL ASSETS (LINES 42, 53 & 59)			18824772		TOTAL LIABILITIES AND NET WORTH (LINES 38 & 60)				18824772			

* SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.	
NET SALES (PAGE 3, LINE 40)		5815318		87353365		1	
GROSS PROFIT (PAGE 3, LINE 42)		7649291	1315	10717925	1227	2	
VARIABLE	EXPENSES		PMUS		PMUS	3	
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	150921	695	1627610	448	4
	DELIVERY EXPENSE	13	1530	7	15139	4	5
	POLICY WORK-VEHICLES	15	24607	113	162761	45	6
							7
	TOTAL VARIABLE (LINES 4 THRU 7)		177058	816	1805510	496	8
PERSONNEL	SALARIES-OWNERS	23	22000	38	264000	30	9
	SALARIES-SUPERVISION	21	90524	154	1392148	159	10
	SALARIES-CLERICAL	22	43294	74	516703	59	11
	OTHER SALARIES AND WAGES	23	87522	151	976682	112	12
	ABSENTEE COMPENSATION	24	9037	16	49713	6	13
	TAXES-PAYROLL	25	33116	57	463591	53	14
	EMPLOYEE BENEFITS	27	27780	48	130869	15	15
	PENSION FUNDS	28	3076	5	48540	6	16
	TOTAL PERSONNEL (LINES 9 THRU 16)		316349	544	3842246	440	17
	SEMI-FIXED	USED VEHICLE MAINTENANCE EXPENSE	33				
COMPANY VEHICLE EXPENSE		51	15222	26	175333	20	19
OFFICE SUPPLIES AND EXPENSES		60	4545	8	104972	12	20
OTHER SUPPLIES		61	22139	38	121460	14	21
ADVERTISING		65	55036	95	992310	114	22
CONTRIBUTIONS		66	654	1	13510	2	23
POLICY WORK-PARTS AND SERVICE		67	14332	25	72898	8	24
OUTSIDE SERVICES-DATA PROCESSING		68	24226	42	293953	34	25
OUTSIDE SERVICES-OTHER		69	42358	73	355213	41	26
TRAVEL AND ENTERTAINMENT		70	13307	23	114649	13	27
MEMBERSHIPS, DUES AND PUBLICATIONS		71	2006	3	31175	4	28
LEGAL AND AUDITING EXPENSE		72	10018	17	158724	18	29
TELEPHONE AND TELEGRAPH		74	9084	16	105899	12	30
TRAINING EXPENSE		75	13509	23	72404	8	31
INTEREST-NOTES PAYABLE & OTHER		76	36208	62	422843	48	32
MISCELLANEOUS EXPENSE		77	4262	7	51219	6	33
							34
TOTAL SEMI-FIXED (LINES 18 THRU 34)			266906	459	3086562	353	35
FIXED	RENT	80	51978	89	635499	73	36
	AMORTIZATION-LEASEHOLDS	81			54560	6	37
	REPAIRS-REAL ESTATE	82	32872	57	161722	19	38
	DEPRECIATION- BLDGs. & IMPROVEMENTS	83					39
	TAXES-REAL ESTATE	84	2900	5	34800	4	40
	INSURANCE- BLDGs. & IMPROVEMENTS	85					41
	INTEREST-MORTGAGES	86					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		87750	151	886581	101	43
	HEAT, LIGHT, POWER, AND WATER	87	15514	27	145407	17	44
	INSURANCE-OTHER	88	52590	90	362398	41	45
	TAXES-OTHER	89	3830	7	49368	6	46
	REPAIRS-EQUIPMENT	90	6220	11	16869	2	47
DEPRECIATION-EQUIPMENT	91			208681	24	48	
EQUIPMENT RENTAL	92	1851	3	11940	1	49	
TOTAL FIXED (LINES 43 THRU 49)		167755	288	1681244	192	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		751010	1291	8610052	986	51	
TOTAL EXPENSES (LINES 3 & 51)		9280681	1596	10415562	1192	52	
OPERATING PROFIT OR LOSS (LINE 52 MINUS 52)		-163139	-281	302363	35	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)		-146838	-253	1325748	152	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		-309977	-533	1628111	186	55	
BONUSES-EMPLOYEES		97		180312	21	56	
BONUSES-OWNERS		98	200000	344	395000	45	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		-509977	-877	1052799	121	58	
INCOME TAXES		99	-1		2	59	
NET PROFIT OR LOSS AFTER INCOME TAXES		-509976	-877	1052797	121	60	

(continued)

DEPARTMENTAL PROFITABILITY

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
		MONTH (PAGE 3, LINE 82)	YEAR-TO-DATE (PAGE 3, LINE 83)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 19)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 19)	MONTH (PAGE 3, LINE 32)	YEAR-TO-DATE (PAGE 3, LINE 33)
1	NET SALES	3564858	56033849	1164962	18527760	144456	1709793	216807	
2	GROSS PROFIT	320105	3945158	104401	2233972	32019	406769	118286	
3	EXPENSES								
4	VEHICLE SALESPERSON - COMMISSION AND OTHER	91886	996541	54092	597168	4943	33901		
5	DELIVERY EXPENSE	1530	14668		471				
6	POLICY WORK- VEHICLES	22439	139270	2168	23433		58		
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	115855	1150479	56260	621072	4943	33959		
9	SALARIES-OWNERS					4000	48000		
10	SALARIES-SUPERVISION	33600	1607444	13677	368284	16751	129449	9857	
11	SALARIES-CLERICAL	11887	137933	10933	125604	1803	24522	9608	
12	OTHER SALARIES AND WAGES	8621	126529	7218	75016	1838	22067	26058	
13	ABSENTEE COMPENSATION				1141	104	147	6423	
14	TAXES-PAYROLL	8850	170751	7259	95667	1080	14028	7512	
15	EMPLOYEE BENEFITS	10248	46448	9342	56638	-352	-4436	3590	
16	PENSION FUND	1118	19055	474	8587	278	2369	778	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	74324	1108160	48903	730937	25502	236146	63826	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	VEHICLE EXPENSE	1905	19341	3770	49573		13	902	
20	OFFICE SUPPLIES AND EXPENSES	1241	28763	1198	22962	173	3636	772	
21	OTHER SUPPLIES	6811	32839	3946	22757		2025	4318	
22	ADVERTISING	24371	374974	16900	411252		5359	6659	
23	CONTRIBUTIONS	216	4458	196	4053			111	
24	POLICY WORK- PARTS AND SERVICE							8118	
25	OUTSIDE SERVICES- DATA PROCESSING	8244	94761	7690	86304			3304	
26	OUTSIDE SERVICES- OTHER	16757	113975	12321	94958	1889	17377	5868	
27	TRAVEL AND ENTERTAINMENT	6091	48444	2933	32846	195	1876	1741	
28	MEMBERSHIPS, DUES AND PUBLICATIONS	687	9749	590	8640		668	335	
29	LEGAL AND AUDITING EXPENSE	3049	50565	2772	45895	778	5526	1571	
30	TELEPHONE AND TELEGRAPH	2740	32447	2491	29475	662	6723	1411	
31	TRAINING EXPENSE	4865	23715	1519	13338			2520	
32	INTEREST-NOTES PAYABLE AND OTHER	30352	324415	4365	81625			685	
33	MISCELLANEOUS EXPENSE	1777	11132	208	3126			246	
34									
35	TOTAL FIXED (LINES 18 THRU 34)	109106	1169578	60899	906804	3697	43203	38561	
36	RENT	15925	194392	14113	174772	3000	36000	7990	
37	AMORTIZATION- LEASEHOLDS		18005		16368				
38	REPAIRS- REAL ESTATE	11131	38351	6937	21928			5548	
39	DEPRECIATION-BLDG. IMPROVEMENTS								
40	REPAIRS- REAL ESTATE	957	11484	870	10440			493	
41	INSURANCE-BLDGS. & IMPROVEMENTS								
42	INTEREST- MORTGAGES								
43	SUB-TOTAL RENT OR EQUIPMENT (LINES 36 THRU 42)	28013	262232	21920	223508	3000	36000	14031	
44	HEAT, LIGHT, POWER AND WATER	5038	46740	4580	42491	248	3771	2595	
45	INSURANCE- OTHER	20778	158011	14796	96401			7818	
46	TAXES-OTHER	1699	17680	720	11062	523	7241	408	
47	REPAIRS- EQUIPMENT		240		443			6220	
48	DEPRECIATION- EQUIPMENT		66770		62612				
49	EQUIPMENT RENTAL	778	9454	1066	1110			7	
50	TOTAL FIXED (LINES 43 THRU 49)	56306	561127	43082	437627	3771	47012	31079	
51	TOTAL FIXED OVERHEAD (LINES 50 & 51)	239736	2838865	152884	2075368	32970	326361	133466	
52	TOTAL EXPENSES (LINES 4 & 51)	355591	3989344	209144	2696440	37913	360320	133466	
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	-35486	-44186	-104743	-462468	-5894	46449	-15180	
54	PRORATION OF O & A	5760	69120	5400	64800			3060	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-41246	-113306	-110143	-527268	-5894	46449	-18240	
56	ADDITIONS TO INCOME								
57	BAD DEBTS RECOVERED	902	11975	130831	ADJUSTMENT FOR COURTIAL ACCOUNTS	953	38599	150939	
58	OTHER INCOME	905	103766	1766592	OTHER DISTRIBUTIONS	955	223980	420736	
59									
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 57 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 53 THRU 59)			230			-146838	1325748	

1. DEPARTMENT		E - BODY SHOP DEPARTMENT		F - PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 52)	YEAR-TO-DATE (PAGE 3, LINE 52)	MONTH	YEAR-TO-DATE		
2618761	176563	1923634	547672	6539566				1
1497921	78254	897045	111862	1737060				2
								3
								4
								5
								6
								7
								8
					18000	216000		9
82263	8394	109554	8243	95152				10
118027	4879	57934	4184	52681				11
246075	7287	66562	36500	440433				12
30134	450	111108	2060	7181				13
86521	4602	50404	3813	46218				14
12440	3050	10901	1902	8878				15
10582	154	3634	272	4311				16
586044	28820	310105	56974	654854	18000	216000		17
								18
9706	471	4829	8174	91875				19
24720	394	7861	765	17030				20
25141	2789	24211	4275	12487				21
91999	1191	21204	5915	87520				22
2297	72	1484	59	1214				23
39004	5370	32061	844	1833				24
48004	2739	35337	2249	29547				25
65594	3194	32804	2327	30505				26
14929	1488	9401	859	7153				27
5627	217	3304	177	3187				28
26087	1014	14883	832	13768				29
16852	913	10807	867	9595				30
21071	4241	9763	364	4517				31
7720	443	4994	363	4087				32
6393	77	2451	1954	28117				33
								34
405144	24619	219394	30024	342437				35
99044	5170	63732	5780	67559				36
9275		6002		4910				37
62583	6920	29433	2334	9427				38
								39
5914	319	3828	261	3132				40
								41
								42
176818	12409	102995	8377	85028				43
24078	1679	15580	1374	12747				44
49615	5059	32104	4139	26267				45
6150	264	3979	216	3256				46
11167		2423		2596				47
37565		20867		20867				48
332		900		144				49
305725	19411	178848	14104	150905				50
1296913	72850	708349	101104	1148196	18000	216000		51
1296913	72850	708349	101104	1148196	18000	216000		52
201008	5404	188694	10758	588864				53
36720	1980	23760	1800	21600				54
164288	3424	164934	8958	567264				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		811	7723	BODY SHOP TRUCKS		45	505	57
MECHANICAL TRUCKS		217	2194	INTERNAL		1204	17514	58
BODY SHOP CARS		105	1067			538	6317	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						2922	35322	60

231

(PAGE 10)

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE	VARIABLE OPERATIONS	ACC'T	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	402	2	41270	21641	1083	15	288989	19191	1279
2	LUMINA	403	4	67990	41271	1032	50	835281	70649	1413
3	CELE/MC	404								
4	BERETTA	405	2	29086	20681	1034	18	265112	21638	1202
5	CORSICA	406	3	45314	32071	1069	20	276239	10839	542
6	CAMARO	407	10	188573	102791	1028	79	1545864	172399	2182
7	CAVALIER	408	33	377691	32807	994	384	4384186	331361	863
8	CORVETTE	409	5	207458	178263	3565	53	1871538	116636	2201
9	PRIZM/NO	410	12	156832	10308	859	141	1854625	117594	834
10	G SPECTR	411	2	24782	19991	1000	60	798158	56808	947
11	GEO METR	412	20	189127	13528	676	309	2753746	226465	733
12		413								
13		414								
14		415								
15		416								
16	PEUGEOT	417								
17	CHARADE	418								
18	SUBARU	419	15	193929	10252	683	177	2556759	155679	880
19		420								
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	421	108	1522052	1085671	1005	1306	17430497	1299259	995
21	CONTACT DIVISION	422	8	107961	3332	417	1019	13634808	611548	600
22	OTHER GM	423								
23	OTHER	424								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	425	8	107961	3332	417	1019	13634808	611548	600
25	CONTACT DIVISION	426								
26	OTHER GM	427								
27	OTHER	428								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	429	116	1630013	111899	965	2325	31065305	1910807	822
29		430								
30	G-VAN	431	12	276196	170891	1424	140	3398857	192318	1374
31	M VANS	432					57	1098456	63147	1108
32	LUMINA A	433	4	80159	80282	2007	28	526331	37053	1323
33	TRACKER	434	5	74297	56211	1124	74	1049363	79291	1072
34	S10 P/U	435	22	281304	250471	1139	216	2650977	219225	1015
35	S10 BLAZ	436	8	177129	145651	1821	111	2466217	145892	1314
36	SUB/VBLA	437	6	168271	94421	1574	64	1718782	96401	1506
37	LD 1500	438	16	306791	269561	1685	186	3282821	186054	1000
38	LD 25-35	439	1	26600	1988	1988	7	162507	98021	1400
39	MED DUTY	440								
40		441								
41	ROCKY	442								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30-41)	443	74	1390747	1087361	1469	883	16354311	1029183	1166
43	CONTACT DIVISION	444	27	416487	294781	1092	429	7122131	300478	700
44	OTHER GM	445								
45	OTHER	446								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	447	27	416487	294781	1092	429	7122131	300478	700
47	CONTACT DIVISION	448								
48	OTHER GM	449								
49	OTHER	450								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)	451	101	1807234	1382141	1368	1312	23476442	1329661	1013
51		452								
52	GM PROT. PLANS	453					198	181830	72386	366
53	OTHER PLANS	454	63	45401	19937	316	524	397570	111807	213
54	TOTAL PROT. PLANS (LINES 52 & 53)	455		45401	19937	316		579400	184193	213
55		456								
56	NEW F & I INCOME (PAGE 4, LINE 35)	457		64319	50055	231		687432	501787	138
57		458								
58	NEW OTM. AUTO	459		17891				225270	18710	5
59		460								
60	TOTAL NEW VEHICLE (LINES 50, 54, 56 & 58)	461	217	3564858	3201051	1475	3637	56033849	3945158	1085

VAR. OPER. CONTINUED	UNIT NO.	MONTH				YEAR-TO-DATE				UNIT NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	116	84	608861	65981	785	1094	8445882	1227374	1122	1
USED CARS RETAIL-RECOND.	647			-1564	19			-21741	20	2
USED CARS WHOLESALE	358	69	160889	-1805	-26	789	2131213	-94301	-120	3
ADJ-USED CAR INVENTORY	549									4
TOTAL USED CARS (LINES 1 THRU 4)		153	769750	62612	409	1883	10577095	1111332	590	5
USED TRUCKS RETAIL	450	33	275555	32439	983	495	4829821	608298	1229	6
USED TRUCKS RETAIL-RECOND.	551							-7657	15	7
USED TRUCKS WHOLESALE	452	13	61035	-5722	-440	199	11200458	-36504	-183	8
ADJ-USED TRUCK INVENTORY	653									9
TOTAL USED TRUCKS (LINES 6 THRU 9)		46	336590	26717	581	694	6030279	564137	813	10
GM PLANS-PROT.	454				PLUS	54	56283	12606	233	11
OTHER PROT.	455	45	39784	12078	268	550	413912	150548	274	12
TOTAL PROT. PLANS (LINES 11 & 12)			39784	12078	61		470195	163154	63	13
USED P & A INCOME (PAGE 4)			18439	2595	13		1254384	72006	28	14
USED OTHER AUTO	456		399	399	2		1195807	323343	125	15
TOTAL (LINES 8, 10, 13, 14 & 15)		199	1164962	104401	525	2577	18527760	2233972	867	16
TOTAL NEW & USED (80 & 18)		416	4729820	424506	1956	6214	74561609	6179130	1699	17
TOT. VAR. (PAGE 4) LESS L & R (LINES 1 & 17)			144456	32019	PLUS		1709793	406769	PLUS	18
TOTAL VARIABLE (LINES 17 & 18)			4874276	456525	2104		76271402	6585899	1811	19
		MONTH				YEAR-TO-DATE				20
FIXED OPERATIONS		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		21
CUSTOMER LABOR-CARS	460	49136	32820	6679		494417	331999	6715		22
CUSTOMER LABOR-TRUCKS	461	17727	11770	6640		195941	132723	6774		23
WARRANTY CLAIM LABOR	462	27544	19420	7051		317344	225056	7092		24
INTERNAL LABOR	463	38677	27016	6985		564842	388385	6876		25
NEW VEHICLE INSPECTION LABOR	464	17014	14228	8363		265485	218069	8214		26
ADJ-COST OF LABOR SALES	665		-793				32487			27
SUB TOTAL (LINES 22 THRU 27)		150098	104461	6960		1838029	1328719	7229		28
SUBLET REPAIRS	466	6709	891	1328		59179	9651	1631		29
P & A CUSTOMER CAR R.O.'S	467	47117	9245	1962		554142	117060	2112		30
P & A CUSTOMER TRUCK R.O.'S	468	12883	3689	2863		167411	42491	2538		31
TOTAL MECHANICAL (LINES 28 THRU 31)		216807	118286	5456		2618761	1497921	5720		32
CUSTOMER LABOR-CARS	470	39438	23876	6054		455510	274721	6031		33
CUSTOMER LABOR-TRUCKS	471	21232	12577	5924		208335	124502	5976		34
WARRANTY CLAIM LABOR	472	27525	22165	8053		302212	238936	7906		35
INTERNAL LABOR	473	11088	7380	6656		125378	80945	6456		36
ADJ-COST OF LABOR SALES	675		-2698				13831			37
SUB TOTAL (LINES 32 THRU 37)		99283	63300	6376		1091435	732935	6715		38
SUBLET REPAIRS	476	4759	906	1904		49875	8920	1788		39
P & A CUSTOMER CAR R.O.'S	477	36272	6617	1824		391235	64200	1641		40
P & A CUSTOMER TRUCK R.O.'S	478	17900	2759	1541		185938	31376	1687		41
PAINT & BODY SHOP MATERIALS	479	18349	4674	2547		205153	59614	2906		42
TOTAL BODY SHOP (LINES 38 THRU 42)		176563	78256	4432		1923636	897045	4663		43
TOTAL SERVICE DEPT. (LINES 43 & 44)		393370	196542	4996		4542397	2394966	5272		44
WARRANTY CLAIMS	480	47545	10145	2134		661137	133986	2027		45
INTERNAL	481	81910	20430	2494		1012090	247659	2447		46
COUNTER-RETAIL	482	16509	7745	4691		239531	108710	4538		47
WHOLESALE	483	397138	52374	1319		4596660	631674	1374		48
WHOLESALE PARTS COMPENSATION	686									49
STOCK ORDER ALLOWANCE	687		16034				492985			50
ADJUSTMENT P & A INVENTORY	688		4545				117897			51
TOTAL P & A (LINES 45 THRU 52)		543102	111273	2049		6509418	1732911	2662		52
TIRES	490									53
GAS, OIL & GREASE	491	4521	576	1274		29519	4011	1359		54
MISCELLANEOUS	492	49	132	653		629	138	2194		55
TOTAL OTHER (LINES 53 THRU 56)		4570	589	1289		30148	4149	1376		56
TOTAL P & A DEPT. (LINES 53 & 57)		547672	111862	2042		6539566	1737060	2656		57
TOTAL FIXED (LINES 58 & 59)		941042	308404	3277		11081963	4132024	3729		58
TOTAL ALL DEPTS. (LINES 19 & 59)		5815318	764929	1315		87353365	10717925	1227		59

LEASE AND RENTAL OPERATIONS		A C C T.	OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME - MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.F.U.
1	INCOME AND SALES	700	15841	352	203154	3628				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		15841	352	203154	3628				
4	INTEREST	720	1941	43	24554	438				
5	DEPRECIATION	721	10303	229	129659	2315			2757	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	37	1	5919	106				
10	GASOLINE	726	590	13	6323	113				
11	RENT-SUBT. UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		12871	286	166455	2972			2757	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2970	66	36699	655			-2757	
14	INCOME AND SALES	510	100641	418	1148090	5266			4880	4880
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		100641	418	1148090	5266			4880	4880
17	INTEREST	730	13566	56	136262	625			133	133
18	DEPRECIATION	731	66930	278	751062	3445				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	1227	5	19730	91				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	565	2	27896	128				
23	GASOLINE	736								
24	RENT-SUBT. UNITS	737	2660	11	13460	62				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		84948	352	948410	4351			133	133
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		15693	65	199680	916			4742	4742
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		18663	65	236379	863			1990	1990
28	BEGINNING BALANCE	CT	48	243	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29	ENDING BALANCE	CT	45	241	56	218		1		1
30										
31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE			
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	FINANCE INCOME-NEW	806	143	61917	37971	266	1517	665508	376608	
34	INSURANCE COMMISSIONS EARNED-NEW	807	15	2402	2402	160	210	21924	21924	
35	REPOSESSION LOSSES-NEW	853			(-9682)				+103255	
36	NEW F & I INCOME (- LINES 33 AND 34) LESS LINE 35			64319	50055			687432	501787	
37	FINANCE INCOME-USED	808	65	15036	15036	231	844	227705	227705	
38	INSURANCE COMMISSIONS EARNED-USED	809	23	3403	3403	148	417	26679	26679	
39	REPOSESSION LOSSES-USED	854			(-15844)				(182378)	
40	USED F & I INCOME (- LINES 37 AND 38) LESS LINE 39			18439	2595			254384	72006	
41	TOTAL F & I INCOME (LINES 36 AND 40)			82758	52650			941816	573793	
42										
43	SUPPLEMENTAL INVENTORY ANALYSIS									
44	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN	
45		ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL			
46	NEW: DEMOS	230		32			32	675622		
47	CARS			32			32			
48	TRUCKS									
49	NEW CARS	231		288			288	3283228	1554309	
50	NEW TRUCKS	232		265			265	4441042	1296356	
51	OTHER AUTO	233								
52	USED:		TOTAL UNITS	OVERAGE	UNITS	AMOUNT				
53	CARS	240		176	OVER 30 DAYS	87	490320	863130		
54	TRUCKS	241		81	OVER 60 DAYS	23	203086	561860		
55	PARTS AND ACCESSORIES		ACCT	GM	OTHER					
56		242					1774009	4169333		
57	OTHER INVENTORIES		243, 244, 245, 252 TO 258				28280			
58	TOTALS (LINES 46 THRU 57)							11627176	3019998	

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME				L I N E N O
MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.F.I.L.	
15782	544	2521207640						11685		91454		1
												2
15782	544	2521207640						11685		91454		3
1522	52	21687 657										4
8344	298	1024353104										5
3016	104	32030 971										6
		489 15										7
650	22	11469 348										8
												9
162	6	1819 55										10
												11
13994	483	1699295149										12
1788	62	821912491						11685		91454		13
507	507	100953365										14
												15
507	507	100953365										16
55	55	2012 671										17
438	438	95053168										18
72	72	2599 866										19
												20
59	59	1224 408										21
												22
												23
624	624	153405113										24
-117	-117	5245 A										25
1671	56	769462137						11685		91454		26
30	30	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		27
29	1	33 3										28

PER CONTRACT
248
104
270
64

DEALERSHIP PERSONNEL COUNT									
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	31
SUPERVISORS	6	6	3	2	1	1		19	32
VEHICLE SERVICE & PARTS SALESPEOPLE	29	18	2					49	33
TECHNICIANS				21	14			35	34
CLERICAL	9	8	1	3	2	1		24	35
OTHERS	8	8	2	12	3	24		57	36
TOTAL (LINES 33 THRU 39)	52	40	8	38	20	26	2	186	37
TOTAL Hired Y.T.O.	90	69	5	25	12	14		215	38
TOTAL TERMINATED Y.T.O.	83	63	6	23	14	9		198	39

INVENTORY AMOUNT
6675627
1728919
3144686
863130
561860
1604676
28280
8607178

DEALERSHIP CUSTOMER RECEIVABLES						
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	
210 VEHICLES	179122	129122				44
210 OTHER						45
220 VEHICLES	1201048	1174653				46
220 L & R	290547	154034				47
220 SERVICE & PARTS	766309	693156				48
220 OTHER	337158	311379				49
TOTAL CUSTOMER REC.	2774184	2512344	109652	40683	111505	50
300 AP DEBIT BAL.						51
340 LESS ALLOW. FOR DOUBTFUL ACCTS.	172044					52
NET CUSTOMER REC.	2602140					53
MEMO ITEMS						
CASH SALES SERVICE & PARTS	281133	3163500				54
75 INTEREST P.L. PLAN NEW	30352	324417				55
75 INTEREST-OTHER	5856	98427				56
75 INT. P.L. PLAN NEW PER UNIT	26	29				57

OPERATING REPO

CONTACT		COMPOSITE GROUP			
1	2	3	4	5	6
DEALER NUMBER	1141326	DEALER NAME	R. K. CHEVROLET		
FROM	01 JAN 1993	ADDRESS	2661 VIRGINIA BEACH BLVD.		
THRU	30 NOV 1993	CITY & STATE	VIRGINIA BEACH, VA		
ASSETS		ACCT NO.	AMOUNT		LIABILITIES
CASH ON HAND	16704	202	CASH IN BANK CREDIT BALANCE	202	
CASH IN BANK	228804	202	ACCOUNTS PAYABLE-TRADE CREDITORS	300	964
CONTRACTS IN TRANSIT	1442727	205	ACCOUNTS RECEIVABLE CREDIT BALANCE	220	
TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)	1688235		CUSTOMER DEPOSITS	220	
TOTAL RECEIVABLES (PAGE 4, LINE 54)	3169811		WARRANTY CLAIMS ADVANCE	305	48
DEMONSTRATORS (PAGE 4, LINE 46)	413911	230	NOTES PAYABLE-NEW VEH. & DEMOS	310	12133
NEW CARS (PAGE 4, LINE 48)	2409755	231	NOTES PAYABLE-LEASE & RENTAL UNITS	312	3174
NEW TRUCKS (PAGE 4, LINE 50)	3836937	237	NOTES PAYABLE-OTHER	314	690
OTHER AUTOMOTIVE (PAGE 4, LINE 51)		238	★ MEMO: DELAYED PAYMENTS-ACCT. 310		
USED CARS (PAGE 4, LINE 53)	1102662	240	INTEREST PAYABLE	320	62
USED TRUCKS (PAGE 4, LINE 54)	562620	241	SALARIES, WAGES & COMMISSIONS PAYABLE	321	189
PARTS AND ACCESSORIES (PAGE 4, LINE 56)	1681720	242	INSURANCE PAYABLE	322	33
TIRES		243	PAYROLL TAXES PAYABLE	323	3
GAS, OIL AND GREASE		244	SALES TAXES PAYABLE	324	149
PAINT AND BODY SHOP MATERIALS	14990	245	OTHER TAXES PAYABLE	325	123
SUBLET REPAIRS	1000	246	INCOME TAXES PAYABLE	327	-97
WORK IN PROCESS-LABOR	12785	247	EMPLOYEE'S BONUSES PAYABLE	328	17
OTHER		252	OWNER'S BONUSES PAYABLE	329	
MISCELLANEOUS ASSETS RECEIVED IN TRADE	9983	258	PENSION FUND PAYABLE	330	17
TOTAL INVENTORIES (LINES 14 THRU 27)	10046367		OTHER PAYABLES	331	61
SECURITIES	22500	260	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		17574
FACTORY RECEIVABLES	269403	261	LONG TERM DEBT	334	
DUE FROM FINANCE COMPANIES	433740	262	TOTAL (LINES 29 THRU 33)		17574
WARRANTY CLAIMS	66109	263	MORTGAGES PAYABLE-REAL ESTATE	335	575
INSURANCE COMMISSIONS RECEIVABLE	21053	264	TOTAL LIABILITIES (LINES 34 THRU 37)		18149
PREPAID EXPENSES: TAXES		270	QUALIFIED L.T.D. \$		
INSURANCE	37161	271	DEALER \$		4,421,810
OTHER	282228	274	(ASSET L42 - LIAB. L34 - QLT0 L30 - TOT LFO WD PG. 4, L58)		
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)	16036607		STANDARD \$		
★ DRIVER TRAINING VEHICLES		275	PROFIT OR LOSS SUMMARY		
★ LEASE AND RENTAL UNITS	322	277	NEW UNITS		
★ L&R ACCUMULATED DEPRECIATION	1479898		PROFIT OR LOSS		
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)	19175845		CAPITAL STOCK & ADDL PAID IN CAPITAL	360	1910
ACCOUNT	COST	ACCUMULATED DEPRECIATION	RETAINED EARNINGS	370	479
LAND			DIVIDENDS	375	
BUILDINGS			INVESTMENTS	380	
M&B EQUIP	587994	480244	DRAWINGS	390	
P&A EQUIP	60512	43161			
FURN & FIXTURES	830417	769524			
COMPANY VEHICLES	110597	42609			
LEASEHOLDS	1666631	902368			
TOTALS (LINES 42, 53 & 58)	3256153	2237908			
★ MEMO: COMPANY VEHICLES	CARS	TRUCKS			
LIFE INSURANCE-CASH VALUE	94000				
NOTES & ACCOUNTS RECEIVABLE-OFFICERS					
NOTES & ACCOUNTS RECEIVABLE-OTHER	65299				
OTHER INVESTMENTS & MISCELLANEOUS ASSETS	29191				
TOTAL OTHER ASSETS (LINES 55 THRU 58)	188490				
TOTAL ASSETS (LINES 42, 53 & 58)	20382580				
★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE			236		

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 3 LINE 60)		6121964		81538051		1
GROSS PROFIT (PAGE 3 LINE 62)		861555	1407	9952992	1221	2
VARIABLE	EXPENSES		PLUS		PLUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	128012	593	1476691	432	4
	DELIVERY EXPENSE	2274	11	13609	4	5
	POLICY WORK-VEHICLES	11885	55	138154	40	6
TOTAL VARIABLE (LINES 4 THRU 7)		142171	658	1628454	476	8
PERSONNEL	SALARIES-OWNERS	22000	134	1242000	30	9
	SALARIES-SUPERVISION	95375	154	11301624	160	10
	SALARIES-CLERICAL	44735	73	473407	58	11
	OTHER SALARIES AND WAGES	80799	132	1889160	109	12
	ABSENTEE COMPENSATION	4195	157	40676	5	13
	TAXES-PAYROLL	29695	49	430475	53	14
	EMPLOYEE BENEFITS	10248	17	103086	13	15
	PENSION FUNDS	2590	14	45463	6	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	289641	473	3525891	432	17
	USED VEHICLE MAINTENANCE EXPENSE					18
FIXED	COMPANY VEHICLE EXPENSE	19111	31	160112	20	19
	OFFICE SUPPLIES AND EXPENSES	5973	10	100426	12	20
	OTHER SUPPLIES	14385	23	99322	12	21
	ADVERTISING	44263	72	937273	115	22
	CONTRIBUTIONS	1612	13	12855	2	23
	POLICY WORK-PARTS AND SERVICE	10824	18	58566	7	24
	OUTSIDE SERVICES-DATA PROCESSING	24901	41	269727	33	25
	OUTSIDE SERVICES-OTHER	35315	58	312856	38	26
	TRAVEL AND ENTERTAINMENT	8241	13	101342	12	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	1866	3	29168	4	28
OVERHEAD	LEGAL AND AUDITING EXPENSE	8946	15	148706	18	29
	TELEPHONE AND TELEGRAPH	10180	17	96816	13	30
	TRAINING EXPENSE	1888	3	58896	7	31
	INTEREST-NOTES PAYABLE & OTHER	19792	32	386635	47	32
	MISCELLANEOUS EXPENSE	3315	5	46957	6	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	210612	344	2819657	346	35
	RENT	51006	83	583522	72	36
	AMORTIZATION-LEASEHOLDS	4960	8	54560	7	37
	REPAIRS-REAL ESTATE	29377	48	128850	16	38
	DEPRECIATION- BLDGs. & IMPROVEMENTS					39
EXPENSES	TAXES-REAL ESTATE	2900	5	31900	4	40
	INSURANCE- BLDGs. & IMPROVEMENTS					41
	INTEREST-MORTGAGES					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	88243	144	798832	98	43
	HEAT, LIGHT, POWER, AND WATER	11573	19	129893	16	44
	INSURANCE-OTHER	30548	50	309808	38	45
	TAXES-OTHER	3851	6	45338	6	46
	REPAIRS-EQUIPMENT	3299	5	10649	1	47
	DEPRECIATION-EQUIPMENT	18971	31	208681	26	48
	EQUIPMENT RENTAL	1555	3	10090	1	49
TOTAL FIXED (LINES 43 THRU 49)		158040	258	1513491	186	50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		658293	1073	7859039	964	51
TOTAL EXPENSES (LINES 3 & 51)		800464	1308	9487493	1164	52
OPERATING PROFIT OR LOSS		61091	100	465499	57	53
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)		60587	99	1472586	181	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		121678	199	1938085	238	55
BONUSES-EMPLOYEES				180312	22	56
BONUSES-OWNERS				195000	24	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		121678	199	1562773	192	58
INCOME TAXES		-2				59
NET PROFIT OR LOSS AFTER INCOME TAXES		121680	199	1562773	192	60

DEPARTMENTAL PROFITAB

82007-83
AIR FUELS & SUPPLIES

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
		MONTH (PAGE 3, LINE 50)	YEAR-TO-DATE (PAGE 3, LINE 50)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 30)	YEAR-TO-DATE (PAGE 3, LINE 30)
1	NET SALES	3619273	52468993	1537568	17362797	153248	1565335	205715	
2	GROSS PROFIT	308126	3625052	188468	2129570	40222	374745	122503	
3	EXPENSES								
4	VEHICLE SALES/RENTALS - COMMISSION AND OTHER	65218	904655	60746	543077	2048	28959		
5	DELIVERY EXPENSE	2274	13138		471				
6	POLICY WORK-VEHICLES	10076	116831	1809	21265			58	
7									
8	TOTAL (LINES 4-7)	77568	1034624	62555	564813	2048	29017		
9	SALARIES-OWNERS					4000	44000		
10	SALARIES-SUPERVISION	40125	573844	22109	354607	9660	112698	6689	
11	SALARIES-CLERICAL	12038	126046	11007	114670	2112	22719	9942	
12	OTHER SALARIES AND WAGES	3749	117907	6908	67798	1814	20229	20826	
13	ABSENTEE COMPENSATION				1141		43	2327	
14	TAXES-PAYROLL	9305	161901	6589	88408	775	12948	6128	
15	EMPLOYEE BENEFITS	3354	36199	4207	47295	352	4085	1141	
16	PENSION FUND	941	17934	370	8113	183	2091	678	
17	TOTAL PERSONNEL (LINES 9-16)	74512	1033833	51190	682032	18192	210643	47731	
18	REPAIRS AND VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	1848	17437	6678	45803		13	2064	
20	OFFICE SUPPLIES AND EXPENSES	1691	27522	1150	21764	108	3462	906	
21	OTHER SUPPLIES	3887	26028	4546	18812	271	2025	2815	
22	ADVERTISING	16861	350603	15141	394351	318	5359	6685	
23	CONTRIBUTIONS	532	4242	484	3857			274	
24	POLICY WORK-PARTS AND SERVICE							7640	
25	OUTSIDE SERVICES-DATA PROCESSING	7730	86517	6989	78614			4197	
26	OUTSIDE SERVICES-OTHER	7503	97219	12636	82637	1429	15488	5559	
27	TRAVEL AND ENTERTAINMENT	4234	42353	2142	29913	24	1680	769	
28	MEMBERSHIPS DUES AND PUBLICATIONS	607	9062	423	8049		668	230	
29	LEGAL AND AUDITING EXPENSE	2958	47515	2689	43123	-18	4748	1524	
30	TELEPHONE AND TELEGRAPH	3183	29708	2893	26984	507	6061	1640	
31	TRAINING EXPENSE	195	18851	177	11819			866	
32	INTEREST-NOTES PAYABLE AND OTHER	14064	294063	4161	77260			720	
33	MISCELLANEOUS EXPENSE	116	9355	4	2918			820	
34									
35	TOTAL FIXED (LINES 18-34)	65409	1060475	60113	845904	2641	39504	36709	
36	RENT	16025	178467	14124	160659	3000	33000	8190	
37	AMORTIZATION-LEASEHOLDS	1637	18005	1488	16368			843	
38	REPAIRS-ESTATE	8430	27220	4506	14991			11505	
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES-REAL ESTATE	957	10527	870	9570			493	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36-42)	27049	234219	20988	201588	3000	33000	21031	
44	HEAT, LIGHT, POWER AND WATER	3748	41702	3407	37911	216	3523	1931	
45	INSURANCE-OTHER	13040	137233	8390	81605			4189	
46	TAXES-OTHER	1720	15981	720	10342	523	6718	408	
47	REPAIRS-EQUIPMENT		240		443			2921	
48	DEPRECIATION-EQUIPMENT	6070	66770	5692	62612			3415	
49	EQUIPMENT RENTAL	1555	8677		44				
50	TOTAL FIXED (LINES 43-49)	53182	504822	39197	394545	3739	43241	33895	
51	TOTAL FIXED OVERHEAD (LINES 35 & 50)	193103	2599130	150500	1922481	24572	293388	118335	
52	TOTAL EXPENSES (LINES 8 & 51)	270671	3633754	213055	2487294	26620	322405	118335	
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)	37455	-8702	-24587	-357724	13602	52340	4168	
54	PRORATION OF G & A	5760	63360	5400	59400			3060	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	31695	-72062	-29987	-417124	13602	52340	1108	
ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE		
56	DEBTS RECOVERED	902	11450	118856	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	953	10977	112340	
58	OTHER INCOME	905	83332	1662826	OTHER DEDUCTIONS	955	23218	196756	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59) MINUS				DEDUCTIONS (LINES 53 THRU 59)				
				238				60587 1472586	

U. DEPARTMENT		E. BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z. GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 30)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 50)	YEAR-TO-DATE (PAGE 3, LINE 50)	MONTH	YEAR-TO-DATE		
2401957	155240	1747074	450922	5991895				1
1379637	79415	818792	122821	1625196				2
								3
								4
								5
								6
								7
								8
					18000	198000		9
72406	8648	101160	8148	86909				10
108419	5105	53054	4531	48497				11
220018	6925	59275	35577	403933				12
23713	1038	10658	830	5121				13
79009	3434	45804	3462	42405				14
8850	1298	7851	600	4974				15
9804	140	3480	278	4039				16
522219	26590	281284	53426	597880	18000	198000		17
								18
8804	790	4354	7731	83701				19
23948	754	7465	1364	16265				20
20823	1571	23422	1295	8212				21
85340	670	20015	4588	81605				22
2185	177	1414	145	1157				23
30886	3134	26691	50	989				24
44701	3187	32597	2798	27298				25
59726	3045	29608	5143	28178				26
13188	467	7913	603	4295				27
5292	149	3087	457	3010				28
24516	986	15867	807	12937				29
15441	1061	9894	896	8728				30
18551	349	5522	301	4153				31
7035	466	4552	381	3725				32
6147	10	2374	2365	26163				33
								34
366583	16816	194775	28924	312416				35
91054	5174	58562	4493	61780				36
9275	546	6002	446	4910				37
57035	3640	22513	1296	7091				38
								39
5423	319	3509	261	2871				40
								41
								42
162787	9679	90586	6496	76652				43
211483	1249	13901	1022	11373				44
411797	2711	27045	2218	22128				45
5742	264	3715	216	3040				46
4947		2423	378	2594				47
37565	1897	20867	1897	20867				48
325		900		144				49
274646	15800	159437	12227	136800				50
1163448	59206	635496	94577	1047096	18000	198000		51
1163448	59206	635496	94577	1047096	18000	198000		52
216189	20209	183296	28244	578100				53
33660	1980	21780	1800	19800				54
182529	18229	161514	26444	558300				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		498	6912	BODY SHOP-TRUCKS		36	460	57
MECHANICAL-TRUCKS		156	1979	INTERNAL		1430	16308	58
BODY SHOP-CARS		76	9239	AM		551	5779	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						2747	32400	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	13	247719	17024	1310				
2	LUMINA	46	70489	7802	1951	46	767291	66522	1446
3	CELE/MC								
4	BERETTA	16	13749	1566	1566	16	236026	19570	1223
5	CORSICA	17	14110	1296	1296	17	230925	7632	449
6	CAHARO	69	258878	21774	1555	69	1357291	162120	2350
7	CAVALIER	351	271509	30779	1338	351	4006495	298554	851
8	CORVETTE	48	137736	7635	1909	48	1664080	98810	2059
9	PRIZM/NO	129	194717	20543	1467	129	1697793	107286	832
10	G SPECTR	58	54930	5615	1404	58	773376	54810	945
11	GEO METR	289	178652	24469	1288	289	2564619	212937	737
12									
13									
14									
15									
16	PEUGEOT								
17	SHARADE								
18	UBARU	14	209728	12105	865	162	2362830	145427	898
19									
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	98	1404498	133584	1363	1198	15908445	1190692	994
21	CONTACT DIVISION	2	27384	1010	505	1011	13526847	608217	602
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	2	27384	1010	505	1011	13526847	608217	602
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20-27)	100	1431882	134594	1346	2209	29435292	1798909	814
29									
30	G-VAN	3	60662	4575	1525	128	3122661	175229	1369
31	M VANS	3	56763	4057	1352	57	1098456	63147	1108
32	LUMINA A	1	19000	1501	1501	24	446173	29024	1209
33	TRACKER	6	105661	9178	1530	69	975066	73671	1068
34	S10 P/U	19	244245	28785	1515	194	2369673	194177	1001
35	S10 BLAZ	13	285282	19514	1501	103	2289088	131327	1275
36	SUB/VRLA	7	194538	10460	1494	58	1550512	86960	1499
37	LD 1500	15	278942	21999	1467	170	2976030	159098	936
38	25-35	1	23205	1328	1328	6	135907	7814	1302
39	ED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RETAIL (LINES 30-41)	68	1268298	101397	1491	809	14963566	920447	1138
43	CONTACT DIVISION	48	810234	33099	690	402	6705644	270999	674
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	48	810234	33099	690	402	6705644	270999	674
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 42-49)	116	2078532	134496	1159	1211	21669210	1191446	984
51									
52	GM PROT. PLANS					198	181830	72386	366
53	OTHER PLANS	51	39403	10316	202	461	352169	91869	199
54	TOTAL PROT PLANS (LINES 52 & 53)		39403	10316	PNLUS		533999	164255	PNLUS
55									
56	NEW F & I (PAGE 4 LINE 36)		32262	21677	100		623113	451732	132
57									
58	NEW OTH. AUTO		37194	7043	33		207379	18710	5
59									
60	TOTAL NEW VEHICLE (LINES 28-58)	216	3619273	308126	1427	3420	52468993	3625052	1060

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUB.	UNITS SOLD	SALES	GROSS PROFIT	PUB.	
USED CARS RETAIL	426	98	734464	93332	952	1016	783702	941332	1050	1
USED CARS RETAIL-RECOND	647									2
USED CARS WHOLESALE	448	70	175121	-1750	-25	720	1970324	1592195	128	3
ADJ-USED CAR INVENTORY	649									4
TOTAL USED CARS (LINES 1 THRU 4)		168	909585	91582	545	1730	9807345	1048720	606	5
USED TRUCKS RETAIL	450	46	434043	54661	1188	462	4554266	575858	1246	6
USED TRUCKS RETAIL-RECOND	651									7
USED TRUCKS WHOLESALE	452	20	115585	-500	-25	184	1139423	-30782	165	8
ADJ-USED TRUCK INVENTORY	653									9
TOTAL USED TRUCKS (LINES 6 THRU 9)		66	549628	54161	821	648	5693689	537419	829	10
GM PLANS-PROT.	454				PUB.	54	58283	12608	232	11
OTHER PROT. PLANS	455	55	47073	18887	343	505	374128	138470	274	12
TOTAL PROT. PLANS (LINES 11 & 12)			47073	18887	81		430411	151076	64	13
USED F & I INCOME (PAGE 4 LINE 40)			31282	23838	102		235944	69411	29	14
USED OTHER AUTO	456						1195408	322944	136	15
TOTAL USED VEH (LINES 10, 13, 14 & 15)		234	1537568	188468	805	2378	17362797	2129570	896	16
TOTAL NEW & USED (LINES 20 & 16)		450	5156841	496594	2299	5798	69831790	5754622	1683	17
TOT. VAR- (PAGE 4 ABLE L & R) (LINES 17 & 18)			153246	40222	PNUS		1565335	374745	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			5310087	536816	2485		71397125	6129367	1793	19
										20
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	47503	31815	6697		445282	299179	6719		22
CUSTOMER LABOR- TRUCKS	461	13701	9069	6619		178214	120953	6787		23
WARRANTY CLAIM LABOR	462	22355	15502	6934		289801	205636	7096		24
INTERNAL LABOR	463	44840	31429	7009		526165	361369	6868		25
NEW VEHICLE INSPECTION LABOR	464	21301	17952	8428		248472	203842	8204		26
ADJ-COST OF LABOR SALES	665		4810				33281			27
SUB TOTAL (LINES 22 THRU 27)		149700	110577	7387		1687934	1224260	7253		28
SUBLET REPAIRS	466	3672	598	1629		52470	8760	1670		29
P & A CUSTOMER CAR R.O.S.	467	42867	8523	1988		507025	107816	2126		30
P & A CUSTOMER TRUCK R.O.S.	468	9476	2805	2960		154528	38801	2511		31
TOTAL MECHANICAL (LINES 28 THRU 31)		205715	122503	5955		2401957	1379637	5744		32
CUSTOMER LABOR- CARS	470	37361	22564	6039		416073	250845	6029		33
CUSTOMER LABOR- TRUCKS	471	12905	7854	6086		187103	111925	5982		34
WARRANTY CLAIM LABOR	472	27665	22221	8032		274687	216772	7892		35
INTERNAL LABOR	473	8599	5828	6778		114290	73566	6437		36
ADJ-COST OF LABOR SALES	675		6265				16528			37
SUB TOTAL (LINES 33 THRU 37)		86530	64732	7481		992153	669636	6749		38
SUBLET REPAIRS	476	3286	622	1893		45116	8015	1777		39
P & A CUSTOMER CAR R.O.S.	477	37816	6540	1729		354963	57584	1622		40
P & A CUSTOMER TRUCK R.O.S.	478	10379	1807	1741		168038	28617	1703		41
PAINT & BODY SHOP MATERIALS	479	17229	5714	3317		186804	54940	2941		42
TOTAL BODY SHOP (LINES 38 THRU 42)		155240	79415	5116		1747074	818792	4687		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		360955	201918	5594		4149031	2198429	5299		44
WARRANTY CLAIMS	480	40077	7557	1886		613592	123840	2018		45
INTERNAL	481	74197	18542	2499		930180	227228	2443		46
COUNTER-RETAIL	482	17978	8569	4766		223022	100965	4527		47
WHOLESALE	483	314290	47040	1497		4199523	579299	1379		48
										49
WHOLESALE PARTS COMPENSATION	686									50
STOCK ORDER ALLOWANCE	687		36028				476951			51
ADJUSTMENT P & A INVENTORY	688		4545				113352			52
TOTAL P & A (LINES 45 THRU 52)		446542	122281	2738		5966317	1621635	2718		53
TIRES	490									54
GAS, OIL & GREASE	491	4374	539	1232		24998	3436	1375		55
MISCELLANEOUS	492	6	11667			580	1125	2155		56
TOTAL OTHER (LINES 54 THRU 56)		4380	540	1233		25578	3561	1392		57
TOTAL P & A DEPT. (LINES 53 & 57)		450922	122821	2724		5991895	1625196	2712		58
TOTAL FIXED (LINES 44 & 58)		811877	324739	4000		10140926	3823625	3770		59
TOTAL ALL DEPTS. (LINES 19 & 59)		6121964	861555	1407		81538051	9952992	1221		60

LINE NO.	LEASE AND RENTAL OPERATIONS	A C C O U N T	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.I.L.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.I.L.
1	INCOME AND SALES	720	16585	344	187313	3286				
2	COST OF SALES	725								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16585	344	187313	3286				
4	INTEREST	722	2005	42	22614	397				
5	DEPRECIATION	721	10053	205	119354	2094			2757	
6	INSURANCE	723								
7	LICENSE, TITLE & TAXES	724								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	74	15	5882	103				
10	GASOLINE	726	515	11	5733	101				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		12647	263	153585	2694			2757	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		3938	82	33728	592			-2757	
14	INCOME AND SALES	730	105527	434	1047449	4849			4880	4880
15	COST OF SALES	735								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		105527	434	1047449	4849			4880	4880
17	INTEREST	730	13583	56	122697	568			133	133
18	DEPRECIATION	731	65828	271	684132	3167				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	1547	6	18503	86				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	3698	15	27331	127				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	1404	6	10800	50				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		86060	354	863463	3998			133	133
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		19467	80	183986	852			4747	4747
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		23405	80	217714	797			1990	1990
28	BEGINNING BALANCE	CT	50	234	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29	ENDING BALANCE	CT	48	243	57	216		1		

31	FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE			
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	NEW	FINANCE INCOME-NEW	806 956	98	31192	7407	76	1374	603591	338637
34		INSURANCE COMMISSIONS EARNED-NEW	807 857	11	1070	1070	97	195	19522	19522
35		REPOSESSION LOSSES-NEW	853			(-13200)				(-93578)
36		NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			32262	21677			623113	451732
37		FINANCE INCOME-USED	808 858	81	28168	28168	348	779	212669	212669
38	USED	INSURANCE COMMISSIONS EARNED-USED	809 859	23	3114	3114	135	394	23275	23275
39		REPOSESSION LOSSES-USED	854			(-744)				(166533)
40		USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			31282	23838			235944	69411
41	TOTAL F & I INCOME (LINES 36 AND 40)			63544	45515			859057	521143	

43	SUPPLEMENTAL INVENTORY ANALYSIS									
44	INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN		
45			ACCT	GM	CONTACT DIVISION	GM-OTHER			OTHER	TOTAL
46	NEW: DEMOS	230		32				32	13911	
47	CARS			32				32		
48	TRUCKS									
49	NEW CARS	231		305				305	386406	
50	NEW TRUCKS	237		289				289	505829	
51	OTHER AUTO	238								
52	USED:		TOTAL UNITS		OVERAGE		UNITS	AMOUNT		
53	CARS	240		198	OVER 30 DAYS		88	514810	1102662	
54	TRUCKS	241		72	OVER 60 DAYS		17	163455	562820	
55			ACCT	GM		OTHER				
56	PARTS AND ACCESSORIES			242					1826053	144333
57	OTHER INVENTORIES			243, 244, 245, 252 TO 258				24973		
58	TOTALS (LINES 46 THRU 57)							12852580	2819998	

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME				LINE NO.
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
17814	594	236337	7162					12929		79768		1
												2
17814	594	236337	7162					12929		79768		3
295	272	20165	611									4
171	272	93791	2842									5
4014	104	29014	879									6
		489	15									7
1030		10819	328									8
												9
		1657	50									10
												11
13701	457	155935	4725									12
4113	137	80402	2436					12929		79768		13
391	391	9588	3196									14
												15
391	391	9588	3196									16
55	55	1957	652									17
438	438	9067	3022									18
172	172	2528	843									19
												20
51	51	1165	388									21
												22
												23
												24
616	616	14717	4906									25
225	225	5129	16									26
3888	125	75273	2091					12929		79768		27
29		EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
30	1	33	3									29

PER CONTRACT
246
100
273
59

DEalersHIP PERSONNEL COUNT										LINE NO.
POSITION	A	B	C	D	E	F	Z	TOTAL		
OWNERS										33
SUPERVISORS	6	6	2	2	1	1		18		34
VEHICLE SERVICE & PARTS SALESPERSONS	33	17	2					52		35
TECHNICIANS				20	12			32		36
CLERICAL	10	8	2	3	2	1		26		37
OTHERS	8	7	2	13	3	24		57		38
TOTAL (LINES 33 THRU 38)	57	38	8	38	18	26	2	187		39
TOTAL HIRED Y-T-O	177	127	8	47	22	28		409		40
TOTAL TERMINATED Y-T-O	144	120	10	39	24	18		355		41

INVENTORY AMOUNT
2413911
2409759
3836937
1102662
582620

DEalersHIP CUSTOMER RECEIVABLES							LINE NO.
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES	215447	215447					45
210 OTHER							46
220 VEHICLES	1759816	1677138	26346	49350	6982		47
220 L & R	322308	181404	64449	16893	59562		48
220 SERVICE & PARTS	698875	524217	62413	55315	54930		49
220 OTHER	339743	298378	18187	2158	21020		50
TOTAL CUSTOMER REC.	3336189	2896584	171395	123716	144494		51
300 AP DEBIT BAL.							52
340 LESS ALLOW. FOR DOUBTFUL ACCTS	166378						53
NET CUSTOMER REC.	3169811						54
MEMO ITEMS							
CASH SALES SERVICE & PARTS	251595	2882367					55
75 INTEREST FLR PLAN-NEW	14064	294065					56
75 INTEREST-OTHER	5728	92571					57
75 INT. FLR PLAN NEW PER UNIT	13	29					58

OPERATING REPORT

F^F

CONTACT		CONTACT DIVISION			OTHER B.M.			TOTAL B.M.			COMPOSITE GROUP	
CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	
DEALER NUMBER												
1141326		DEALER NAME R. K. CHEVROLET										
FROM 01 JAN 1993		ADDRESS 2661 VIRGINIA BEACH BLVD.										
THRU 31 OCT 1993		CITY & STATE VIRGINIA BEACH, VA										

ASSETS		ACCT NO	AMOUNT
CASH	CASH ON HAND	202	20735
	CASH IN BANK	202	202474
	CONTRACTS IN TRANSIT	205	1597481
	TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)		1820692
CURRENT ASSETS	TOTAL RECEIVABLES (PAGE 4, LINE 54)	210	2530298
	DEMONSTRATORS (PAGE 4, LINE 46)	230	552732
	NEW CARS (PAGE 4, LINE 48)	231	1722991
	NEW TRUCKS (PAGE 4, LINE 50)	237	3228598
	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	238	
	USED CARS (PAGE 4, LINE 53)	240	1118142
	USED TRUCKS (PAGE 4, LINE 54)	241	544250
	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	242	1560179
	TIRES	243	
	GAS, OIL AND GREASE	244	
OTHER ASSETS	PAINT AND BODY SHOP MATERIALS	245	15735
	SUBLET REPAIRS	246	-91
	WORK IN PROCESS-LABOR	247	10924
	OTHER	252	
	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	14414
	TOTAL INVENTORIES (LINES 14 THRU 27)		8767874
	SECURITIES	260	7500
	FACTORY RECEIVABLES	261	401575
	DUE FROM FINANCE COMPANIES	262	400843
	WARRANTY CLAIMS	263	85353
OTHER LIABILITIES	INSURANCE COMMISSIONS RECEIVABLE	264	36320
	PREPAID EXPENSES, TAXES	270	
	INSURANCE	271	44593
	OTHER	274	234411
	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		14329459
	* DRIVER TRAINING VEHICLES	275	
	* LEASE AND RENTAL UNITS	318	3049880
	* L & R ACCUMULATED DEPRECIATION		1455887
	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 41)		17379339

LIABILITIES		ACCT NO	AMOUNT
CURRENT LIABILITIES	CASH IN BANK CREDIT BALANCE	202	
	ACCOUNTS PAYABLE-TRADE CREDITORS	300	681239
	ACCOUNTS RECEIVABLE CREDIT BALANCE	220	
	CUSTOMER DEPOSITS	220	
	WARRANTY CLAIMS ADVANCE	305	48014
	NOTES PAYABLE-NEW VEH & DEMOS	310	10764745
	NOTES PAYABLE-LEASE & RENTAL UNITS	312	3161209
	NOTES PAYABLE-OTHER	314	702381
	* MEMO: DELAYED PAYMENTS-ACCT. 310		
LONG TERM LIABILITIES	INTEREST PAYABLE	320	460286
	SALARIES, WAGES & COMMISSIONS PAYABLE	321	187843
	INSURANCE PAYABLE	322	50635
	PAYROLL TAXES PAYABLE	323	1820
	SALES TAXES PAYABLE	324	179845
	OTHER TAXES PAYABLE	325	104323
	INCOME TAXES PAYABLE	327	-97500
	EMPLOYEE'S BONUSES PAYABLE	328	16854
	OWNER'S BONUSES PAYABLE	329	
	PENSION FUND PAYABLE	330	36609
TOTAL LIABILITIES	OTHER PAYABLES	331	22492
	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		15920791
	LONG TERM DEBT	334	
	TOTAL (LINES 29 THRU 33)		15920791
	MORTGAGES PAYABLE-REAL ESTATE	335	575000
	TOTAL LIABILITIES (LINES 34 THRU 37)		16495791

ACCOUNT	COST	ACCUMULATED DEPRECIATION	AMOUNT
LAND	280		
BLDGS. & IMP.	281		
M & S EQUIP.	282		
P & A EQUIP.	283		
FURN. & FIXTURES	284		
COMPANY VEHICLES	285		
LEASE HOLDS	286		
TOTALS (LINES 45 THRU 52)	3256153	2213977	1042176
* MEMO: COMPANY VEHICLES	CARS	TRUCKS	
LIFE INSURANCE-CASH VALUE	291		94000
NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293		
NOTES & ACCOUNTS RECEIVABLE-OTHER	294		58786
OTHER INVESTMENTS & MISCELLANEOUS ASSETS	296		33358
TOTAL OTHER ASSETS (LINES 55 THRU 58)			186144
TOTAL ASSETS (LINES 42, 53 & 59)			18607659

PROFIT OR LOSS SUMMARY		NEW UNITS	PROFIT OR LOSS
CORPORATE		264	147264
		346	183903
		394	108101
		483	312029
		362	163878
		395	239140
		290	90635
		265	200199
		222	772
		183	-4828
NET WORTH	CAPITAL STOCK & ADD'L PAID IN CAPITAL	350	191000
	RETAINED EARNINGS	370	479775
	DIVIDENDS	375	
	INVESTMENTS	380	
	DRAWINGS	390	
	YEAR-TO-DATE NET PROFIT OR LOSS	399	1441093
	TOTAL NET WORTH (LINES 44 THRU 58)		2111868
	TOTAL LIABILITIES AND NET WORTH (LINES 28 & 59)		18607659

* SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.	
NET SALES (PAGE 3, LINE 60)		5507629		75414084		1	
GROSS PROFIT (PAGE 3, LINE 60)		9693531	1760	9218237	1222	2	
V A R I A B L E	EXPENSES		PNUS		PNUS	3	
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	1139783	764	1348678	421	4
	DELIVERY EXPENSE	13	809	4	11335	4	5
	POLICY WORK-VEHICLES	15	16646	91	126270	39	6
							7
TOTAL VARIABLE (LINES 4 THRU 7)		157238	859	1486283	464	8	
P E R S O N N E L	SALARIES-OWNERS	20	22000	140	220000	29	9
	SALARIES-SUPERVISION	21	99478	181	1206244	160	10
	SALARIES-CLERICAL	22	45480	83	428674	57	11
	OTHER SALARIES AND WAGES	23	83825	152	808361	107	12
	ABSENTEE COMPENSATION	24	1604	12	34481	5	13
	TAXES-PAYROLL	25	32144	58	400779	53	14
	EMPLOYEE BENEFITS	27	9721	18	92839	12	15
	PENSION FUNDS	29	2707	15	42873	6	16
	TOTAL PERSONNEL (LINES 8 THRU 16)		296959	539	3236253	429	17
	F I X E D	USED VEHICLE MAINTENANCE EXPENSE	33				
COMPANY VEHICLE EXPENSE		51	10185	18	141000	19	19
OFFICE SUPPLIES AND EXPENSES		60	16253	30	94454	13	20
OTHER SUPPLIES		61	10455	19	84935	11	21
ADVERTISING		65	74334	135	893009	118	22
CONTRIBUTIONS		66	400	1	11243	1	23
POLICY WORK-PARTS AND SERVICE		67	12102	22	47743	6	24
OUTSIDE SERVICES-DATA PROCESSING		68	18040	33	244827	32	25
OUTSIDE SERVICES-OTHER		69	25941	47	277541	37	26
TRAVEL AND ENTERTAINMENT		70	7449	14	93102	12	27
S E M I F I X E D	MEMBERSHIPS, DUES AND PUBLICATIONS	71	3867	7	27302	4	28
	LEGAL AND AUDITING EXPENSE	72	11751	21	139762	19	29
	TELEPHONE AND TELEGRAPH	74	8994	16	86637	11	30
	TRAINING EXPENSE	75	6630	12	57007	8	31
	INTEREST-NOTES PAYABLE & OTHER	76	30071	55	366846	49	32
	MISCELLANEOUS EXPENSE	77	3528	6	43642	6	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		240002	436	2609052	346	35
	RENT	80	52681	96	532517	71	36
	AMORTIZATION-LEASEHOLDS	81	4960	9	49600	7	37
	REPAIRS-REAL ESTATE	82	19328	35	99473	13	38
DEPRECIATION- BLDG. & IMPROVEMENTS	83					39	
O V E R H E A D	TAXES-REAL ESTATE	84	2900	5	29000	4	40
	INSURANCE- BLDG. & IMPROVEMENTS	85					41
	INTEREST-MORTGAGES	86					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		79869	145	710590	94	43
	HEAT, LIGHT, POWER, AND WATER	87	7242	13	118318	16	44
	INSURANCE-OTHER	88	13152	24	279259	37	45
	TAXES-OTHER	89	3771	7	41689	6	46
	REPAIRS-EQUIPMENT	90	387	1	7351	1	47
	DEPRECIATION-EQUIPMENT	91	18971	34	189710	25	48
	EQUIPMENT RENTAL	92	159	0	8535	1	49
TOTAL FIXED (LINES 43 THRU 49)		123551	224	1355452	180	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		660512	1199	7200757	955	51	
TOTAL EXPENSES (LINES 8 & 51)		817750	1485	8687040	1152	52	
OPERATING PROFIT OR LOSS (PAGE 2, LINE 60)		151603	275	531197	70	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)		-36429	-66	1285199	170	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		115174	209	1816396	241	55	
BONUSES-EMPLOYEES		97		180312	24	56	
BONUSES-OWNERS		98	120000	218	195000	26	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		-4824	-9	1441084	191	58	
INCOME TAXES		2		-9		59	
NET PROFIT OR LOSS AFTER INCOME TAXES		-4828	-9	1441093	191	60	

DEPARTMENTAL PROFITABILITY

82007-93
AUT. FUELS & SUPPLIES

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)
1	NET SALES	2884296	48849719	1408592	15825229	140202	1412090	239057
2	GROSS PROFIT	383047	3384923	195300	1999902	22656	334522	133756
3	EXPENSES							
4	VEHICLE SALESPERSON - COMPENSATION AND OTHER	91471	839437	46124	482330	2188	26911	
5	DELIVERY EXPENSE	809	10864		471			
6	POLICY WORK- VEHICLES	13058	106755	3579	19457	9	58	
7								
8	TOTAL (LINES 4 THRU 7)	105338	957056	49703	502258	2197	26969	
9	SALARIES-OWNERS					4000	40000	
10	SALARIES-SUPERVISION	41291	533719	23777	332498	11481	103039	6531
11	SALARIES-CLERICAL	12195	114008	11086	103663	2302	20608	10303
12	OTHER SALARIES AND WAGES	9590	109159	6418	60889	1706	18415	20537
13	ABSENTEE COMPENSATION				1141		43	991
14	TAXES-PAYROLL	12762	152596	5197	81818	702	12174	6455
15	EMPLOYEE BENEFITS	2781	32845	4548	43088	-352	-3733	1084
16	PENSION FUND	1076	16995	328	7743	220	1908	668
	TOTAL PERSONNEL (LINES 9 THRU 16)	79695	959322	51354	630840	20059	192454	46569
	USED VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	-196	15589	2862	39125		13	447
20	OFFICE SUPPLIES AND EXPENSES	3916	25832	3124	20614	240	3355	5812
21	OTHER SUPPLIES	3983	22140	705	14265	269	1754	1659
22	ADVERTISING	19026	333741	35069	379210		5041	8541
23	CONTRIBUTIONS	132	3710	120	3373			68
24	POLICY WORK, PARTS AND SERVICE							6090
25	OUTSIDE SERVICES- DATA PROCESSING	5567	78788	5016	71625			3124
26	OUTSIDE SERVICES- OTHER	8265	89716	6718	70001	1674	14059	4860
27	TRAVEL AND ENTERTAINMENT	3492	38119	2559	27771	132	1654	687
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	1271	8455	1170	7626		668	655
29	LEGAL AND AUDITING EXPENSE	3423	44558	3112	40434	1377	4766	1764
30	TELEPHONE AND TELEGRAPH	2820	26525	2564	24091	406	5555	1453
31	TRAINING EXPENSE	1281	18656	1458	11642			3297
32	INTEREST-NOTES PAYABLE AND OTHER	22300	280000	6242	73099			702
33	MISCELLANEOUS EXPENSE	394	9239	368	2914			368
34								
35	TOTAL SEMI-FIXED (LINES 19 THRU 34)	75674	995068	71087	785790	4100	36865	39527
36	RENT	15422	162442	14113	146536	3000	30000	7990
37	AMORTIZATION- LEASEHOLDS	1637	16368	1488	14880			843
38	REPAIRS- REAL ESTATE	3946	18790	2541	10484			9726
39	DEPRECIATION-BLDG. IMPROVEMENTS							
40	TAXES- REAL ESTATE	957	9570	870	8700			493
41	INSURANCE-BLDGS. & IMPROVEMENTS							
42	INTEREST- MORTGAGES							
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	21962	207170	19012	180600	3000	30000	19052
44	HEAT, LIGHT, POWER AND WATER	2257	37954	2052	34503	402	3307	1163
45	INSURANCE- OTHER	4340	124193	3945	73215			2236
46	TAXES-OTHER	1640	14262	720	9622	523	6196	408
47	REPAIRS- EQUIPMENT	124	240		443			-16
48	DEPRECIATION- EQUIPMENT	6070	60700	5692	56920			3415
49	EQUIPMENT RENTAL		7122		44			53
50	TOTAL FIXED (LINES 43 THRU 49)	36393	451641	31421	355347	3925	39503	26311
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	191762	2406031	153862	1771977	28084	268822	112407
52	TOTAL EXPENSES (LINES 4 & 51)	297100	3363087	203565	2274235	30281	295791	112407
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	85947	21836	-8265	-274333	-7625	38731	21349
54	PRORATION OF G & A	5760	57600	5400	54000			3060
55	DEPT. PROFIT OR LOSS AFTER PRORATION	80187	-35764	-13665	-328333	-7625	38731	18289
ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE	
56	AD DEBTS RECOVERED	902	13921	107404	ADJUSTMENT FOR ACCOUNTS	953	35129	101363
58	OTHER INCOME	905	17010	145246	DUCTIONS	955	32231	173538
59								
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 THRU 59)			TOTAL DEDUCTIONS (LINES 953 THRU 955)			-36429	1285199

DEPARTMENT	E - BODY SHOP DEPARTMENT		F - PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.	
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 53)	YEAR-TO-DATE (PAGE 3, LINE 53)	MONTH	YEAR-TO-DATE		
2194241	154277	1591832	481205	5540973			1	
1257137	72697	739376	161897	1502377			2	
							3	
							4	
							5	
							6	
							7	
							8	
					18000	180000	9	
65717	7894	92512	8504	78761			10	
98477	5010	47952	4584	43966			11	
199192	8545	52350	37029	368356			12	
21386	443	9620	170	4291			13	
72880	3342	42368	3686	38943			14	
7709	1038	6554	622	6376			15	
9126	137	3340	278	3761			16	
474487	26409	254696	54873	544454	18000	180000	17	
							18	
6739	124	3564	6948	75970			19	
23042	846	6711	2315	14902			20	
18008	2096	21851	1743	6917			21	
78655	1588	19345	10110	77017			22	
1911	44	1237	36	1012			23	
23246	5768	23557	244	940			24	
40504	2489	29410	1844	24500			25	
54167	2562	26563	1860	23035			26	
12419	431	7447	148	5692			27	
5062	424	2938	347	2553			28	
22993	1141	14881	934	12130			29	
13801	940	8833	813	7832			30	
17686	237	5172	357	3851			31	
6316	455	4087	372	3344			32	
5327	133	2364	2265	23798			33	
							34	
329876	19278	177960	30336	283493			35	
82863	5170	53389	6986	57287			36	
8432	546	5456	446	4464			37	
45530	2416	18873	699	5796			38	
							39	
4930	319	3190	261	2610			40	
							41	
							42	
141753	8451	80908	8392	70157			43	
19552	752	12651	616	10351			44	
37607	1447	24334	1184	19910			45	
5334	264	3451	216	2824			46	
2027	40	2423	239	2218			47	
34150	1897	18970	1897	18970			48	
325	53	900	53	144			49	
240750	12904	143637	12597	124574			50	
1045113	58591	576293	97806	952521	18000	180000	51	
1045113	58591	576293	97806	952521	18000	180000	52	
212024	14106	163083	64091	549856			53	
30600	1980	19800	1800	18000			54	
181424	12126	143283	62291	531856			55	
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		967	64	TRUCKS		49	424	57
MECHANICAL-TRUCKS		193	18			1302	14878	58
BODY SHOP-CARS		86	886	WARRANTY CLAIM		561	5228	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						3158	29653	60

COMBUST

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	UNIT	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	100					13	247719	17024	1310
2	LUMINA	101	7	121340	11711	1673	42	694802	61521	1465
3	CELE/MC	102								
4	BERETTA	103	3	40678	5421	1807	15	222277	19204	1280
5	CORSICA	104	1	16271	1801	1801	14	216815	6736	421
6	CANARO	105	8	150587	14901	1863	55	1098413	143545	2610
7	CAVALIER	106	30	344973	41080	1369	328	3734984	279774	853
8	CORVETTE	107	3	108111	13547	4516	44	1526344	92375	2099
9	PRIZM/NO	108	9	125853	12626	1403	115	1503075	90342	786
10	G SPECTR	109	7	88453	9550	1364	54	718445	51995	963
11	GEO METR	110	30	268338	39301	1310	270	2385967	200468	742
12		111								
13		112								
14		113								
15		114								
16	PEUGEOT	115								
17	SHARADE	116								
18	SUBARU	117	16	237968	18339	1146	148	2153102	139722	944
19		118								
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	119	114	1502572	168277	1476	1100	14503945	1102706	1002
21	CONTACT DIVISION	120			6140		1009	13499463	607207	602
22	OTHER GM	121								
23	OTHER	122								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	123			6140		1009	13499463	607207	602
25	CONTACT DIVISION	124								
26	OTHER GM	125								
27	OTHER	126								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	127	114	1502572	174417	1530	2109	28003408	1709913	811
29		128								
30	G-VAN	129	4	86671	7180	1795	125	3061999	172254	1378
31	M VANS	130	6	122665	15582	2597	54	1041692	61490	1139
32	LUMINA A	131					23	427173	27523	1197
33	TRACKER	132	5	89240	7898	1580	63	869406	64493	1055
34	S10 P/U	133	15	198515	35615	2374	175	2125428	171392	979
35	S10 BLAZ	134	4	96234	6854	1714	90	2003804	113412	1260
36	SUB/VBLA	135	6	160057	13140	2190	51	1355974	78899	1547
37	LD 1500	136	16	292217	34804	2175	155	2697089	143499	926
38	Y 25-35	137					5	112702	64861	1297
39	ED DUTY	138								
40		139								
41	ROCKY	140								
42	TOTAL NEW TRUCKS-RETAIL (LINES 41-43)	141	56	1045599	121073	2162	741	13695269	841448	1136
43	CONTACT DIVISION	142	13	231860	17864	1374	354	5895410	237900	672
44	OTHER GM	143								
45	OTHER	144								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	145	13	231860	17864	1374	354	5895410	237900	672
47	CONTACT DIVISION	146								
48	OTHER GM	147								
49	OTHER	148								
50	TOTAL NEW TRUCKS (LINES 46 & 48 THRU 49)	149	69	1277459	138937	2014	1095	19590679	1079348	986
51		150								
52	GM PROT. PLANS	151					198	181830	72386	366
53	OTHER PLANS	152	47	31969	15715	334	410	312765	81553	199
54	TOTAL PROT. PLANS (LINES 52 & 53)	153		31969	15715	334		494595	153939	48
55		154								
56	NEW F & I (PAGE 4) (LINE 36)	155		63486	53978	295		590852	430056	134
57		156								
58	NEW OTH AUTO	157		8810				170185	11667	4
59		158								
60	TOTAL NEW VEHICLE (LINES 50, 54, 56 & 58)	159	183	2884296	38304	248	3204	48849719	3384923	1056

VAR. OPER CONTINUED	A C T	MONTH				YEAR-TO-DATE				LINE NO.	
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS		
USED CARS RETAIL	416	94	759702	98244	1045	912	7102557	1105462	1212	1	
USED CARS RETAIL-RECOND	417							-20178		2	
USED CARS WHOLESALE	418	72	189994	-18223	-253	650	1795203	-90744	-140	3	
ADJ-USED CAR INVENTORY	419									4	
TOTAL USED CARS (LINES 1 THRU 4)		166	949696	80021	482	1562	8897760	994738	637	5	
USED TRUCKS RETAIL	420	53	501104	84418	1393	414	4120223	542397	1304	6	
USED TRUCKS RETAIL-RECOND	421							-7657	18	7	
USED TRUCKS WHOLESALE	422	16	96768	-491	-31	166	1023838	-30282	-182	8	
ADJ-USED TRUCK INVENTORY	423									9	
TOTAL USED TRUCKS (LINES 5 THRU 8)		69	597872	83927	1216	582	5144061	504458	867	10	
GM PLANS-PROT.	424				PUS	54	56283	12604	233	11	
OTHER PROT. PLANS	425	59	43661	17789	302	450	327055	119583	264	12	
TOTAL PLANS (LINES 11 & 12)			43661	17789	76		383338	132189	63	13	
USED P & A INCOME (PAGE 4, LINE 40)			34024	20945	89		204662	45573	21	14	
USED OTHER AUTO	426		-16661	-7382	-31		1195408	322944	151	15	
TOTAL (LINES 5, 10, 13 & 15)		235	1608592	195300	831	2144	15825229	1999902	933	16	
TOTAL NEW & USED (LINES 50 & 51)		418	4492888	578347	3160	5348	64674948	5384825	1681	17	
TOT. VARI- ABLE L & R (PAGE 4, LINES 17 & 18)			140202	22656	PNUS		1412090	334522	PNUS	18	
TOTAL VARIABLE (LINES 17 & 18)			4623090	601003	3284		66087038	5719347	1785	19	
											20
FIXED OPERATIONS	A C T	MONTH				YEAR-TO-DATE					
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES			
CUSTOMER LABOR- CARS	430	47991	32469	6764		397779	267364	6721		22	
CUSTOMER LABOR- TRUCKS	431	22265	15204	6829		164514	111884	6801		23	
WARRANTY CLAIM LABOR	432	25660	17814	6942		267445	190135	7109		24	
INTERNAL LABOR	433	46278	32455	7013		481324	329941	6855		25	
NEW VEHICLE INSPECTION LABOR	434	17288	14401	8330		227171	185890	8183		26	
ADJ.-COST OF LABOR SALES	435		4365				28471			27	
SUB TOTAL (LINES 22 THRU 27)		159482	116708	7318		1538233	1113685	7240		28	
SUBLET REPAIRS	436	6704	992	1480		48799	8163	1673		29	
P & A CUSTOMER CAR R.O.'S	437	54614	11273	2064		464158	99292	2139		30	
P & A CUSTOMER TRUCK R.O.'S	438	18257	4783	2620		145051	35997	2482		31	
TOTAL MECHANICAL (LINES 28 THRU 31)		239057	133756	5595		2196241	1257137	5724		32	
CUSTOMER LABOR- CARS	439	36490	21561	5909		378712	228280	6028		33	
CUSTOMER LABOR- TRUCKS	440	13005	7600	5844		174198	104071	5974		34	
WARRANTY CLAIM LABOR	441	22909	18376	8021		247022	194551	7876		35	
INTERNAL LABOR	442	12977	8761	6751		105691	67738	6409		36	
ADJ.-COST OF LABOR SALES	443		2999				10263			37	
SUB TOTAL (LINES 32 THRU 37)		85381	59297	6945		905623	604903	6679		38	
SUBLET REPAIRS	444	8253	1549	1877		41829	7393	1767		39	
P & A CUSTOMER CAR R.O.'S	445	34505	5286	1532		317147	51044	1609		40	
P & A CUSTOMER TRUCK R.O.'S	446	11144	2284	2050		157659	26810	1701		41	
PAINT & BODY SHOP MATERIALS	447	14994	4281	2855		169574	49226	2903		42	
TOTAL BODY SHOP (LINES 38 THRU 42)		154277	72697	4712		1591832	739376	4645		43	
TOTAL SERVICE DEPT. (LINES 32 & 43)		393334	206453	5249		3788073	1996513	5271		44	
WARRANTY CLAIMS	448	39771	7399	1860		573515	116284	2028		45	
INTERNAL	449	92346	23197	2512		855983	208687	2438		46	
COUNTER-RETAIL	450	23634	9807	4150		205044	92396	4506		47	
WHOLESALE	451	320969	46769	1457		3885232	532259	1370		48	
WHOLESALE PARTS COMPENSATION	452									49	
STOCK ORDER ALLOWANCE	453		69629				440923			50	
ADJUSTMENT P & A INVENTORY	454		4545				108807			51	
TOTAL P & A (LINES 45 THRU 52)		476720	161346	3385		5519774	1499356	2716		52	
TIRES	455									53	
GAS, OIL & GREASE	456	4461	550	1233		20625	2897	1405		54	
MISCELLANEOUS	457	24	1	417		574	124	2160		55	
TOTAL OTHER (LINES 53 THRU 56)		4485	551	1229		21199	3021	1425		56	
TOTAL P & A DEPT. (LINES 53 & 57)		481205	161897	3364		5540973	1502377	2711		57	
TOTAL FIXED (LINES 44 & 50)		874539	368350	4212		9329046	3498890	3751		58	
TOTAL ALL DEPTS. (LINES 19 & 59)		5507629	969353	1760		75416084	9218237	1222		59	

LEASE AN

LINE	INCOME	LEASE AND RENTAL OPERATIONS	A C N O T	OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME - MAINTENANCE			
				MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	C A I R E C T C O S T S	INCOME AND SALES	700	13959	279	170729	2944				
2		COST OF SALES	705								
3		INCOME & GROSS PROFIT (LINE 1 MINUS 2)		13959	279	170729	2944				
4		INTEREST	720	2052	41	20609	355				
5		DEPRECIATION	721	11197	224	109303	1885			2757	
6		INSURANCE	722								
7		LICENSE, TITLE & TAXES	723								
8		MAINTENANCE & REPAIRS	724								
9		SERVICE CHARGES	725	1854	37	5808	100				
10		GASOLINE	726	520	10	5218	90				
11		RENT-SUBLET UNITS	727								
12	T R U C K S	TOTAL DIRECT COSTS (LINES 4 THRU 11)		15623	312	140938	2430			2757	
13		VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		-1664	-33	29791	514			-2757	
14		INCOME AND SALES	510	100443	429	941922	4422			4880	4880
15		COST OF SALES	715								
16		INCOME & GROSS PROFIT (LINE 14 MINUS 15)		100443	429	941922	4422			4880	4880
17		INTEREST	730	14289	61	109113	512			133	133
18		DEPRECIATION	731	68767	294	618304	2903				
19		INSURANCE	732								
20		LICENSE, TITLE & TAXES	733			16956	80				
21		MAINTENANCE & REPAIRS	734								
22		SERVICE CHARGES	735	4529	19	23633	111				
23	U N I T S	GASOLINE	736								
24		RENT-SUBLET UNITS	737	480	2	9396	44				
25		TOTAL DIRECT COSTS (LINES 17 THRU 24)		88065	376	777402	3650			133	133
26		VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		12378	53	164520	772			4747	4747
27		TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		10714	38	194311	717			1990	1990
28		BEGINNING BALANCE	CT	52	234	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29		ENDING BALANCE	CT	50	234	58	213		1		1

LINE	INCOME	FINANCE AND INSURANCE ACTIVITY	A C N O T	MONTH				YEAR - TO - DATE			
				CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	N E W	FINANCE INCOME-NEW	806	117	60222	40561	347	1276	572400	331231	
34		INSURANCE COMMISSIONS EARNED-NEW	807	17	3264	3264	192	184	18452	18452	
35		REPOSESSION LOSSES-NEW	853			(-10153)				(-80373)	
36		NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			63486	53978			590852	430056	
37		FINANCE INCOME-USED	808	90	31483	31483	350	698	184501	184501	
38		INSURANCE COMMISSIONS EARNED-USED	809	27	2541	2541	94	371	20161	20161	
39		REPOSESSION LOSSES-USED	854			(13079)				(159089)	
40		USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			34024	20945			204662	45573	
41		TOTAL F & I INCOME (LINES 36 AND 40)			97510	74923			795514	475629	

SUPPLEMENTAL INVENTORY ANALYSIS											
INVENTORIES		UNITS					INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN			
		ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL				
46	NEW: DEMOS	230		40			40	552732			
47	CARS			40			40				
48	TRUCKS										
49	NEW CARS	231		230			230	3177300	1454309		
50	NEW TRUCKS	237		263			263	4449954	1221356		
51	OTHER AUTO	238									
52	USED		TOTAL UNITS		OVERAGE: UNITS		AMOUNT				
53	CARS	240		209	OVER 30 DAYS	115	809144	1118142			
54	TRUCKS	241		69	OVER 60 DAYS	23	231994	544250			
55				ACCT	GM						
56	PARTS AND ACCESSORIES			242			250	1704512	144333		
57	OTHER INVENTORIES			243, 244, 245, 252 TO 258				30149			
58	TOTALS (LINES 46 THRU 57)							11577039	2819998		

D RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L I N E N O
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
15804	545	218523	6622					9904		66839		1
												2
15804	545	218523	6622					9904		66839		3
1148	40	18867	572									4
8171	282	85620	2595									5
2133	74	25999	788									6
		489	15									7
1679	58	9779	296									8
												9
199	57	1483	45									10
												11
13330	460	142237	4310									12
2474	85	76286	2312					9904		66839		13
92	92	91973	3066									14
												15
92	92	91973	3066									16
		1902	634									17
438	438	8629	2876									18
90	90	2456	819									19
												20
		1114	371									21
												22
												23
												24
528	528	14101	4700									25
-436	-436	-4904	A									26
2038	68	71382	1983					9904		66839		27
30	1	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
29	1	33	3									29

DEALERSHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	6	7	2	2	1	1		19
VEHICLE, SERVICE & PARTS SALESPeOPLE	40	20	2					62
TECHNICIANS				23	8			31
CLERICAL	10	9	2	3	2	1		27
OTHERS	10	7	2	15	4	24		62
TOTAL (LINES 33 THRU 39)	66	43	8	43	15	26	2	203
TOTAL HIRED Y-T-D	88	63	4	23	10	14		202
TOTAL TERMINATED Y-T-D	67	57	5	17	12	9		167

DEALERSHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	258125	258125			
210 OTHER					
220 VEHICLES	1129855	1023866	62359	35227	8403
220 L & R	319612	185044	54967	22304	57297
220 SERVICE & PARTS	681138	501916	77893	55505	45824
220 OTHER	316633	284243	1711	7359	23320
TOTAL CUSTOMER REC.	2705363	2253194	196930	120395	134844
300 AP DEBIT BAL.					
340 LESS ALLOW. FOR DOUBTFUL ACCTS	175065				
NET CUSTOMER REC.	2530298				

(LINES 45 THRU 50)

(LINES 51 & 52 MINUS 53)

MEMO ITEMS	MONTH	YEAR TO DATE
CASH SALES SERVICE & PARTS	281384	2630772
INTEREST FLR. PLAN-NEW	22300	280001
INTEREST-OTHER	7771	86843
INT. FLR. PLAN NEW PER UNIT	21	31

INVENTORY AMOUNT

552732
1722991
3228598
1118142
544250

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT
1560179			
30149			251
8757041			

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP	
		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1												
2	DEALER NUMBER											
3	1141326		DEALER NAME R. K. CHEVROLET									
4	FROM 01 JAN 1993		ADDRESS 2661 VIRGINIA BEACH BLVD.									
5	THRU 30 SEP 1993		CITY & STATE VIRGINIA BEACH, VA									
6	ASSETS		ACCT NO	AMOUNT		LIABILITIES		ACCT NO	AMOUNT			
7	C	CASH ON HAND	200	18753		A	CASH IN BANK CREDIT BALANCE	202				
8	A	CASH IN BANK	202	-526757		A	ACCOUNTS PAYABLE-TRADE CREDITORS	300	14000			
9	S	CONTRACTS IN TRANSIT	205	1895902		A	ACCOUNTS RECEIVABLE CREDIT BALANCE	220				
10	H	TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)		1387898		A	CUSTOMER DEPOSITS	220				
11						A	WARRANTY CLAIMS ADVANCE	205	480			
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)		210	2793544		A	NOTES PAYABLE-NEW VEH. & DEMOS	310	107692			
13						A	NOTES PAYABLE-LEASE & RENTAL UNITS	312	31380			
14	DEMONSTRATORS (PAGE 4, LINE 49)		230	285839		A	NOTES PAYABLE-OTHER	314	7142			
15	NEW CARS (PAGE 4, LINE 49)		231	2040027		* MEMO: DELAYED PAYMENTS-ACCT. 310						
16	NEW TRUCKS (PAGE 4, LINE 50)		237	3444370								
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)		238									
18	USED CARS (PAGE 4, LINE 52)		240	1545403								
19	USED TRUCKS (PAGE 4, LINE 54)		241	748056								
20	PARTS AND ACCESSORIES (PAGE 4, LINE 56)		242	1611300								
21	TIRES		243									
22	GAS, OIL AND GREASE		244									
23	PAINT AND BODY SHOP MATERIALS		245	15424								
24	SUBLET REPAIRS		246	335								
25	WORK IN PROCESS-LABOR		247	13782								
26	OTHER		252									
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE		258	11948								
28	TOTAL INVENTORIES (LINES 14 THRU 27)			9716484								
29												
30	SECURITIES		260	7500								
31	FACTORY RECEIVABLES		261	348090								
32	DUE FROM FINANCE COMPANIES		262	483173								
33	WARRANTY CLAIMS		263	74951								
34	INSURANCE COMMISSIONS RECEIVABLE		264	27391								
35	PREPAID EXPENSES: TAXES		270									
36	INSURANCE		271	52025								
37	OTHER		274	177527								
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)			15068583								
39	* DRIVER TRAINING VEHICLES		275									
40	* LEASE AND RENTAL UNITS		315	3062617								
41	* L&R ACCUMULATED DEPRECIATION			1661019								
42	TOTAL CURRENT AND WORKING ASSETS (LINES 10 THRU 41)			18131200								
43												
44	ACCOUNT		COST	ACCUMULATED DEPRECIATION	PROFIT OR LOSS SUMMARY		NET WORTH		ACCT NO			
45	LAND		280			NEW UNITS	PROFIT OR LOSS	CAPITAL STOCK & ADDL PAID IN CAPITAL	360	19100		
46	BUILDING & IMP		281			264	147264					
47	M&S EQUIP		282	583309	469978	346	183903	RETAINED EARNINGS	370	47977		
48	P&A EQUIP		283	60512	42667	394	108101					
49	FURN. & FURNITURES		284	802563	746278	483	312029	DIVIDENDS	375			
50	COMPANY VEHICLES		285	110597	38675	362	163878					
51	LEASEHOLDERS		286	1666631	892448	395	239140	INVESTMENTS	380			
52						290	90635					
53	TOTALS (LINES 45 THRU 52)			3223612	2190046	265	200199	DRAWINGS	390			
54	* MEMO: COMPANY VEHICLES					222	772					
55	LIFE INSURANCE-CASH VALUE		291	94000								
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS		292									
57	NOTES & ACCOUNTS RECEIVABLE-OTHER		294	109388								
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS		296	37525								
59	TOTAL OTHER ASSETS (LINES 53 THRU 58)			240913								
60	TOTAL ASSETS (LINES 42, 53 & 59)			19405679								
<div style="display: flex; justify-content: space-between;"> <div> <p>PROFIT OR LOSS</p> <p>252</p> </div> <div> <p>TOTAL LIABILITIES (LINES 29 THRU 37)</p> <p>1671398</p> </div> <div> <p>TOTAL LIABILITIES (LINES 34 THRU 37)</p> <p>1728898</p> </div> </div>												

* SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.	
NET SALES (PAGE 3 LINE 53)		6179237		69908459		1	
GROSS PROFIT (PAGE 3 LINE 60)		7928261	1283	82486501	1180	2	
VARIABLE	EXPENSES		PLUS		PLUS	3	
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	132125	595	1208894	400	4
	DELIVERY EXPENSE	13	1393	6	10526	3	5
	POLICY WORK-VEHICLES	15	23522	106	109623	36	6
							7
	TOTAL VARIABLE (LINES 4 THRU 7)		157040	707	1329043	440	8
PERSONNEL	SALARIES-OWNERS	20	22000	36	198000	28	9
	SALARIES-SUPERVISION	21	110997	180	1106769	158	10
	SALARIES-CLERICAL	22	45163	73	383195	55	11
	OTHER SALARIES AND WAGES	23	85820	139	724536	104	12
	ABSENTEE COMPENSATION	24	5889	10	34876	5	13
	TAXES-PAYROLL	25	40293	65	368635	53	14
	EMPLOYEE BENEFITS	27	11165	18	83119	12	15
	PENSION FUNDS	29	6100	10	40165	6	16
	TOTAL PERSONNEL (LINES 9 THRU 16)		327427	530	2939295	420	17
	USED VEHICLE MAINTENANCE EXPENSE	33					18
FIXED	COMPANY VEHICLE EXPENSE	51	19841	32	130814	19	19
	OFFICE SUPPLIES AND EXPENSES	60	12084	20	78200	11	20
	OTHER SUPPLIES	61	8934	14	74481	11	21
	ADVERTISING	65	85159	138	818677	117	22
	CONTRIBUTIONS	66	352	1	10843	2	23
	POLICY WORK-PARTS AND SERVICE	67	4664	8	35640	5	24
	OUTSIDE SERVICES-DATA PROCESSING	68	19178	31	226788	32	25
	OUTSIDE SERVICES-OTHER	69	25876	42	251598	36	26
	TRAVEL AND ENTERTAINMENT	70	7084	11	85651	12	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	1547	3	23437	3	28
	LEGAL AND AUDITING EXPENSE	72	16397	27	128009	18	29
	TELEPHONE AND TELEGRAPH	74	8045	13	77640	11	30
	TRAINING EXPENSE	75	6149	10	50377	7	31
	INTEREST-NOTES PAYABLE & OTHER	76	18351	30	336773	48	32
	MISCELLANEOUS EXPENSE	77	4496	7	40115	6	33
							34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		238157	385	2369043	339	35
FIXED	RENT	80	50885	82	479836	69	36
	AMORTIZATION-LEASEHOLDS	81	4960	8	44640	6	37
	REPAIRS-REAL ESTATE	82	19407	31	80145	11	38
	DEPRECIATION- BLDGs. & IMPROVEMENTS	83					39
	TAXES-REAL ESTATE	84	2900	5	26100	4	40
	INSURANCE- BLDGs. & IMPROVEMENTS	85					41
	INTEREST-MORTGAGES	86					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		78152	126	630721	90	43
	HEAT, LIGHT, POWER, AND WATER	87	13096	21	111075	16	44
	INSURANCE-OTHER	88	38066	62	266109	38	45
FIXED	TAXES-OTHER	89	3850	6	37917	5	46
	REPAIRS-EQUIPMENT	90	1194	2	6964	1	47
	DEPRECIATION-EQUIPMENT	91	18971	31	170739	24	48
	EQUIPMENT RENTAL	92	778	1	8374	1	49
	TOTAL FIXED (LINES 43 THRU 49)		154107	249	1231899	176	50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			719691	1165	6540237	936	51
TOTAL EXPENSES (LINES 8 & 51)			876731	1419	78692801	1126	52
OPERATING PROFIT OR LOSS (PAGE 3 LINE 52)			-83905	-136	379370	54	53
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)			84443	137	1321626	189	54
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			538	1	1700996	243	55
BONUSES-EMPLOYEES		97			180312	26	56
BONUSES-OWNERS		98			75000	11	57
NET PROFIT OR LOSS BEFORE INCOME TAXES			538	1	1445684	207	58
INCOME TAXES			-234	-0	-237		59
NET PROFIT OR LOSS AFTER INCOME TAXES			772	1	1445921	207	60

253

DEPARTMENTAL PROFITABILITY

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL DEPARTMENT	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 20)	YEAR-TO-DATE (PAGE 3, LINE 20)
1	NET SALES	3662803	45965425	1438949	14216636	148245	1271890	222287	
2	GROSS PROFIT	351502	3001642	24574	1804603	36138	311868	115150	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER	93970	747966	35237	436206	2918	24722		
5	DELIVERY EXPENSE	1393	10055		471				
6	POLICY WORK- VEHICLES	18455	93697	5067	15877		49		
7									
8	TOTAL VEHICLE (LINES 3 THRU 7)	113818	851718	40304	452554	2918	24771		
9	SALARIES-OWNERS					4000	36000		
10	SALARIES-SUPERVISION	50292	492428	25816	308722	11345	91557	6375	
11	SALARIES-CLERICAL	12251	101814	11138	92577	2112	18306	10258	
12	OTHER SALARIES AND WAGES	11587	99568	6125	54472	1705	16709	24467	
13	ABSENTEE COMPENSATION				1141		43	3497	
14	TAXES-PAYROLL	14614	139834	8463	76621	873	11472	7737	
15	EMPLOYEE BENEFITS	3415	30065	5336	38540	-176	-3381	961	
16	PENSION FUND	2180	15919	1359	7415	192	1688	1277	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	94339	879628	58237	579488	20051	172394	54572	
18	VEHICLE STORAGE EXPENSE								
19	COMPANY VEHICLE EXPENSE	228	15784	10969	36263	-249	13	473	
20	OFFICE SUPPLIES AND EXPENSES	2103	21916	2417	17490	532	3114	4210	
21	OTHER SUPPLIES	2047	18158	3797	13560	42	1485	465	
22	ADVERTISING	37386	314716	31699	344142	62	5041	6560	
23	CONTRIBUTIONS	116	3578	105	3253			60	
24	POLICY WORK- PARTS AND SERVICE							3126	
25	OUTSIDE SERVICES- DATA PROCESSING	5881	73220	5347	66609			3030	
26	OUTSIDE SERVICES- OTHER	8241	81451	5756	63283	1328	12383	5362	
27	TRAVEL AND ENTERTAINMENT	2432	34627	2581	25212	345	1522	747	
28	MEMBERSHIP, DUES AND PUBLICATIONS	502	7184	457	6456		668	259	
29	LEGAL AND AUDITING EXPENSE	5411	41134	4919	37322		3388	2787	
30	TELEPHONE AND TELEGRAPH	2439	23705	2217	21527	520	5149	1256	
31	TRAINING EXPENSE	1197	17374	593	10184			2747	
32	INTEREST-NOTES PAYABLE AND OTHER	10039	257699	6667	66857			756	
33	MISCELLANEOUS EXPENSE	552	8845	274	2546			605	
34									
35	TOTAL SERVICE (LINES 18 THRU 34)	78574	919391	77798	714704	2580	32763	32443	
36	RENT	15783	147020	14263	132423	3000	27000	8207	
37	AMORTIZATION- LEASEHOLDS	1637	14731	1488	13392			843	
38	REPAIRS- REAL ESTATE	4383	14844	1994	7943			9375	
39	REPAIRS- EQUIPMENT								
40	TAXES- REAL ESTATE	957	8613	870	7830			493	
41	INSURANCE-BUILD- AND IMPROVEMENTS								
42	INTEREST- MORTGAGES								
43	SUB-TOTAL RENT OR EQUIPMENT (LINES 36 THRU 42)	22760	185208	18615	161588	3000	27000	18918	
44	HEAT, LIGHT, POWER AND WATER	4210	35696	3827	32451	339	2905	2169	
45	INSURANCE- OTHER	12562	119853	11420	69270			6471	
46	TAXES-OTHER	1719	12621	720	8902	523	5673	408	
47	REPAIRS- EQUIPMENT		116		443			330	
48	DEPRECIATION- EQUIPMENT	6070	54630	5692	51228			3415	
49	EQUIPMENT RENTAL	778	7122		44				
50	TOTAL FIXED (LINES 43 THRU 49)	48099	415246	40274	323926	3862	35578	31711	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	221012	2214265	176309	1618118	26493	240735	118726	
52	TOTAL EXPENSES (LINES 3 & 51)	334830	3065983	216613	2070672	29411	265506	118726	
53	DEPT PROFIT OR LOSS (LINES 2 MINUS 52)	16672	-64341	-192039	-266069	6727	46362	-3576	
54	PRORATION OF G & A	5760	51840	5400	48600			3060	
55	DEPT PROFIT OR LOSS AFTER PRORATION	10912	-116181	-197439	-314669	6727	46362	-6636	
56	ADDITIONS TO INCOME								
57	DEBTS RECOVERED	902	11532	93485		903	22168	66235	
58	OTHER INCOME	905	128003	14356		905	32924	141307	
59									
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 57 THRU 59)						84443	1321626	

L. DEPARTMENT		E. BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z. GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 35)	MONTH (PAGE 3, LINE 45)	YEAR-TO-DATE (PAGE 3, LINE 45)	MONTH (PAGE 3, LINE 55)	YEAR-TO-DATE (PAGE 3, LINE 55)	MONTH	YEAR-TO-DATE		
1957185	160557	1437556	546396	5059767				1
1123379	72916	666679	192546	1340479				2
								3
								4
								5
								6
								7
								8
					18000	162000		9
59187	8754	84618	8415	70257				10
88174	4849	42942	4555	39382				11
178655	4749	43805	37187	331327				12
20395	1810	9176	582	4121				13
66425	4354	39026	4252	35257				14
6625	912	5516	717	5754				15
8458	521	3202	571	3483				16
427919	25949	228285	56279	489581	18000	162000		17
								18
6292	797	3440	7623	69022				19
17230	998	5864	1824	12586				20
16349	1772	19755	811	5174				21
70113	1829	17758	7623	66907				22
1843	39	1193	32	976				23
17156	1691	17788	-153	696				24
37381	2728	26921	2192	22657				25
49306	2679	24001	2510	21174				26
11731	535	7016	444	5543				27
4407	167	2515	162	2207				28
21229	1804	13740	1476	11196				29
12348	813	7893	800	7018				30
14389	939	4936	673	3494				31
5613	489	3632	400	2972				32
4960	108	2230	2957	21534				33
								34
290347	17388	158682	29374	253156				35
74873	5225	48219	4407	50301				36
7589	546	4910	446	4018				37
35804	2646	16457	1009	5097				38
								39
4437	319	2871	261	2349				40
								41
								42
122703	8736	72457	6123	61765				43
18389	1403	11899	1148	9735				44
35372	4187	22888	3426	18726				45
4926	264	3187	216	2608				46
2043	864	2383		1979				47
30735	1897	17073	1897	17073				48
271		847		90				49
214439	17351	130734	12810	111976				50
932705	60688	517701	98463	854713	18000	162000		51
932705	60688	517701	98463	854713	18000	162000		52
190674	12228	148978	94083	485766				53
27540	1980	17820	1800	16200				54
163134	10248	131158	92283	469566				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		809	5447	TRUCKS		46	375	57
MECHANICAL TRUCKS		202	163			1380	13576	58
BODY SHOP CARS		82	80			589	4667	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						3108	26495	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

VARIABLE OPERATIONS	MONTH	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
REGULAR	130	1	19241	678	678	13	247719	17024	1310
LUMINA	401	3	52617	9260	3087	35	575462	49809	1423
CELE/MC	403								
BERETTA	404	2	29719	1643	822	12	181599	13783	1149
CORSICA	405					15	200544	4935	329
CAMARO	406	10	202091	21683	2168	47	947826	128644	2737
CAVALIER	407	33	366586	25721	779	298	3390013	238695	801
CORVETTE	408	6	214426	13022	2170	41	1418233	78828	1923
PRIZM/NO	409	10	125615	9009	901	106	1377223	77716	733
G SPECTR	410	4	49992	4354	1089	47	629992	42445	903
GEO METR	411	24	208583	22864	953	240	2117629	161167	672
	412								
	413								
	414								
PEUGEOT	415								
PARADE	416								
UBARU	417	26	359477	16381	630	132	1915133	121383	920
	418								
TOTAL NEW CARS (LINES 1 THRU 18)	419	119	1628347	124615	1047	986	13001373	934429	948
CONTACT DIVISION	420	1	13082	510	510	1009	13499463	601067	596
OTHER GM	421								
OTHER	422								
TOTAL NEW CARS (LINES 21 THRU 23)	423	1	13082	510	510	1009	13499463	601067	596
CONTACT DIVISION	424								
OTHER GM	425								
OTHER	426								
TOTAL NEW CARS (LINES 26 THRU 27)	427	120	1641429	125125	1043	1995	26500836	1535496	770
	428								
G-VAN	429	13	325037	19767	1521	121	2975329	165074	1364
M VANS	430	6	117867	8819	1470	48	919028	45908	956
LUMINA A	431	1	22366	3481	3481	23	427173	27523	1197
TRACKER	432	3	37798	4394	1465	58	780165	58595	1010
S10 P/U	433	31	375676	41330	1333	160	1926914	135778	849
S10 BLAZ	434	7	155806	10834	1548	86	1907573	106559	1239
SUB/VBLA	435	6	162785	6545	1091	45	1195916	65759	1461
LD 1500	436	17	311502	26778	1575	139	2404872	108694	782
25-35	437	2	52668	2089	1045	5	112702	6486	1297
ED DUTY	438								
	439								
ROCKY	440								
TOTAL NEW TRUCKS (LINES 30 THRU 41)	441	86	1561505	124037	1442	685	12649672	720376	1052
CONTACT DIVISION	442	16	324203	29542	1846	341	5663550	220036	645
OTHER GM	443								
OTHER	444								
TOTAL NEW TRUCKS (LINES 42 THRU 43)	445	16	324203	29542	1846	341	5663550	220036	645
CONTACT DIVISION	446								
OTHER GM	447								
OTHER	448								
TOTAL NEW TRUCKS (LINES 46 THRU 47)	449	102	1885708	153579	1506	1026	18313222	940412	917
	450								
GM PROT. PLANS	451					198	181830	72386	366
OTHER PLANS	452	65	49720	13457	207	363	280796	65838	181
TOTAL NEW TRUCKS (LINES 50 THRU 51)	453		49720	13457	207		462626	138224	486
	454								
	455								
	456		74124	59341	247		527366	376078	124
	457								
NEW OTH AUTO	458		11822				161375	11432	4
	459								
TOTAL NEW TRUCKS (LINES 52 THRU 53)	460	222	3662803	351502	1583	3021	45965425	3001642	994

VAR. OPER. CONTINUED	TODAY	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	325	74	581849	40658	549	818	6342855	1007418	1232	1
USED CARS RETAIL-RECOND.	327							-20178	25	2
USED CARS WHOLESALE	328	136	277740	-10695	-79	578	1605209	-72523	-125	3
ADJ-USED CAR INVENTORY	329									4
TOTAL USED CARS (LINES 1-329)		210	859589	29963	143	1396	7948064	914717	655	5
USED TRUCKS RETAIL	330	38	320870	12317	324	363	3619119	457979	1262	6
USED TRUCKS RETAIL-RECOND.	331							-7657	21	7
USED TRUCKS WHOLESALE	332	40	231863	-8838	-221	150	927070	-29790	-199	8
ADJ-USED TRUCK INVENTORY	333									9
TOTAL USED TRUCKS (LINES 330-333)		78	552733	3479	45	513	4546189	420532	820	10
GM PLANS-PROT.	334				PLUS	54	156283	12606	253	11
OTHER-PROT. PLANS	335	44	30075	9840	224	391	283393	101794	260	12
TOTAL PROT. PLANS (LINES 334-335)			30075	9840	34		339676	114400	60	13
USED P & A INCOME (PAGE 4, LINE 40)			2372	-12005	-42		170638	24627	13	14
USED OTHER AUTO	336		-5820	-6703	-23		1212069	330327	173	15
TOTAL USED VEH (LINES 10, 12, 14 & 15)		288	1438949	24574	85	1909	14216636	1804603	945	16
TOTAL NEW & USED (LINES 30 & 31)		510	5101752	376076	1694	4930	60182061	4806245	1591	17
TOT. VAR. (PAGE 4, LINE 17 & 18)			148245	36138	PLUS		1271890	311868	PLUS	18
TOTAL VARIABLE (LINES 17 & 18)			5249997	412214	857		61453951	5118113	694	19
										20
FIXED OPERATIONS	A C C T.	MONTH				YEAR-TO-DATE				
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	360	37253	24869	6676		349788	234895	6715		22
CUSTOMER LABOR-TRUCKS	361	16891	11485	6799		142249	96680	6797		23
WARRANTY CLAIM LABOR	362	27433	18975	6917		241785	172321	7127		24
INTERNAL LABOR	363	51424	35586	6920		435047	297485	6838		25
NEW VEHICLE INSPECTION LABOR	364	12905	10664	8263		209883	171489	8171		26
ADJ.-COST OF LABOR SALES	365		-2552				24106			27
SUB TOTAL (LINES 22-365)		145906	99027	6787		1378752	996976	7231		28
SUBLET REPAIRS	366	6310	828	1312		42095	7171	1704		29
P & A CUSTOMER CAR R.O.'S	367	56454	12013	2128		409544	88019	2149		30
P & A CUSTOMER TRUCK R.O.'S	368	13617	3282	2410		126794	31213	2462		31
TOTAL MECHANICAL (LINES 28-368)		222287	115150	5180		1957185	1123379	5740		32
CUSTOMER LABOR-CARS	370	31107	18587	5975		342222	206719	6040		33
CUSTOMER LABOR-TRUCKS	371	20996	12295	5856		161193	96471	5985		34
WARRANTY CLAIM LABOR	372	28998	22909	7900		224113	176175	7861		35
INTERNAL LABOR	373	13450	9084	6754		92714	58977	6361		36
ADJ.-COST OF LABOR SALES	375		-158				7264			37
SUB TOTAL (LINES 33-375)		94551	62717	6633		820242	545606	6652		38
SUBLET REPAIRS	376	3561	848	2381		33576	5844	1741		39
P & A CUSTOMER CAR R.O.'S	377	25332	2576	1017		282642	45758	1619		40
P & A CUSTOMER TRUCK R.O.'S	378	18252	1964	1076		146515	24526	1674		41
PAINT & BODY SHOP MATERIALS	379	18861	4811	2551		154581	44945	2908		42
TOTAL BODY SHOP (LINES 34-379)		160557	72916	4541		1437556	666679	4638		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		382844	188066	4912		3394741	1790058	5273		44
WARRANTY CLAIMS	380	61189	12632	2064		533745	108884	2040		45
INTERNAL	381	88921	22361	2515		763637	185490	2429		46
COUNTER-RETAIL	382	19030	8986	4722		181409	82589	4553		47
WHOLESALE	383	373003	58143	1559		3564263	485490	1362		48
										49
WHOLESALE PARTS COMPENSATION	385									50
STOCK ORDER ALLOWANCE	387		85317				371294			51
ADJUSTMENT P & A INVENTORY	388		4545				104262			52
TOTAL P & A (LINES 45-388)		542143	191984	3541		5043054	1338009	2653		53
TIRES	390									54
GAS OIL & GREASE	391	4149	5611	1352		16163	23471	1452		55
MISCELLANEOUS	392	104	1	96		550	1232	236		56
TOTAL OTHER (LINES 54-392)		4253	5621	1321		16713	24701	1478		57
TOTAL P & A DEPT. (LINES 53 & 57)		546396	192546	3524		5059767	1340479	2649		58
TOTAL FIXED (LINES 44 & 58)		929240	380612	4096		8454508	3130537	3703		59
TOTAL ALL DEPTS. (LINES 19 & 59)		6179237	792826	1283	57	69908459	8248650	1180		60

LEASE AND RENTAL OPERATIONS		A.C.N. C.T.	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	700	16401	315	156769	2657				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16401	315	156769	2657				
4	INTEREST	720	2195	42	18557	315				
5	DEPRECIATION	721	11339	218	98106	1663			2757	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	585	11	3954	67				
10	GASOLINE	726	707	14	4698	80				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		14826	285	125315	2124			2757	
13	VARIABLE L & R (GROSS PROFIT) (LINE 3 MINUS 12)		1575	30	31454	533			-2757	
14	INCOME AND SALES	710	101592	434	841480	1007			4880	1880
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		101592	434	841480	1007			4880	1880
17	INTEREST	730	12719	54	94824	452			133	133
18	DEPRECIATION	731	68351	292	549537	2617				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	1145	5	16955	81				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	1110	5	19104	91				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	738	3	8916	42				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		84063	359	689336	8283			133	133
26	VARIABLE L & R (GROSS PROFIT) (LINE 16 MINUS 25)		17529	75	152144	724			4742	1747
27	TOTAL VARIABLE L & R (GROSS PROFIT) (LINES 13 AND 26)		19104	67	183598	683			1990	1990
28	BEGINNING BALANCE	CT	55	233	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29	ENDING BALANCE	CT	52	234	59	210		1		1
30										
31	FINANCE AND INSURANCE ACTIVITY									
32			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	
33	FINANCE INCOME-NEW	806	145	68907	48706	336	1159	512178	290670	
34	INSURANCE COMMISSIONS EARNED-NEW	807	28	5217	5217	186	167	15188	15188	
35	REPOSSESSION LOSSES-NEW	853			(-5418)				(-70220)	
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			74124	59341			527366	376078	
37	FINANCE INCOME-USED	808	61	4959	4959	81	608	153018	153018	
38	INSURANCE COMMISSIONS EARNED-USED	809	23	2587	2587	112	344	17620	17620	
39	REPOSSESSION LOSSES-USED	854			(14377)				(14601)	
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			2372	-12005			170638	24627	
41	TOTAL F & I INCOME (LINES 36 AND 40)			76496	47336			698004	400705	
42										
43										
44	SUPPLEMENTAL INVENTORY ANALYSIS									
45	INVENTORIES	ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL	INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	
46	NEW: DEMOS	230		20			20	285839		
47	CARS			20			20			
48	TRUCKS									
49	NEW CARS	231		248			248	3494336	1454309	
50	NEW TRUCKS	237		265			265	4665726	1221356	
51	OTHER AUTO	238								
52	USED			TOTAL UNITS	OVERAGE	UNITS	AMOUNT			
53	CARS	240		236	OVER 30 DAYS	151	1150350	1545403		
54	TRUCKS	241		88	OVER 60 DAYS	15	150696	748056		
55				ACCT	GM	OTHER				
56	PARTS AND ACCESSORIES	242						1755633	144333	
57	OTHER INVENTORIES							27371		
58	TOTALS (LINES 46 THRU 57)							12522364	2819098	

D RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	N
20632	688	202720	5962					9372		56936		1
												2
20632	688	202720	5962					9372		56936		3
18219	441	17719	521									4
8489	283	77450	278									5
1812	60	23866	702									6
		489	14									7
905	30	8101	238									8
												9
		1284	38									10
												11
12425	414	128909	5791									12
8207	274	73811	2171					9372		56936		13
248	248	9105	3035									14
												15
248	248	9105	3035									16
		1902	634									17
438	438	8190	2730									18
90	90	2366	789									19
												20
265	265	1114	371									21
												22
												23
793	793	13572	4524									24
-545	-545	-4467	-134									25
7662	247	69344	1874					9372		56936		26
31		EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		27
30	1	34	3									28
												29
												30

DEALERSHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS								2
SUPERVISORS	7	8	2	2	1	1		21
VEHICLE SERVICE & PARTS SALESPERSONS	37	18	3					58
TECHNICIANS				21	12			33
CLERICAL	11	9	2	4	2			29
OTHERS	9	6	2	14	4	24		59
TOTAL (LINES 33 THRU 39)	64	41	9	41	19	26		200
TOTAL HIRED Y-T-O	77	47	4	18	9	13		168
TOTAL TERMINATED Y-T-O	58	39	4	14	7	8		130

DEALERSHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER-90 DAYS	
210 VEHICLES	307543	307543				44
210 OTHER						45
220 VEHICLES	1266454	1139933	59287	48436	18798	46
220 L & R	302802	164892	56425	20267	61218	47
220 SERVICE & PARTS	783240	593748	80368	67758	41366	48
220 OTHER	321126	283932			37194	49
TOTAL CUSTOMER REC.	2981165	2490048	196080	136461	158576	50
300 AP DEBIT BAL.		(LINES 45 THRU 50)				51
340 LESS ALLOW FOR DOUBTFUL ACCTS.	187621	(LINES 51 & 52 MINUS 53)				52
NET CUSTOMER REC.	2793544					53
		MEMO ITEMS	MONTH	YEAR TO DATE		54
SALES		CASH SALES SERVICE & PARTS	262046	2349388		55
		75 INTEREST FLR. PLAN-NEW	10039	257701		56
		75 INTEREST-OTHER	8312	79072		57
		75 INT. FLR. PLAN NEW PER UNIT	11	32		58

PER CONTRACT
251
91
252
51

INVENTORY AMOUNT
285839
2040027
3444370
1545403
748056
1611300
27371
9702366

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
1	DEALER NUMBER																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
3	1141326				DEALER NAME R. K. CHEVROLET																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
4	FROM 01 JAN 1993				ADDRESS 2661 VIRGINIA BEACH BLVD.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
5	THRU 31 AUG 1993				CITY & STATE VIRGINIA BEACH, VA																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
<table border="1"> <thead> <tr> <th colspan="4">ASSETS</th> <th>ACCT NO.</th> <th>AMOUNT</th> <th colspan="4">LIABILITIES</th> <th>ACCT NO.</th> <th>AMOUNT</th> </tr> </thead> <tbody> <tr> <td rowspan="10">CURRENT ASSETS</td> <td>C</td> <td>CASH ON HAND</td> <td></td> <td>200</td> <td>31658</td> <td rowspan="10">CURRENT LIABILITIES</td> <td>C</td> <td>CASH IN BANK CREDIT BALANCE</td> <td>202</td> <td></td> </tr> <tr> <td>A</td> <td>CASH IN BANK</td> <td></td> <td>202</td> <td>-1234470</td> <td>A</td> <td>ACCOUNTS PAYABLE-TRADE CREDITORS</td> <td>300</td> <td>1906302</td> </tr> <tr> <td>S</td> <td>CONTRACTS IN TRANSIT</td> <td></td> <td>205</td> <td>2597783</td> <td>A</td> <td>ACCOUNTS RECEIVABLE CREDIT BALANCE</td> <td>220</td> <td></td> </tr> <tr> <td>H</td> <td>TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)</td> <td></td> <td></td> <td>1394971</td> <td>A</td> <td>CUSTOMER DEPOSITS</td> <td>220</td> <td></td> </tr> <tr> <td></td> <td>TOTAL RECEIVABLES (PAGE 4, LINE 54)</td> <td></td> <td>210</td> <td>3305046</td> <td>A</td> <td>WARRANTY CLAIMS ADVANCE</td> <td>305</td> <td>48010</td> </tr> <tr> <td></td> <td>DEMONSTRATORS (PAGE 4, LINE 45)</td> <td></td> <td>230</td> <td>400701</td> <td>A</td> <td>NOTES PAYABLE-NEW VEH. & DEMOS</td> <td>310</td> <td>12301755</td> </tr> <tr> <td></td> <td>NEW CARS (PAGE 4, LINE 49)</td> <td></td> <td>231</td> <td>2173786</td> <td>A</td> <td>NOTES PAYABLE-LEASE & RENTAL UNITS</td> <td>312</td> <td>2753143</td> </tr> <tr> <td></td> <td>NEW TRUCKS (PAGE 4, LINE 50)</td> <td></td> <td>237</td> <td>4152720</td> <td>A</td> <td>NOTES PAYABLE-OTHER</td> <td>314</td> <td>726191</td> </tr> <tr> <td></td> <td>OTHER AUTOMOTIVE (PAGE 4, LINE 51)</td> <td></td> <td>238</td> <td></td> <td>A</td> <td>★ MEMO: DELAYED PAYMENTS-ACCT. 310</td> <td></td> <td></td> </tr> <tr> <td></td> <td>USED CARS (PAGE 4, LINE 53)</td> <td></td> <td>240</td> <td>1731055</td> <td></td> <td>INTEREST PAYABLE</td> <td>320</td> <td>72796</td> </tr> <tr> <td></td> <td>USED TRUCKS (PAGE 4, LINE 54)</td> <td></td> <td>241</td> <td>900857</td> <td></td> <td>SALARIES, WAGES & COMMISSIONS PAYABLE</td> <td>321</td> <td>270730</td> </tr> <tr> <td></td> <td>PARTS AND ACCESSORIES (PAGE 4, LINE 56)</td> <td></td> <td>242</td> <td>1600821</td> <td></td> <td>INSURANCE PAYABLE</td> <td>322</td> <td>35000</td> </tr> <tr> <td></td> <td>TIRES</td> <td></td> <td>243</td> <td></td> <td></td> <td>PAYROLL TAXES PAYABLE</td> <td>323</td> <td>5970</td> </tr> <tr> <td></td> <td>GAS, OIL AND GREASE</td> <td></td> <td>244</td> <td></td> <td></td> <td>SALES TAXES PAYABLE</td> <td>324</td> <td>174037</td> </tr> <tr> <td></td> <td>PAINT AND BODY SHOP MATERIALS</td> <td></td> <td>245</td> <td>15278</td> <td></td> <td>OTHER TAXES PAYABLE</td> <td>325</td> <td>91931</td> </tr> <tr> <td></td> <td>SUBLET REPAIRS</td> <td></td> <td>246</td> <td>-401</td> <td></td> <td>INCOME TAXES PAYABLE</td> <td>327</td> <td>-65000</td> </tr> <tr> <td></td> <td>WORK IN PROCESS-LABOR</td> <td></td> <td>247</td> <td>13612</td> <td></td> <td>EMPLOYEE'S BONUSES PAYABLE</td> <td>328</td> <td>8264</td> </tr> <tr> <td></td> <td>OTHER</td> <td></td> <td>252</td> <td></td> <td></td> <td>OWNER'S BONUSES PAYABLE</td> <td>329</td> <td></td> </tr> <tr> <td></td> <td>MISCELLANEOUS ASSETS RECEIVED IN TRADE</td> <td></td> <td>258</td> <td>5551</td> <td></td> <td>PENSION FUND PAYABLE</td> <td>330</td> <td>31907</td> </tr> <tr> <td></td> <td>TOTAL INVENTORIES (LINES 14 THRU 27)</td> <td></td> <td></td> <td>10993980</td> <td></td> <td>OTHER PAYABLES</td> <td>331</td> <td>77572</td> </tr> <tr> <td></td> <td>SECURITIES</td> <td></td> <td>260</td> <td>7500</td> <td></td> <td>TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)</td> <td></td> <td>18438608</td> </tr> <tr> <td></td> <td>FACTORY RECEIVABLES</td> <td></td> <td>261</td> <td>207998</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>DUE FROM FINANCE COMPANIES</td> <td></td> <td>262</td> <td>437533</td> <td></td> <td>LONG TERM DEBT</td> <td>334</td> <td></td> </tr> <tr> <td></td> <td>WARRANTY CLAIMS</td> <td></td> <td>263</td> <td>57344</td> <td></td> <td>TOTAL (LINES 29 THRU 33)</td> <td></td> <td>18438608</td> </tr> <tr> <td></td> <td>INSURANCE COMMISSIONS RECEIVABLE</td> <td></td> <td>264</td> <td>48121</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>PREPAID EXPENSES, TAXES</td> <td></td> <td>270</td> <td></td> <td></td> <td>MORTGAGES PAYABLE-REAL ESTATE</td> <td>335</td> <td></td> </tr> <tr> <td></td> <td>INSURANCE</td> <td></td> <td>271</td> <td>59457</td> <td></td> <td></td> <td></td> <td>575000</td> </tr> <tr> <td></td> <td>OTHER</td> <td></td> <td>274</td> <td>129772</td> <td></td> <td>TOTAL LIABILITIES (LINES 34 THRU 37)</td> <td></td> <td>19013608</td> </tr> <tr> <td></td> <td>TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)</td> <td></td> <td></td> <td>16641722</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>★ DRIVER TRAINING VEHICLES</td> <td></td> <td>275</td> <td></td> <td></td> <td>QUALIFIED L.T.D. \$</td> <td></td> <td></td> </tr> <tr> <td></td> <td>★ LEASE AND RENTAL UNITS</td> <td>313</td> <td>277</td> <td>2960232</td> <td></td> <td>DEALER \$</td> <td>3,983,344</td> <td></td> </tr> <tr> <td></td> <td>★ L & R ACCUMULATED DEPRECIATION \$</td> <td>1478885</td> <td></td> <td></td> <td></td> <td>(ASSET L42 - LIAB. L34 - OLTD L30 - TOT LIFO WD PG 4 L58)</td> <td></td> <td></td> </tr> <tr> <td></td> <td>TOTAL CURRENT AND WORKING ASSETS (LINES 40 THRU 43)</td> <td></td> <td></td> <td>19601954</td> <td></td> <td>STANDARD \$</td> <td></td> <td></td> </tr> <tr> <td colspan="5"> <table border="1"> <thead> <tr> <th>ACCOUNT</th> <th>COST</th> <th>ACCUMULATED DEPRECIATION</th> <th></th> </tr> </thead> <tbody> <tr> <td>LAND</td> <td></td> <td></td> <td></td> </tr> <tr> <td>BLDGS. & IMP.</td> <td></td> <td></td> <td></td> </tr> <tr> <td>M & S EQUIP.</td> <td>583309</td> <td>464844</td> <td>118465</td> </tr> <tr> <td>P & A EQUIP.</td> <td>60512</td> <td>42420</td> <td>18092</td> </tr> <tr> <td>FURN. & FIXTURES</td> <td>802563</td> <td>734655</td> <td>67908</td> </tr> <tr> <td>COMPANY VEHICLES</td> <td>110597</td> <td>36708</td> <td>73889</td> </tr> <tr> <td>LEASE-HOLDS</td> <td>1666631</td> <td>887488</td> <td>779143</td> </tr> <tr> <td>TOTALS (LINES 44 THRU 52)</td> <td>3223612</td> <td>2166115</td> <td>1057497</td> </tr> </tbody> </table> </td> <td colspan="4"> <table border="1"> <thead> <tr> <th>MO</th> <th>NEW UNITS</th> <th>PROFIT OR LOSS</th> <th></th> </tr> </thead> <tbody> <tr> <td>J</td> <td>264</td> <td>147264</td> <td></td> </tr> <tr> <td>F</td> <td>346</td> <td>183903</td> <td></td> </tr> <tr> <td>M</td> <td>394</td> <td>108101</td> <td></td> </tr> <tr> <td>A</td> <td>483</td> <td>312029</td> <td></td> </tr> <tr> <td>M</td> <td>362</td> <td>163878</td> <td></td> </tr> <tr> <td>J</td> <td>395</td> <td>239140</td> <td></td> </tr> <tr> <td>J</td> <td>290</td> <td>90635</td> <td></td> </tr> <tr> <td>A</td> <td>265</td> <td>200199</td> <td></td> </tr> <tr> <td>S</td> <td></td> <td></td> <td></td> </tr> <tr> <td>O</td> <td></td> <td></td> <td></td> </tr> <tr> <td>N</td> <td></td> <td></td> <td></td> </tr> <tr> <td>D</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>2799</td> <td></td> <td></td> </tr> </tbody> </table> </td> <td colspan="2"> <table border="1"> <thead> <tr> <th>NET WORTH</th> <th>ACCT NO.</th> <th></th> </tr> </thead> <tbody> <tr> <td>CAPITAL STOCK & ADDL. PAID IN CAPITAL</td> <td>360</td> <td>191000</td> </tr> <tr> <td>RETAINED EARNINGS</td> <td>370</td> <td>479774</td> </tr> <tr> <td>DIVIDENDS</td> <td>375</td> <td></td> </tr> <tr> <td>INVESTMENTS</td> <td>380</td> <td></td> </tr> <tr> <td>DRAWINGS</td> <td>390</td> <td></td> </tr> <tr> <td>YEAR-TO-DATE NET PROFIT OR LOSS</td> <td>399</td> <td>1445149</td> </tr> </tbody> </table> </td> </tr> <tr> <td colspan="5">★ MEMO COMPANY CARS 9 TRUCKS</td> <td colspan="4">TOTAL NET WORTH (LINES 44 THRU 58)</td> <td>2115923</td> </tr> <tr> <td colspan="5">LIFE INSURANCE-CASH VALUE</td> <td colspan="4">TOTAL LIABILITIES AND NET WORTH (LINES 38 & 58)</td> <td>21129531</td> </tr> <tr> <td colspan="5">NOTES & ACCOUNTS RECEIVABLE-OFFICERS</td> <td colspan="4"></td> <td></td> </tr> <tr> <td colspan="5">NOTES & ACCOUNTS RECEIVABLE-OTHER</td> <td colspan="4"></td> <td></td> </tr> <tr> <td colspan="5">OTHER INVESTMENTS & MISCELLANEOUS ASSETS</td> <td colspan="4"></td> <td></td> </tr> <tr> <td colspan="5">TOTAL OTHER ASSETS (LINES 55 THRU 58)</td> <td colspan="4"></td> <td></td> </tr> <tr> <td colspan="5">TOTAL ASSETS (LINES 42, 53 & 59)</td> <td colspan="4"></td> <td></td> </tr> </tbody> </table>												ASSETS				ACCT NO.	AMOUNT	LIABILITIES				ACCT NO.	AMOUNT	CURRENT ASSETS	C	CASH ON HAND		200	31658	CURRENT LIABILITIES	C	CASH IN BANK CREDIT BALANCE	202		A	CASH IN BANK		202	-1234470	A	ACCOUNTS PAYABLE-TRADE CREDITORS	300	1906302	S	CONTRACTS IN TRANSIT		205	2597783	A	ACCOUNTS RECEIVABLE CREDIT BALANCE	220		H	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)			1394971	A	CUSTOMER DEPOSITS	220			TOTAL RECEIVABLES (PAGE 4, LINE 54)		210	3305046	A	WARRANTY CLAIMS ADVANCE	305	48010		DEMONSTRATORS (PAGE 4, LINE 45)		230	400701	A	NOTES PAYABLE-NEW VEH. & DEMOS	310	12301755		NEW CARS (PAGE 4, LINE 49)		231	2173786	A	NOTES PAYABLE-LEASE & RENTAL UNITS	312	2753143		NEW TRUCKS (PAGE 4, LINE 50)		237	4152720	A	NOTES PAYABLE-OTHER	314	726191		OTHER AUTOMOTIVE (PAGE 4, LINE 51)		238		A	★ MEMO: DELAYED PAYMENTS-ACCT. 310				USED CARS (PAGE 4, LINE 53)		240	1731055		INTEREST PAYABLE	320	72796		USED TRUCKS (PAGE 4, LINE 54)		241	900857		SALARIES, WAGES & COMMISSIONS PAYABLE	321	270730		PARTS AND ACCESSORIES (PAGE 4, LINE 56)		242	1600821		INSURANCE PAYABLE	322	35000		TIRES		243			PAYROLL TAXES PAYABLE	323	5970		GAS, OIL AND GREASE		244			SALES TAXES PAYABLE	324	174037		PAINT AND BODY SHOP MATERIALS		245	15278		OTHER TAXES PAYABLE	325	91931		SUBLET REPAIRS		246	-401		INCOME TAXES PAYABLE	327	-65000		WORK IN PROCESS-LABOR		247	13612		EMPLOYEE'S BONUSES PAYABLE	328	8264		OTHER		252			OWNER'S BONUSES PAYABLE	329			MISCELLANEOUS ASSETS RECEIVED IN TRADE		258	5551		PENSION FUND PAYABLE	330	31907		TOTAL INVENTORIES (LINES 14 THRU 27)			10993980		OTHER PAYABLES	331	77572		SECURITIES		260	7500		TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		18438608		FACTORY RECEIVABLES		261	207998						DUE FROM FINANCE COMPANIES		262	437533		LONG TERM DEBT	334			WARRANTY CLAIMS		263	57344		TOTAL (LINES 29 THRU 33)		18438608		INSURANCE COMMISSIONS RECEIVABLE		264	48121						PREPAID EXPENSES, TAXES		270			MORTGAGES PAYABLE-REAL ESTATE	335			INSURANCE		271	59457				575000		OTHER		274	129772		TOTAL LIABILITIES (LINES 34 THRU 37)		19013608		TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)			16641722						★ DRIVER TRAINING VEHICLES		275			QUALIFIED L.T.D. \$				★ LEASE AND RENTAL UNITS	313	277	2960232		DEALER \$	3,983,344			★ L & R ACCUMULATED DEPRECIATION \$	1478885				(ASSET L42 - LIAB. L34 - OLTD L30 - TOT LIFO WD PG 4 L58)				TOTAL CURRENT AND WORKING ASSETS (LINES 40 THRU 43)			19601954		STANDARD \$			<table border="1"> <thead> <tr> <th>ACCOUNT</th> <th>COST</th> <th>ACCUMULATED DEPRECIATION</th> <th></th> </tr> </thead> <tbody> <tr> <td>LAND</td> <td></td> <td></td> <td></td> </tr> <tr> <td>BLDGS. & IMP.</td> <td></td> <td></td> <td></td> </tr> <tr> <td>M & S EQUIP.</td> <td>583309</td> <td>464844</td> <td>118465</td> </tr> <tr> <td>P & A EQUIP.</td> <td>60512</td> <td>42420</td> <td>18092</td> </tr> <tr> <td>FURN. & FIXTURES</td> <td>802563</td> <td>734655</td> <td>67908</td> </tr> <tr> <td>COMPANY VEHICLES</td> <td>110597</td> <td>36708</td> <td>73889</td> </tr> <tr> <td>LEASE-HOLDS</td> <td>1666631</td> <td>887488</td> <td>779143</td> </tr> <tr> <td>TOTALS (LINES 44 THRU 52)</td> <td>3223612</td> <td>2166115</td> <td>1057497</td> </tr> </tbody> </table>					ACCOUNT	COST	ACCUMULATED DEPRECIATION		LAND				BLDGS. & IMP.				M & S EQUIP.	583309	464844	118465	P & A EQUIP.	60512	42420	18092	FURN. & FIXTURES	802563	734655	67908	COMPANY VEHICLES	110597	36708	73889	LEASE-HOLDS	1666631	887488	779143	TOTALS (LINES 44 THRU 52)	3223612	2166115	1057497	<table border="1"> <thead> <tr> <th>MO</th> <th>NEW UNITS</th> <th>PROFIT OR LOSS</th> <th></th> </tr> </thead> <tbody> <tr> <td>J</td> <td>264</td> <td>147264</td> <td></td> </tr> <tr> <td>F</td> <td>346</td> <td>183903</td> <td></td> </tr> <tr> <td>M</td> <td>394</td> <td>108101</td> <td></td> </tr> <tr> <td>A</td> <td>483</td> <td>312029</td> <td></td> </tr> <tr> <td>M</td> <td>362</td> <td>163878</td> <td></td> </tr> <tr> <td>J</td> <td>395</td> <td>239140</td> <td></td> </tr> <tr> <td>J</td> <td>290</td> <td>90635</td> <td></td> </tr> <tr> <td>A</td> <td>265</td> <td>200199</td> <td></td> </tr> <tr> <td>S</td> <td></td> <td></td> <td></td> </tr> <tr> <td>O</td> <td></td> <td></td> <td></td> </tr> <tr> <td>N</td> <td></td> <td></td> <td></td> </tr> <tr> <td>D</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>2799</td> <td></td> <td></td> </tr> </tbody> </table>				MO	NEW UNITS	PROFIT OR LOSS		J	264	147264		F	346	183903		M	394	108101		A	483	312029		M	362	163878		J	395	239140		J	290	90635		A	265	200199		S				O				N				D					2799			<table border="1"> <thead> <tr> <th>NET WORTH</th> <th>ACCT NO.</th> <th></th> </tr> </thead> <tbody> <tr> <td>CAPITAL STOCK & ADDL. PAID IN CAPITAL</td> <td>360</td> <td>191000</td> </tr> <tr> <td>RETAINED EARNINGS</td> <td>370</td> <td>479774</td> </tr> <tr> <td>DIVIDENDS</td> <td>375</td> <td></td> </tr> <tr> <td>INVESTMENTS</td> <td>380</td> <td></td> </tr> <tr> <td>DRAWINGS</td> <td>390</td> <td></td> </tr> <tr> <td>YEAR-TO-DATE NET PROFIT OR LOSS</td> <td>399</td> <td>1445149</td> </tr> </tbody> </table>		NET WORTH	ACCT NO.		CAPITAL STOCK & ADDL. PAID IN CAPITAL	360	191000	RETAINED EARNINGS	370	479774	DIVIDENDS	375		INVESTMENTS	380		DRAWINGS	390		YEAR-TO-DATE NET PROFIT OR LOSS	399	1445149	★ MEMO COMPANY CARS 9 TRUCKS					TOTAL NET WORTH (LINES 44 THRU 58)				2115923	LIFE INSURANCE-CASH VALUE					TOTAL LIABILITIES AND NET WORTH (LINES 38 & 58)				21129531	NOTES & ACCOUNTS RECEIVABLE-OFFICERS										NOTES & ACCOUNTS RECEIVABLE-OTHER										OTHER INVESTMENTS & MISCELLANEOUS ASSETS										TOTAL OTHER ASSETS (LINES 55 THRU 58)										TOTAL ASSETS (LINES 42, 53 & 59)									
ASSETS				ACCT NO.	AMOUNT	LIABILITIES				ACCT NO.	AMOUNT																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
CURRENT ASSETS	C	CASH ON HAND		200	31658	CURRENT LIABILITIES	C	CASH IN BANK CREDIT BALANCE	202																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
	A	CASH IN BANK		202	-1234470		A	ACCOUNTS PAYABLE-TRADE CREDITORS	300	1906302																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
	S	CONTRACTS IN TRANSIT		205	2597783		A	ACCOUNTS RECEIVABLE CREDIT BALANCE	220																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
	H	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)			1394971		A	CUSTOMER DEPOSITS	220																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
		TOTAL RECEIVABLES (PAGE 4, LINE 54)		210	3305046		A	WARRANTY CLAIMS ADVANCE	305	48010																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
		DEMONSTRATORS (PAGE 4, LINE 45)		230	400701		A	NOTES PAYABLE-NEW VEH. & DEMOS	310	12301755																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
		NEW CARS (PAGE 4, LINE 49)		231	2173786		A	NOTES PAYABLE-LEASE & RENTAL UNITS	312	2753143																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
		NEW TRUCKS (PAGE 4, LINE 50)		237	4152720		A	NOTES PAYABLE-OTHER	314	726191																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
		OTHER AUTOMOTIVE (PAGE 4, LINE 51)		238			A	★ MEMO: DELAYED PAYMENTS-ACCT. 310																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
		USED CARS (PAGE 4, LINE 53)		240	1731055			INTEREST PAYABLE	320	72796																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
	USED TRUCKS (PAGE 4, LINE 54)		241	900857		SALARIES, WAGES & COMMISSIONS PAYABLE	321	270730																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	PARTS AND ACCESSORIES (PAGE 4, LINE 56)		242	1600821		INSURANCE PAYABLE	322	35000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	TIRES		243			PAYROLL TAXES PAYABLE	323	5970																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	GAS, OIL AND GREASE		244			SALES TAXES PAYABLE	324	174037																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	PAINT AND BODY SHOP MATERIALS		245	15278		OTHER TAXES PAYABLE	325	91931																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	SUBLET REPAIRS		246	-401		INCOME TAXES PAYABLE	327	-65000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	WORK IN PROCESS-LABOR		247	13612		EMPLOYEE'S BONUSES PAYABLE	328	8264																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	OTHER		252			OWNER'S BONUSES PAYABLE	329																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
	MISCELLANEOUS ASSETS RECEIVED IN TRADE		258	5551		PENSION FUND PAYABLE	330	31907																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	TOTAL INVENTORIES (LINES 14 THRU 27)			10993980		OTHER PAYABLES	331	77572																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	SECURITIES		260	7500		TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)		18438608																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	FACTORY RECEIVABLES		261	207998																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																
	DUE FROM FINANCE COMPANIES		262	437533		LONG TERM DEBT	334																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
	WARRANTY CLAIMS		263	57344		TOTAL (LINES 29 THRU 33)		18438608																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	INSURANCE COMMISSIONS RECEIVABLE		264	48121																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																
	PREPAID EXPENSES, TAXES		270			MORTGAGES PAYABLE-REAL ESTATE	335																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
	INSURANCE		271	59457				575000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	OTHER		274	129772		TOTAL LIABILITIES (LINES 34 THRU 37)		19013608																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)			16641722																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																
	★ DRIVER TRAINING VEHICLES		275			QUALIFIED L.T.D. \$																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
	★ LEASE AND RENTAL UNITS	313	277	2960232		DEALER \$	3,983,344																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
	★ L & R ACCUMULATED DEPRECIATION \$	1478885				(ASSET L42 - LIAB. L34 - OLTD L30 - TOT LIFO WD PG 4 L58)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
	TOTAL CURRENT AND WORKING ASSETS (LINES 40 THRU 43)			19601954		STANDARD \$																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
<table border="1"> <thead> <tr> <th>ACCOUNT</th> <th>COST</th> <th>ACCUMULATED DEPRECIATION</th> <th></th> </tr> </thead> <tbody> <tr> <td>LAND</td> <td></td> <td></td> <td></td> </tr> <tr> <td>BLDGS. & IMP.</td> <td></td> <td></td> <td></td> </tr> <tr> <td>M & S EQUIP.</td> <td>583309</td> <td>464844</td> <td>118465</td> </tr> <tr> <td>P & A EQUIP.</td> <td>60512</td> <td>42420</td> <td>18092</td> </tr> <tr> <td>FURN. & FIXTURES</td> <td>802563</td> <td>734655</td> <td>67908</td> </tr> <tr> <td>COMPANY VEHICLES</td> <td>110597</td> <td>36708</td> <td>73889</td> </tr> <tr> <td>LEASE-HOLDS</td> <td>1666631</td> <td>887488</td> <td>779143</td> </tr> <tr> <td>TOTALS (LINES 44 THRU 52)</td> <td>3223612</td> <td>2166115</td> <td>1057497</td> </tr> </tbody> </table>					ACCOUNT	COST	ACCUMULATED DEPRECIATION		LAND				BLDGS. & IMP.				M & S EQUIP.	583309	464844	118465	P & A EQUIP.	60512	42420	18092	FURN. & FIXTURES	802563	734655	67908	COMPANY VEHICLES	110597	36708	73889	LEASE-HOLDS	1666631	887488	779143	TOTALS (LINES 44 THRU 52)	3223612	2166115	1057497	<table border="1"> <thead> <tr> <th>MO</th> <th>NEW UNITS</th> <th>PROFIT OR LOSS</th> <th></th> </tr> </thead> <tbody> <tr> <td>J</td> <td>264</td> <td>147264</td> <td></td> </tr> <tr> <td>F</td> <td>346</td> <td>183903</td> <td></td> </tr> <tr> <td>M</td> <td>394</td> <td>108101</td> <td></td> </tr> <tr> <td>A</td> <td>483</td> <td>312029</td> <td></td> </tr> <tr> <td>M</td> <td>362</td> <td>163878</td> <td></td> </tr> <tr> <td>J</td> <td>395</td> <td>239140</td> <td></td> </tr> <tr> <td>J</td> <td>290</td> <td>90635</td> <td></td> </tr> <tr> <td>A</td> <td>265</td> <td>200199</td> <td></td> </tr> <tr> <td>S</td> <td></td> <td></td> <td></td> </tr> <tr> <td>O</td> <td></td> <td></td> <td></td> </tr> <tr> <td>N</td> <td></td> <td></td> <td></td> </tr> <tr> <td>D</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>2799</td> <td></td> <td></td> </tr> </tbody> </table>				MO	NEW UNITS	PROFIT OR LOSS		J	264	147264		F	346	183903		M	394	108101		A	483	312029		M	362	163878		J	395	239140		J	290	90635		A	265	200199		S				O				N				D					2799			<table border="1"> <thead> <tr> <th>NET WORTH</th> <th>ACCT NO.</th> <th></th> </tr> </thead> <tbody> <tr> <td>CAPITAL STOCK & ADDL. PAID IN CAPITAL</td> <td>360</td> <td>191000</td> </tr> <tr> <td>RETAINED EARNINGS</td> <td>370</td> <td>479774</td> </tr> <tr> <td>DIVIDENDS</td> <td>375</td> <td></td> </tr> <tr> <td>INVESTMENTS</td> <td>380</td> <td></td> </tr> <tr> <td>DRAWINGS</td> <td>390</td> <td></td> </tr> <tr> <td>YEAR-TO-DATE NET PROFIT OR LOSS</td> <td>399</td> <td>1445149</td> </tr> </tbody> </table>		NET WORTH	ACCT NO.		CAPITAL STOCK & ADDL. PAID IN CAPITAL	360	191000	RETAINED EARNINGS	370	479774	DIVIDENDS	375		INVESTMENTS	380		DRAWINGS	390		YEAR-TO-DATE NET PROFIT OR LOSS	399	1445149																																																																																																																																																																																																																																																																																																																																																																																																									
ACCOUNT	COST	ACCUMULATED DEPRECIATION																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
LAND																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
BLDGS. & IMP.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
M & S EQUIP.	583309	464844	118465																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
P & A EQUIP.	60512	42420	18092																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
FURN. & FIXTURES	802563	734655	67908																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
COMPANY VEHICLES	110597	36708	73889																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
LEASE-HOLDS	1666631	887488	779143																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
TOTALS (LINES 44 THRU 52)	3223612	2166115	1057497																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
MO	NEW UNITS	PROFIT OR LOSS																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
J	264	147264																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
F	346	183903																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
M	394	108101																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
A	483	312029																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
M	362	163878																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
J	395	239140																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
J	290	90635																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
A	265	200199																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
S																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
O																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
N																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
D																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
	2799																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
NET WORTH	ACCT NO.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
CAPITAL STOCK & ADDL. PAID IN CAPITAL	360	191000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
RETAINED EARNINGS	370	479774																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
DIVIDENDS	375																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
INVESTMENTS	380																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
DRAWINGS	390																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
YEAR-TO-DATE NET PROFIT OR LOSS	399	1445149																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
★ MEMO COMPANY CARS 9 TRUCKS					TOTAL NET WORTH (LINES 44 THRU 58)				2115923																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
LIFE INSURANCE-CASH VALUE					TOTAL LIABILITIES AND NET WORTH (LINES 38 & 58)				21129531																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
NOTES & ACCOUNTS RECEIVABLE-OFFICERS																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
NOTES & ACCOUNTS RECEIVABLE-OTHER																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
OTHER INVESTMENTS & MISCELLANEOUS ASSETS																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
TOTAL OTHER ASSETS (LINES 55 THRU 58)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
TOTAL ASSETS (LINES 42, 53 & 59)																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE				MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO
NET SALES (PAGE 3 LINE 64)				7342392		63729220		1
GROSS PROFIT (PAGE 2 LINE 62)				993375	1353	7455825	1170	2
VARIABLE	EXPENSES				PNUS		PNUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11		178043	672	1076769	385	4
	DELIVERY EXPENSE	13		2682	10	9133	3	5
	POLICY WORK-VEHICLES	15		12364	47	86102	31	6
								7
	TOTAL VARIABLE (LINES 4 THRU 7)			193089	729	1172004	419	8
	SALARIES-OWNERS	20		22000	30	176000	28	9
PERSONNEL	SALARIES-SUPERVISION	21		119734	163	995773	156	10
	SALARIES-CLERICAL	22		47514	65	338031	53	11
	OTHER SALARIES AND WAGES	23		86539	118	638715	100	12
	ABSENTEE COMPENSATION	24		1465	2	28988	5	13
	TAXES-PAYROLL	25		38565	53	328342	52	14
	EMPLOYEE BENEFITS	27		10005	14	71952	11	15
	PENSION FUNDS	29		5934	8	34067	5	16
FIXED	TOTAL PERSONNEL (LINES 9 THRU 16)			331756	452	2611868	410	17
	USED VEHICLE MAINTENANCE EXPENSE	33						18
	COMPANY VEHICLE EXPENSE	51		14717	20	110974	17	19
	OFFICE SUPPLIES AND EXPENSES	60		4778	7	66115	10	20
	OTHER SUPPLIES	61		12993	18	65546	10	21
	ADVERTISING	65		107002	146	733517	115	22
	CONTRIBUTIONS	66		220	0	10492	2	23
	POLICY WORK-PARTS AND SERVICE	67		2256	3	30976	5	24
	OUTSIDE SERVICES-DATA PROCESSING	68		22540	31	207608	33	25
	OUTSIDE SERVICES-OTHER	69		35666	49	225723	35	26
	TRAVEL AND ENTERTAINMENT	70		8187	11	78567	12	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71		3706	5	21889	3	28
	LEGAL AND AUDITING EXPENSE	72		22276	30	111613	18	29
	TELEPHONE AND TELEGRAPH	74		8610	12	69595	11	30
	TRAINING EXPENSE	75		1398	2	44227	7	31
	INTEREST-NOTES PAYABLE & OTHER	76		57118	78	318421	50	32
	MISCELLANEOUS EXPENSE	77		2814	4	35618	6	33
OVERHEAD	TOTAL SEMI-FIXED (LINES 18 THRU 34)			304281	414	2130881	334	35
	RENT	80		53661	73	428952	67	36
	AMORTIZATION-LEASEHOLDS	81		4960	7	39680	6	37
	REPAIRS-REAL ESTATE	82		18374	25	60737	10	38
	DEPRECIATION- BLDGS & IMPROVEMENTS	83						39
	TAXES-REAL ESTATE	84		2900	4	23200	4	40
	INSURANCE- BLDG & IMPROVEMENTS	85						41
	INTEREST-MORTGAGES	86						42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 35 THRU 42)			79895	109	552569	87	43
	HEAT, LIGHT, POWER, AND WATER	87		9126	12	97978	15	44
	INSURANCE-OTHER	88		42730	58	228040	36	45
	TAXES-OTHER	89		5450	7	34068	5	46
	REPAIRS-EQUIPMENT	90		2328	3	5770	1	47
	DEPRECIATION-EQUIPMENT	91		18971	26	151768	24	48
	EQUIPMENT RENTAL	92		1555	2	7596	1	49
	TOTAL FIXED (LINES 43 THRU 49)			160055	218	1077789	169	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			796092	1084	5820538	913	51
OTHER	TOTAL EXPENSES (LINES 8 & 51)			989181	1347	6992542	1097	52
	OPERATING PROFIT OR LOSS (LINE 52 MINUS 52)			4194	6	463283	73	53
	NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)			196008	267	1237184	194	54
	NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			200202	273	1700467	267	55
	BONUSES-EMPLOYEES	97				180312	28	56
	BONUSES-OWNERS	98				75000	12	57
	NET PROFIT OR LOSS BEFORE INCOME TAXES			200202	273	1445155	227	58
	INCOME TAXES	99		3		6		59
	NET PROFIT OR LOSS AFTER INCOME TAXES			200199	273	1445149	227	60

DEPARTMENTAL PROFITABIL

LINE		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICA	
		MONTH (PAGE 3, LINE 05)	YEAR-TO-DATE (PAGE 3, LINE 00)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 15)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 30)	
1	NET SALES	4307548	42302623	1868494	12777688	149179	1123644	224622	
2	GROSS PROFIT	320815	2650139	244640	1780029	39722	275730	124119	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER	124322	653996	50337	400969	3384	21804		
5	DELIVERY EXPENSE	2357	8662	325	471				
6	POLICY WORK- VEHICLES	11810	75242	554	10811		49		
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	138489	737900	51216	412251	3384	21853		
9	SALARIES-OWNERS					4000	32000		
10	SALARIES-SUPERVISION	51025	442136	34067	282906	10037	80212	6600	
11	SALARIES-CLERICAL	12597	89562	11452	81439	2112	16194	11265	
12	OTHER SALARIES AND WAGES	10238	87981	6741	48347	1980	15003	22407	
13	ASSISTANT COMPENSATION				1141		43	664	
14	TAXES-PAYROLL	14566	125219	8532	68158	1343	10599	6510	
15	EMPLOYEE BENEFITS	2910	26649	4780	33203	-528	-3205	1162	
16	PENSION FUND	2287	13739	1315	6057	216	1497	1120	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	93623	785286	66887	521251	19160	152343	49728	
18	USED VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	-238	15554	4941	25294	1009	262	513	
20	OFFICE SUPPLIES AND EXPENSES	1539	19813	1371	15072	343	2582	688	
21	OTHER SUPPLIES	2927	16110	2197	9763	131	1443	3870	
22	ADVERTISING	44882	277330	42823	312443	534	4979	8325	
23	CONTRIBUTIONS	73	3462	66	3148			37	
24	POLICY WORK- PARTS AND SERVICE							1305	
25	OUTSIDE SERVICES- DATA PROCESSING	7050	67339	6433	61262			3494	
26	OUTSIDE SERVICES- OTHER	11210	73210	8204	57527	1468	11055	5951	
27	TRAVEL AND ENTERTAINMENT	2945	32195	2674	22631		1177	1191	
28	MEMBERSHIP DUES AND PUBLICATIONS	1226	6682	1001	5999		668	567	
29	LEGAL AND AUDITING EXPENSE	7351	35723	6683	32403		3388	3787	
30	TELEPHONE AND TELEGRAPH	2637	21266	2397	19309	572	4629	1358	
31	TRAINING EXPENSE	433	16177	238	9591			497	
32	INTEREST-NOTES PAYABLE AND OTHER	48043	247660	7425	60190			758	
33	MISCELLANEOUS EXPENSE	314	8293	302	2272			367	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	130392	840816	86755	636904	4057	30183	32708	
36	RENT	16443	131237	14900	118160	3000	24000	8250	
37	AMORTIZATION- LEASEHOLDS	1637	13094	1488	11904			843	
38	REPAIRS- REAL ESTATE	-155	10460	-141	5949			13435	
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES- REAL ESTATE	957	7656	870	6960			493	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST- MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	18882	162447	17117	142973	3000	24000	23021	
44	HEAT, LIGHT, POWER AND WATER	2886	31486	2624	28624	380	2566	1487	
45	INSURANCE- OTHER	18512	107291	11678	57849			5762	
46	TAXES-OTHER	2212	10903	1215	8182	523	5150	689	
47	REPAIRS- EQUIPMENT		116		443			1001	
48	DEPRECIATION- EQUIPMENT	6070	48560	5692	45536			3415	
49	EQUIPMENT RENTAL	-1555	6344		44				
50	TOTAL FIXED (LINES 43 THRU 49)	50117	367147	38326	283651	3903	31716	35375	
51	TOTAL FIXED OVERHEAD (LINES 17 THRU 50)	274132	1993249	191968	1441806	27120	214242	117811	
52	TOTAL EXPENSES (LINES 3 THRU 51)	412621	2731149	243184	1854057	30504	236095	117811	
53	DEPT PROFIT OR LOSS (LINES 2 MINUS 52)	-91806	-81010	1456	-74028	9218	39635	6308	
54	PRORATION OF G & A	5760	46080	5400	43200			3060	
55	DEPT PROFIT OR LOSS AFTER PRORATION	-97566	-127090	-3944	-117228	9218	39635	3248	
56	ADDITIONS TO INCOME								
57	AD DEBTS RECOVERED	902	10729	81953		953	411	44067	
58	OTHER INCOME	905	201108	1307681		955	15418	108383	
59									
60	NET ADDITIONS AND DEDUCTIONS (LINES 56 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 56 THRU 59)						196008	1237184	

L-DEPARTMENT		E-BODY SHOP DEPARTMENT		F-PARTS AND ACCESSORIES DEPARTMENT		Z-GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 50)	YEAR-TO-DATE (PAGE 3, LINE 50)	MONTH	YEAR-TO-DATE		
1734895	180849	1276999	611700	4513371				1
1008230	85947	593763	178132	1147934				2
								3
								4
								5
								6
								7
								8
					18000	144000		9
52812	9467	75865	8538	61842				10
77916	5389	38093	4699	34827				11
154188	6143	39056	39030	294140				12
16899	597	7366	204	3539				13
58688	3891	34672	3723	31006				14
5665	827	4604	854	15036				15
7181	468	2681	528	2912				16
373349	26782	202337	57576	433302	18000	144000		17
								18
5819	92	2644	8400	61399				19
13020	402	4866	435	10762				20
15884	2686	17983	1182	4363				21
63553	2077	15929	8361	59283				22
1784	24	1154	20	944				23
14030	945	16098	6	848				24
34351	3084	24192	2479	20464				25
43945	3049	21322	5784	18664				26
10985	761	6480	616	5099				27
4148	567	2347	345	2045				28
18442	2450	11936	2005	9721				29
11092	879	7080	767	6219				30
11641	159	3996	71	2822				31
4857	491	3143	401	2571				32
4354	59	2122	1772	18577				33
								34
257905	17725	141292	32644	223781				35
66667	5370	42994	5698	45894				36
6746	546	4365	446	3571				37
26429	4194	13810	1041	4089				38
								39
3944	319	2552	261	2088				40
								41
								42
103786	10429	63721	7446	55642				43
16220	962	10495	787	8587				44
28900	3728	18700	3050	15300				45
4518	446	2923	365	2392				46
1713	635	1519	692	1979				47
27320	1897	15176	1897	15176				48
271		847		90				49
182728	18097	113381	14237	99166				50
813982	62604	457010	104457	756249	18000	144000		51
813982	62604	457010	104457	756249	18000	144000		52
194248	23343	136753	73675	391685				53
24480	1980	15840	1800	14400				54
169768	21363	120913	71875	377285				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL-CARS		929	4638	BODY SHOP-TRUCKS		51	329	57
MECHANICAL-TRUCKS		190	1428	INTERNAL		1375	12196	58
BODY SHOP-CARS		94	718	WARRANTY CLAIM		594	4078	59
TOTAL REPAIR ORDERS RECORDED (LINES 57 THRU 59)						3233	23387	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO	VARIABLE OPERATIONS	A C T	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	300	4	83653	5961	1490	12	228478	16346	1362
2	LUMINA	301	2	27914	2357	1179	32	522845	40549	1267
3	CELE/MC	302								
4	BERETTA	303	1	18117	1638	1638	10	151880	12140	1214
5	CORSICA	304	3	40909	1453	484	15	200544	4935	329
6	CANARO	305	5	96756	8831	1766	37	745736	106961	2891
7	CAVALIER	306	36	412952	27795	772	265	3023427	212973	804
8	CORVETTE	307	5	179929	13931	2786	35	1203807	65805	1880
9	PRIZM/NU	308	20	250177	10514	526	96	1251608	68707	716
10	SPECTR	309	9	120769	8094	899	43	580000	38090	886
11	GEO METR	310	40	373065	22404	560	216	1909045	138303	640
12		311								
13		312								
14		313								
15		314								
16	PEUGEOT	315								
17	CHARADE	316								
18	YBARU	317	27	418109	30356	1124	106	1555656	105003	991
19		318								
20	TOTAL NEW CARS-RETAIL (LINES 1 THRU 19)	419	132	2022350	133334	877	867	11373026	809812	934
21	CONTACT DIVISION	420	3	39296	3320	1773	1008	13486381	600537	596
22	OTHER GM	421								
23	OTHER	422								
24	TOTAL NEW CARS-FLEET (LINES 21 THRU 23)	423	3	39296	3320	1773	1008	13486381	600537	596
25	CONTACT DIVISION	424								
26	OTHER GM	425								
27	OTHER	426								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	427	135	2061646	138654	895	1875	24839407	1410369	752
29		428								
30	G-VAN	429	18	437121	12418	690	108	2650292	145308	1345
31	M VANS	430	4	79197	5194	1299	42	801161	37089	883
32	LUMINA A	431	4	75853	3870	968	22	404806	24042	1093
33	TRACKER	432	6	93813	4759	793	55	742368	54201	985
34	S10 P/U	433	17	203332	17766	1045	129	1551237	94448	732
35	S10 BLAZ	434	15	347467	21222	1415	79	1751767	95725	1212
36	SUB/VBLA	435	5	132382	8503	1701	39	1033132	59215	1518
37	LD 1500	436	27	450032	21528	797	122	2093370	81916	671
38	LD 25-35	437			-26		3	60034	4397	1466
39	ED DUTY	438								
40		439								
41	ROCKY	440								
42	TOTAL NEW TRUCKS-RET (LINES 40 THRU 41)	441	96	1819197	95234	992	599	11088167	596341	996
43	CONTACT DIVISION	442	14	251777	15614	1115	325	5339347	190494	586
44	OTHER GM	443								
45	OTHER	444								
46	TOTAL NEW TRUCKS-FLEET (LINES 42 THRU 45)	445	14	251777	15614	1115	325	5339347	190494	586
47	CONTACT DIVISION	446								
48	OTHER GM	447								
49	OTHER	448								
50	TOTAL NEW TRUCKS (LINES 46 THRU 49)	449	110	2070974	110848	1008	924	16427514	786835	852
51		450								
52	GM PROT. PLANS	451					198	181830	72386	366
53	OTHER PLANS	452	86	65764	1793	21	298	231076	52381	176
54	TOTAL PROT. PLANS (LINES 52 & 53)	453		65764	1793	PNUS		412906	124767	PNUS
55		454								
56	NEW F&I (PAGE 4, LINES 36)	455		89318	69520	742		453242	316736	113
57		456								
58	NEW OTH AUTO	457		19846		264		149554	11432	4
59		458								
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)	459	265	4307548	320815	1211	2799	42302623	2650139	947

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	346	132	946796	154030	167	744	5761006	966760	1299	1
USED CARS RETAIL-RECOND	347							-20178	27	2
USED CARS WHOLESALE	348	62	181929	-1550	-25	442	1327469	-61827	-140	3
ADJ-USED CAR INVENTORY	349									4
TOTAL (LINES 1 THRU 4)		194	1128725	152480	786	1186	7088475	884755	746	5
USED TRUCKS RETAIL	350	54	506319	58590	1085	325	3298249	445662	1371	6
USED TRUCKS RETAIL-RECOND.	351							-7657	24	7
USED TRUCKS WHOLESALE	352	20	142149	-500	-25	110	695207	-20953	-190	8
ADJ-USED TRUCK INVENTORY	353									9
TOTAL USED (LINES 6 THRU 9)		74	648468	58090	785	435	3993456	417052	959	10
GM PLANS-PROT.	354				PLUS	54	56283	12606	203	11
OTHER PROT PLANS	355	76	52441	14083	185	347	253818	91954	265	12
TOTAL PROT PLANS (LINES 11 & 12)			52441	14083	53		309601	104560	65	13
USED F & I (PAGE 4 LINE 40)			36263	21438	80		168266	36632	23	14
USED OTHER AUTO	356		2597	-1451	-5		1217890	337030	208	15
TOTAL (LINES 5, 10 13, 14 & 15)		268	1868494	244640	913	1621	12777688	1780029	1098	16
TOTAL NEW & USED (LINES 60 & 16)		533	6176042	585455	134	4420	55080311	4430168	583	17
TOT. VAR. (PAGE 4 LINE 41 & 42)			149179	39722	PNUS		1123644	275730	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			6325221	605177	284		56203955	4705898	681	19
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	44566	29837	6695		312535	2100266	6720		22
CUSTOMER LABOR- TRUCKS	461	14113	9237	6545		125357	851956	6796		23
WARRANTY CLAIM LABOR	462	25177	17366	6898		214352	153346	7154		24
INTERNAL LABOR	463	54863	38210	6965		383622	261899	6827		25
NEW VEHICLE INSPECTION LABOR	464	8194	6565	8012		196978	160825	8165		26
ADJ-COST OF LABOR SALES	665		7769				26658			27
SUB TOTAL (LINES 22 THRU 27)		146913	108984	7418		1232844	897949	7284		28
SUBLET REPAIRS	466	5293	915	1729		35784	6343	1773		29
P & A CUSTOMER CAR R.C.S	467	62356	11924	1912		353090	760062	2153		30
P & A CUSTOMER TRUCK R.C.S	468	10060	2296	2282		113177	279322	2468		31
TOTAL MECHANICAL (LINES 28 THRU 31)		224622	124119	5526		1734895	1008230	5811		32
CUSTOMER LABOR- CARS	470	40934	24375	5955		311114	188132	6047		33
CUSTOMER LABOR- TRUCKS	471	17270	10351	5994		140197	841766	6004		34
WARRANTY CLAIM LABOR	472	25013	19725	7886		195116	153266	7855		35
INTERNAL LABOR	473	14724	9635	6544		79264	498936	6295		36
ADJ-COST OF LABOR SALES	675		3358				7423			37
SUB TOTAL (LINES 32 THRU 37)		97941	67444	6886		725691	482890	6654		38
SUBLET REPAIRS	476	4283	911	2127		30015	4996	1665		39
P & A CUSTOMER CAR R.C.S	477	35982	6295	1749		257311	43181	1678		40
P & A CUSTOMER TRUCK R.C.S	478	22325	3363	1506		128263	22562	1759		41
PAINT & BODY SHOP MATERIALS	479	20318	7934	3905		135719	401342	2957		42
TOTAL BODY SHOP (LINES 38 THRU 42)		180849	85947	4752		1276999	593763	4650		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		405471	210066	5181		3011894	1601993	5319		44
WARRANTY CLAIMS	480	62351	11426	1833		472555	962532	2037		45
INTERNAL	481	99113	24988	2521		674716	163129	2418		46
COUNTER-RETAIL	482	19659	9862	5017		162379	73603	4533		47
WHOLESALE	483	426083	61743	1449		3191261	427347	1339		48
										49
WHOLESALE PARTS COMPENSATION	686									50
STOCK ORDER ALLOWANCE	687		65073				285977			51
ADJUSTMENT P & A INVENTORY	688		4545				99717			52
TOTAL P & A (LINES 45 THRU 52)		607206	177637	2925		4500911	1146026	2546		53
TIPS	490									54
GAS OIL & GREASE	491	4494	495	1101		12014	1786	1487		55
MISCELLANEOUS	492					446	1222735			56
TOTAL OTHER (LINES 53 THRU 54)		4494	495	1101		12460	1908	1331		57
TOTAL P & A DEPT. (LINES 53 & 57)		611700	178132	2912		4513371	1147934	2543		58
TOTAL FIXED (LINES 48 & 59)		1017171	588198	5816	265	7525265	2749927	3654		59
TOTAL ALL DEPTS. (LINES 19 & 59)		7342392	993375	1353		63729220	7455825	1170		60

LEASE AN

LINE	LEASE AND RENTAL OPERATIONS	A.C.N.O.T.	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	500	20903	380	140368	2339				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		20903	380	140368	2339				
4	INTEREST	726	1942	35	16362	273				
5	DEPRECIATION	721	10587	192	86768	1446			2757	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	59	1	3369	56				
10	GASOLINE	726	561	10	3991	67				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		13149	239	110490	1842			2757	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		7754	141	29878	498			-2757	
14	INCOME AND SALES	510	98290	422	739888	3557			4880	4880
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		98290	422	739888	3557			4880	4880
17	INTEREST	730	11978	51	82105	395			133	133
18	DEPRECIATION	731	65266	280	481186	2313				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	2993	13	15810	76				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	2309	10	17993	87				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737			8178	39				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		82546	354	605272	2910			133	133
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		15744	68	134616	647			4747	4747
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		23498	82	164494	614			1990	1990
28	BEGINNING BALANCE	C/T	53	223	EFFECTIVE UNITS				EFFECTIVE UNITS	
29	ENDING BALANCE	C/T	55	233	60	208				1

LINE	FINANCE AND INSURANCE ACTIVITY	A.C.N.O.T.	MONTH				YEAR - TO - DATE		
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
32	FINANCE INCOME-NEW	806	175	85918	60818	348	1014	443271	241963
34	INSURANCE COMMISSIONS EARNED-NEW	807	22	3400	3400	155	139	9971	9971
35	REPOSSESSION LOSSES-NEW	853			(-5302)				(-64802)
36	NEW F & I INCOME (LINES 32 AND 34 LESS LINE 35)			89318	69520			453242	316736
37	FINANCE INCOME-USED	808	71	30607	30607	431	547	148059	148059
38	INSURANCE COMMISSIONS EARNED-USED	809	75	5656	5656	75	321	20207	20207
39	REPOSSESSION LOSSES-USED	854			(-14825)				(131634)
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			36263	21438			168266	36632
41	TOTAL F & I INCOME (LINES 36 AND 40)			125581	90958			621508	353368

SUPPLEMENTAL INVENTORY ANALYSIS									
LINE	INVENTORIES	ACCT	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	
			GM	CONTACT DIVISION	GM-OTHER	OTHER			
46	NEW DEMOS	230	32			32	400701		
47	CARS		32			32			
48	TRUCKS								
49	NEW CARS	231	266			266	3628095	1454309	
50	NEW TRUCKS	237	295			295	5374076	1221356	
51	OTHER AUTO	238							
52	USED		TOTAL UNITS		OVERAGE: UNITS		AMOUNT		
53	CARS	240	308	OVER 30 DAYS	114	1000135	1731055		
54	TRUCKS	241	100	OVER 60 DAYS	12	113888	900857		
55			ACCT	GM	OTHER				
56	PARTS AND ACCESSORIES	242					1745154	144333	
57	OTHER INVENTORIES	243, 244, 245, 252					20828		
58							13800766	2819998	

D RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME				L I N E
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
21647	698	182088	5356					7853		47563		1
21647	698	182088	5356					7853		47563		2
1330	43	16500	485									3
8417	272	68961	2028									4
2330	75	22054	649									5
		488	14									6
1100	35	7196	212									7
												8
145	25	1284	38									9
												10
13322	430	116483	3426									11
8325	269	65605	1930					7853		47563		12
486	486	8857	2214									13
												14
486	486	8857	2214									15
		1902	476									16
356	356	7752	1938									17
84	84	2276	569									18
		849	212									19
												20
												21
												22
												23
440	440	12779	3195									24
46	46	-3922	-981									25
8371	262	61683	1623					7853		47563		26
32	1	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		27
31	1	34	4									28

DEalersHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	7	8	2	2	1	1		21
VEHICLE SERVICE & PARTS SALESPERSONS	37	18	3					58
TECHNICIANS				21	12			33
CLERICAL	11	9	2	4	2	1		29
OTHERS	9	6	2	14	4	24		59
TOTAL (LINES 33 THRU 38)	64	41	9	41	19	26	2	202
TOTAL HIRED Y-T-D	77	47	4	18	9	13		168
TOTAL TERMINATED Y-T-D	58	39	4	14	7	8		130

DEalersHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	322887	322887			
210 OTHER					
220 VEHICLES	1759810	1602712	79681	77417	
220 L & R	277007	22645	135828	56911	61623
220 SERVICE & PARTS	822716	682212	58712	35779	46013
220 OTHER	311502	266215	13302	1260	30725
TOTAL CUSTOMER REC.	3493922	2896671	287523	171367	138361
300 A/P DEBIT BAL.					
340 LESS ALLOW FOR DOUBTFUL ACCTS	188876				
NET CUSTOMER REC.	3305046				

(LINES 45 THRU 50)

(LINES 51 & 52 MINUS 53)

MEMO ITEMS

MEMO ITEMS	MONTH	YEAR TO DATE
CASH SALES SERVICE & PARTS	292077	2087342
76 INTEREST FLR PLAN-NEW	48043	247662
76 INTEREST-OTHER	9075	70760
76 INT FLR PLAN NEW PER UNIT	51	35

INVENTORY AMOUNT

400701
2173786
4152720
1731055
900857
1600821
20828
10980768

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP	
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1	DEALER NUMBER											
2	1141326											
3	FROM 01 JAN 1993											
4	THRU 31 JUL 1993											
5	DEALER NAME R. K. CHEVROLET											
6	ADDRESS 2661 VIRGINIA BEACH BLVD.											
7	CITY & STATE VIRGINIA BEACH, VA											
8												FINAL
9	ASSETS											
10	AMOUNT											
11	CASH ON HAND	27476										
12	CASH IN BANK	-957032										
13	CONTRACTS IN TRANSIT	2187972										
14	TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)	1258416										
15	TOTAL RECEIVABLES (PAGE 4, LINE 54)											
16	4893493											
17	DEMONSTRATORS (PAGE 4, LINE 46)	616007										
18	NEW CARS (PAGE 4, LINE 49)	2771046										
19	NEW TRUCKS (PAGE 4, LINE 50)	4607486										
20	OTHER AUTOMOTIVE (PAGE 4, LINE 51)	1868804										
21	USED CARS (PAGE 4, LINE 52)	865083										
22	USED TRUCKS (PAGE 4, LINE 53)	1471697										
23	PARTS AND ACCESSORIES (PAGE 4, LINE 56)	15778										
24	TIRES	-298										
25	GAS, OIL AND GREASE	13423										
26	PAINT AND BODY SHOP MATERIALS	15778										
27	SUBLET REPAIRS	-298										
28	WORK IN PROCESS-LABOR	13423										
29	OTHER	8259										
30	MISCELLANEOUS ASSETS RECEIVED IN TRADE	8259										
31	TOTAL INVENTORIES (LINES 14 THRU 27)	12237285										
32	SECURITIES	7500										
33	FACTORY RECEIVABLES	120707										
34	DUE FROM FINANCE COMPANIES	582565										
35	WARRANTY CLAIMS	64825										
36	INSURANCE COMMISSIONS RECEIVABLE	40615										
37	PREPAID EXPENSES, TAXES	66890										
38	INSURANCE	104557										
39	OTHER	104557										
40	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)	19376853										
41	★ DRIVER TRAINING VEHICLES	2900592										
42	★ LEASE AND RENTAL UNITS 310	2900592										
43	★ L&R ACCUMULATED DEPRECIATION \$ 1587591	1587591										
44	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)	22277445										
45	LIABILITIES											
46	AMOUNT											
47	CASH IN BANK CREDIT BALANCE	1607605										
48	ACCOUNTS PAYABLE-TRADE CREDITORS	48010										
49	ACCOUNTS RECEIVABLE CREDIT BALANCE	15515154										
50	CUSTOMER DEPOSITS	2761430										
51	WARRANTY CLAIMS ADVANCE	738095										
52	NOTES PAYABLE-NEW VEH. & DEMOS	91942										
53	NOTES PAYABLE-LEASE & RENTAL UNITS	247246										
54	NOTES PAYABLE-OTHER	30000										
55	★ MEMO: DELAYED PAYMENTS-ACCT 310	3328										
56	INTEREST PAYABLE	160171										
57	SALARIES, WAGES & COMMISSIONS PAYABLE	95644										
58	INSURANCE PAYABLE	-65000										
59	PAYROLL TAXES PAYABLE	2842										
60	SALES TAXES PAYABLE	20251										
61	OTHER TAXES PAYABLE	97662										
62	INCOME TAXES PAYABLE	21354380										
63	EMPLOYEE'S BONUSES PAYABLE	21354380										
64	OWNER'S BONUSES PAYABLE	575000										
65	PENSION FUND PAYABLE	21929380										
66	OTHER PAYABLES	21929380										
67	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)	21354380										
68	LONG TERM DEBT	21354380										
69	TOTAL (LINES 29 THRU 33)	21354380										
70	MORTGAGES PAYABLE-REAL ESTATE	575000										
71	TOTAL LIABILITIES (LINES 34 THRU 37)	21929380										
72	QUALIFIED L.T.D. \$	3,743,063										
73	DEALER \$ 3,743,063	3,743,063										
74	(ASSET L42 - L48, L34 - Q, L36 - TOT LIFO WD PG 4 L56)	3,743,063										
75	STANDARD \$	3,743,063										
76	PROFIT OR LOSS SUMMARY											
77	NEW UNITS											
78	264	147264										
79	346	183903										
80	394	108101										
81	483	312029										
82	362	163878										
83	395	239140										
84	290	90635										
85	NET WORTH											
86	CAPITAL STOCK & ADD'L PAID IN CAPITAL	191000										
87	RETAINED EARNINGS	479774										
88	DIVIDENDS											
89	INVESTMENTS											
90	DRAWINGS											
91	YEAR-TO-DATE NET PROFIT OR LOSS	1244950										
92	TOTAL NET WORTH (LINES 44 THRU 58)	1915724										
93	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)	23845104										
94	SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE											

FRANIS COPY

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.		
NET SALES (PAGE 3 LINE 60)		7384000		56386831		1		
GROSS PROFIT (PAGE 3 LINE 60)		9229581250		64624571146		2		
V A R I A B L E	EXPENSES		PNUS		PNUS	3		
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	148440	512	898727	355	4	
	DELIVERY EXPENSE	13	-1165	-4	6450	3	5	
	POLICY WORK-VEHICLES	15	20280	70	73737	29	6	
TOTAL VARIABLE (LINES 4 THRU 7)			167555	578	978914	386	8	
P E R S O N N E L	SALARIES-OWNERS	20	22000	30	154000	27	9	
	SALARIES-SUPERVISION	21	132420	179	876039	155	10	
	SALARIES-CLERICAL	22	46953	64	290518	52	11	
	OTHER SALARIES AND WAGES	23	81854	111	552176	98	12	
	ABSENTEE COMPENSATION	24	5666	8	27524	5	13	
	TAXES-PAYROLL	25	41044	56	289776	51	14	
	EMPLOYEE BENEFITS	27	7009	9	61946	11	15	
	PENSION FUNDS	29	6071	8	28134	5	16	
	TOTAL PERSONNEL (LINES 9 THRU 16)			343017	465	2280113	404	17
	USED VEHICLE MAINTENANCE EXPENSE		33					18
F I X E D	COMPANY VEHICLE EXPENSE	51	17921	24	96258	17	19	
	OFFICE SUPPLIES AND EXPENSES	60	12161	16	61337	11	20	
	OTHER SUPPLIES	61	16172	22	52554	9	21	
	ADVERTISING	65	115760	157	626516	111	22	
	CONTRIBUTIONS	66			10272	2	23	
	POLICY WORK-PARTS AND SERVICE	67	3559	5	28719	5	24	
	OUTSIDE SERVICES-DATA PROCESSING	68	20765	28	185067	33	25	
	OUTSIDE SERVICES-OTHER	69	28201	38	190058	34	26	
	TRAVEL AND ENTERTAINMENT	70	14388	19	70381	12	27	
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	3028	4	18183	3	28	
	LEGAL AND AUDITING EXPENSE	72	16510	22	89337	16	29	
	TELEPHONE AND TELEGRAPH	74	9251	13	60986	11	30	
	TRAINING EXPENSE	75	6014	8	42831	8	31	
	INTEREST-NOTES PAYABLE & OTHER	76	44355	60	261303	46	32	
	MISCELLANEOUS EXPENSE	77	3790	5	32804	6	33	
	TOTAL SEMI-FIXED (LINES 18 THRU 34)			311875	422	1826606	324	35
	F I X E D O V E R H E A D	RENT	80	56522	77	375288	67	36
AMORTIZATION-LEASEHOLDS		81	4960	7	34720	6	37	
REPAIRS-REAL ESTATE		82	13256	18	42365	8	38	
DEPRECIATION- BLDG. & IMPROVEMENTS		83					39	
TAXES-REAL ESTATE		84	2900	4	20300	4	40	
INSURANCE- BLDG. & IMPROVEMENTS		85					41	
INTEREST-MORTGAGES		86					42	
SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)			77638	105	472673	84	43	
HEAT LIGHT POWER AND WATER		87	10077	14	88853	16	44	
INSURANCE-OTHER		88	39584	54	185309	33	45	
D	TAXES-OTHER	89	3698	5	28620	5	46	
	REPAIRS-EQUIPMENT	90	464	1	3443	1	47	
	DEPRECIATION-EQUIPMENT	91	18971	26	132797	24	48	
	EQUIPMENT RENTAL	92	750	1	6041	1	49	
TOTAL FIXED (LINES 43 THRU 49)			151182	205	917736	163	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			806074	1092	5024455	891	51	
TOTAL EXPENSES (LINES 8 & 51)			9736291319		60033691063		52	
OPERATING PROFIT OR LOSS (LINES 2 & 52)			-50671	-69	459088	81	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)			191115	259	1041177	185	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			140444	190	1500265	266	55	
BONUSES-EMPLOYEES		97	49803	67	180312	32	56	
BONUSES-OWNERS		98			75000	13	57	
NET PROFIT OR LOSS BEFORE INCOME TAXES			90641	123	1244953	221	58	
INCOME TAXES		99	6		3		59	
NET PROFIT OR LOSS AFTER INCOME TAXES			90635	123	1244950	221	60	

(CONTINUED)

WILLIAMS & SUPPLES
82007-93

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC	
LINE NO.		MONTH (PAGE 3, LINE 05)	YEAR-TO-DATE (PAGE 3, LINE 05)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 15)	YEAR-TO-DATE (PAGE 3, LINE 15)	MONTH (PAGE 3, LINE 20)	YEAR-TO-DATE (PAGE 3, LINE 20)
1	NET SALES	4676001	37995075	1573553	10909195	140422	974467	217580	
2	GROSS PROFIT	335831	2329325	209914	1535391	32216	236011	128408	
3	EXPENSES								
4	VEHICLE SALESPEOPLE - COMPENSATION AND OTHER	96888	529675	47540	350632	4012	18420		
5	DELIVERY EXPENSE	-1165	6305		145				
6	POLICY WORK-VEHICLES	18769	63431	1511	10257			49	
7									
8	TOTAL VARIABLE (LINES 3 THRU 7)	114492	599411	49051	361034	4012	18469		
9	SALARIES-OWNERS					4000	28000		
10	SALARIES-SUPERVISION	57661	391111	41166	248839	10086	70175	6835	
11	SALARIES-CLERICAL	12526	76965	11387	69987	2112	14083	10813	
12	OTHER SALARIES AND WAGES	10458	77743	6185	41606	1917	13023	20833	
13	ABSENTEE COMPENSATION				1141		43	2415	
14	TAKES-PAYROLL	16710	110653	8587	59626	1356	9256	6570	
15	EMPLOYEE BENEFITS	1800	23739	3829	28423	-270	-2678	705	
16	PENSION FUND	2265	11452	1345	4742	192	1281	1190	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	101420	691663	72499	454364	19393	133183	49361	
18	VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	2600	15794	5923	20354	-249	-747	646	
20	OFFICE SUPPLIES AND EXPENSES	3525	18273	3256	13702	192	2240	1707	
21	OTHER SUPPLIES	2420	13184	814	7566	970	1312	6592	
22	ADVERTISING	48949	232448	44658	269620	534	4445	9368	
23	CONTRIBUTIONS		3390		3082				
24	POLICY WORK-PARTS AND SERVICE							1911	
25	OUTSIDE SERVICES-DATA PROCESSING	6385	60289	5805	54828			3289	
26	OUTSIDE SERVICES-OTHER	9568	62000	7497	49323	1256	9587	4784	
27	TRAVEL AND ENTERTAINMENT	5904	29250	5028	19957	7	1177	2071	
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	991	5456	901	4999		668	510	
29	LEGAL AND AUDITING EXPENSE	5456	28372	4887	25720	40	3388	2849	
30	TELEPHONE AND TELEGRAPH	2767	18629	2515	16912	835	4058	1425	
31	TRAINING EXPENSE	3011	15744	1181	9354			969	
32	INTEREST-NOTES PAYABLE AND OTHER	36501	199617	6233	52765			745	
33	MISCELLANEOUS EXPENSE	1169	7979	435	1970			504	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	129246	710425	89133	550152	3585	26128	37370	
36	RENT	17830	114794	15326	103259	3000	21000	8851	
37	AMORTIZATION-LEASEHOLDS	1637	11458	1488	10416			843	
38	REPAIRS-REAL ESTATE	3143	10616	3113	6091			2942	
39	DEPRECIATION-BLDGS. IMPROVEMENTS								
40	TAXES-REAL ESTATE	957	6699	870	6090			493	
41	INSURANCE-BLDGS. & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	23567	143567	20797	125856	3000	21000	13129	
44	HEAT, LIGHT, POWER AND WATER	3236	28600	2942	26000	270	2187	1667	
45	INSURANCE-OTHER	17876	88778	10301	46171			5241	
46	TAXES-OTHER	1552	8691	735	6967	523	4628	408	
47	REPAIRS-EQUIPMENT	116	116	116	443			116	
48	DEPRECIATION-EQUIPMENT	6070	42490	5692	39844			3415	
49	EQUIPMENT RENTAL	750	4789		44				
50	TOTAL FIXED (LINES 43 THRU 49)	53167	317031	40583	245325	3793	27815	23976	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	283833	1719119	202215	1249841	26771	187126	110707	
52	TOTAL EXPENSES (LINES 3 & 51)	398325	2318530	251266	1610875	30783	205595	110707	
53	DEPT. PROFIT OR LOSS (LINES 2 MINUS 52)	-62494	10795	-41352	-75484	1433	30416	17701	
54	PRORATION OF G & A	5760	40320	5400	37800			3060	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-68254	-29525	-46752	-113284	1433	30416	14641	
56	ADDITIONS TO INCOME		MONTH	YEAR-TO-DATE	DEDUCTIONS FROM INCOME		MONTH	YEAR-TO-DATE	
57	DEPTS. RECOVERED	902	38462	71225	ADJUSTMENT FOR DEBTS & ACCOUNTS	953	12865	43656	
58	OTHER INCOME	905	193249	110657	OTHER DEDUCTIONS	955	27731	92965	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 & 58)		270		DEDUCTIONS (LINES 56 & 59)		191115 1041177		

U. DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 53)	YEAR-TO-DATE (PAGE 3, LINE 53)	MONTH	YEAR-TO-DATE		
1510273	155235	1096150	621209	3901671				1
884110	75635	507819	140954	969801				2
								3
								4
								5
								6
								7
								8
					18000	126000		9
46212	8391	66397	8281	53305				10
66651	5481	32704	4634	30128				11
131781	5668	32913	36793	255110				12
16235	2563	6770	688	3335				13
52178	3887	30781	3934	27282				14
4503	373	3777	572	4182				15
6061	532	2214	547	2384				16
323621	26895	175556	55449	375726	18000	126000		17
								18
5306	240	2552	8761	52999				19
12332	1059	4464	2422	10326				20
12014	4652	15297	724	3181				21
55228	2779	13852	9472	50923				22
1746		1130		924				23
12725	1602	15152	46	842				24
30857	3236	21108	2050	17985				25
37994	2801	18273	2295	12881				26
9794	836	5720	542	4483				27
3581	330	1780	296	1699				28
14655	1812	9486	1466	7716				29
9734	922	6201	787	5452				30
11144	459	3838	394	2751				31
4099	482	2652	394	2170				32
3987	173	2063	1509	16805				33
								34
225196	21383	123568	31158	191137				35
58416	5610	37623	5905	40196				36
5902	546	3819	446	3125				37
12994	2866	9617	1192	3047				38
								39
3451	319	2233	261	1827				40
								41
								42
80763	9341	53292	7804	48195				43
14733	1079	9533	883	7800				44
23138	3391	14972	2775	12250				45
3829	264	2478	216	2027				46
712	116	884		1288				47
23905	1897	13279	1897	13279				48
271		847		90				49
147351	16088	95285	13575	84929				50
696168	64366	394409	100182	651792	18000	126000		51
696168	64366	394409	100182	651792	18000	126000		52
187942	11269	113410	40772	318009				53
21420	1980	13860	1800	12600				54
166522	9289	99550	38972	305409				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	
MECHANICAL CARS		835	3709	BODY SHOP TRUCKS		47	278	
MECHANICAL TRUCKS		225	11271	CLAIM		1439	10821	
BODY SHOP CARS		82	271			526	3484	
TOTAL REPAIR ORDERS RECORDED LINES 51 THRU						3154	20154	

CHARTER

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	MONTH				YEAR-TO-DATE			
		UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR			-47		8	144825	103851	1298
2	LUMINA	7	126612	11525	1646	30	494931	381931	1273
3	CELE/MC								
4	BERETTA	1	14108	1143	1143	9	133763	105011	1167
5	CORSICA	2	28617	1881	941	12	159635	3482	290
6	CAMARO	4	77822	8199	2050	32	648980	98130	3087
7	CAVALIER	21	233738	5766	275	229	2610475	185178	809
8	CORVETTE	7	237609	13278	1897	30	1023877	518741	1729
9	PRIZM/NO	8	108906	8335	1042	76	1001431	58193	736
10	G SPECTR	3	43242	2799	933	34	459231	29997	882
11	GEO METR	31	286014	19865	641	176	1535981	115899	659
12									
13									
14									
15									
16	PEUGEOT								
17	CHARADE								
18	YBARU	19	273263	13997	737	79	1137547	74646	945
19									
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	103	1429931	86741	842	715	9350676	676478	946
21	CONTACT DIVISION	60	803908	48977	816	1005	13447086	595237	592
22	OTHER GM								
23	OTHER								
24	TOTAL NEW CARS-FLY (LINES 21-23)	60	803908	48977	816	1005	13447086	595237	592
25	CONTACT DIVISION								
26	OTHER GM								
27	OTHER								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	163	2233839	135718	833	1720	22797762	1271715	739
29									
30	G-VAN	12	310004	18492	1541	90	2213171	132890	1477
31	M VANS	10	189514	14512	1451	38	721964	31895	839
32	LUMINA A	4	75815	7389	1847	18	328953	20172	1121
33	TRACKER	7	90591	7475	1068	49	648554	49442	1009
34	S10 P/U	19	251810	19574	1030	112	1347906	76682	685
35	S10 BLAZ	15	332360	17409	1161	64	1404299	74503	1164
36	SUB/VBLA	7	186843	7678	1097	34	900749	50712	1492
37	LD 1500	12	197633	12691	1058	95	1643338	60388	636
38	LD 25-35	1	22218	2433	2433	3	60034	4423	1474
39	ED DUTY								
40									
41	ROCKY								
42	TOTAL NEW TRUCKS-RET (LINES 40-41)	87	1656788	107653	1237	503	9268968	501107	996
43	CONTACT DIVISION	40	651505	34001	850	311	5087570	174880	562
44	OTHER GM								
45	OTHER								
46	TOTAL NEW TRUCKS-FLY (LINES 43-45)	40	651505	34001	850	311	5087570	174880	562
47	CONTACT DIVISION								
48	OTHER GM								
49	OTHER								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)	127	2308293	141654	1115	814	14356538	675987	830
51									
52	GM PROT. PLANS					198	181830	72386	366
53	OTHER PLANS	70	55219	24854	355	212	165312	50588	239
54	TOTAL PROT. PLANS (LINES 52 & 53)		55219	24854	355		347142	122974	367
55									
56	NEW F & I COME (PAGE 4, LINE 36)		57636	3360	117		363925	247217	98
57									
58	NEW OTH AUTO		21014		272		129708	11432	5
59									
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)	290	4676001	335831	1158	2534	37995075	2329325	919

VAR. OPER. CONTINUED	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS	
USED CARS RETAIL	210	86	670401	105485	1227	612	4814210	812730	1328	1
USED CARS RETAIL-RECOND	211							-20178		2
USED CARS WHOLESALE	212	99	341262	-2475	-25	380	1145540	-60277	-159	3
ADJ-USED CAR INVENTORY	213									4
TOTAL USED CARS (LINES 210-213)		185	1011663	103010	557	992	5959750	732275	738	5
USED TRUCKS RETAIL	214	32	344332	38863	1214	271	2791930	387073	1428	6
USED TRUCKS RETAIL-RECOND	215							-7656		7
USED TRUCKS WHOLESALE	216	1	300	-25	-25	90	553058	-20452	-227	8
ADJ-USED TRUCK INVENTORY	217									9
TOTAL USED TRUCKS (LINES 214-217)		33	344632	38838	1177	361	3344988	358965	994	10
GM PLANS-PROT.	218				PUS	54	56283	12606	293	11
OTHER PROT. PLANS	219	70	41528	13183	188	271	200878	77870	287	12
TOTAL PROT. PLANS (LINES 218-219)			41528	13183	60		257161	90476	67	13
USED F & I INCOME (PAGE 4, LINE 40)	220		16082	-4088	-19		132003	15194	11	14
USED OTHER AUTO	221		159648	58971	271		1215293	338481	280	15
TOTAL USED VEH (LINES 210-221)		218	1573553	209914	963	1353	10909195	1535391	1135	16
TOTAL NEW & USED (LINES 210-221)		508	6249554	545745	1882	3887	48904270	3864716	1525	17
TOT. VAR. (PAGE 4, LINE 1 & 11)			140422	32216	PNUS		974467	236011	PNUS	18
TOTAL VARIABLE (LINES 210-221)			6389976	577961	1993		49878737	4100727	1618	19
		MONTH				YEAR-TO-DATE				20
FIXED OPERATIONS		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		21
CUSTOMER LABOR-CARS	460	45494	30537	6712		267968	180188	6724		22
CUSTOMER LABOR-TRUCKS	461	18974	12856	6776		111244	75958	6828		23
WARRANTY CLAIM LABOR	462	22414	15887	7088		189176	135980	7188		24
INTERNAL LABOR	463	43889	30375	6921		328759	223689	6804		25
NEW VEHICLE INSPECTION LABOR	464	20284	16551	8160		188784	154259	8171		26
ADJ-COST OF LABOR SALES	665		7343				18889			27
SUB TOTAL (LINES 22-27)		151055	113549	7517		1085931	788963	7265		28
SUBLET REPAIRS	466	3330	717	2153		30491	5428	1780		29
P & A CUSTOMER CAR R O S	467	50519	11005	2178		290734	64083	2204		30
P & A CUSTOMER TRUCK R O S	468	12676	3137	2475		103117	25636	2486		31
TOTAL MECHANICAL (LINES 28-31)		217580	128408	5902		1510273	884110	5854		32
CUSTOMER LABOR-CARS	470	32901	19942	6061		270180	163757	6061		33
CUSTOMER LABOR-TRUCKS	471	20390	12124	5946		122927	73825	6006		34
WARRANTY CLAIM LABOR	472	26478	20979	7923		170102	133541	7851		35
INTERNAL LABOR	473	10962	7244	6608		64540	40259	6238		36
ADJ-COST OF LABOR SALES	675		2414				4065			37
SUB TOTAL (LINES 32-37)		90731	62703	6911		627749	415447	6618		38
SUBLET REPAIRS	476	2963	346	1168		25732	4085	1588		39
P & A CUSTOMER CAR R O S	477	25616	4440	1733		221329	36887	1667		40
P & A CUSTOMER TRUCK R O S	478	18002	3268	1815		105938	19200	1812		41
PAINT & BODY SHOP MATERIALS	479	17923	4878	2722		115402	32200	2790		42
TOTAL BODY SHOP (LINES 38-42)		155235	75635	4872		1096150	507819	4633		43
TOTAL SERVICE DEPT. (LINES 32-43)		372815	204043	5473		2606423	1391929	5340		44
WARRANTY CLAIMS	480	49178	10247	2084		410204	84827	2068		45
INTERNAL	481	78223	19921	2547		575603	138141	2400		46
COUNTER-RETAIL	482	21241	10127	4768		142720	63740	4466		47
WHOLESALE	483	468151	58211	1243		2765177	365604	1322		48
WHOLESALE PARTS COMPENSATION	686									49
STOCK ORDER ALLOWANCE	687		37263				220904			50
ADJUSTMENT P & A INVENTORY	688		4545				95172			51
TOTAL P & A (LINES 45-52)		616793	140314	2275		3893704	968388	2487		52
TIRES	490									53
GAS OIL & GREASE	491	4181	527	1260		7521	1291	1717		54
MISCELLANEOUS	492	235	113	4809		446	122	2735		55
TOTAL OTHER (LINES 53-56)		4416	640	1449		7967	1413	1774		56
TOTAL P & A DEPT. (LINES 53-57)		621209	140954	2269		3901671	969801	2486		57
TOTAL FIXED (LINES 44-57)		994024	344997	3471	273	6508094	2361730	3629		58
TOTAL ALL DEPTS. (LINES 19-59)		7384000	922958	1250		56386831	6462457	1146		59

LEASE AN

LINE NO	LEASE AND RENTAL OPERATIONS	ACCT	OPERATING LEASE INCOME - NON-MAINTENANCE				OPERATING LEASE INCOME - MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	705	17480	330	119465	1958				
2	COST OF SALES	706								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		17480	330	119465	1958				
4	INTEREST	720	2057	39	14419	236				
5	DEPRECIATION	721	10646	201	76181	1249	374		2757	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	37	1	3310	54				
10	GASOLINE	726	1038	20	3430	56				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		13778	260	97340	1596	374		2757	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		3702	70	22125	363	-374		-2757	
14	INCOME AND SALES	710	98764	443	641598	3145			4880	4880
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		98764	443	641598	3145			4880	4880
17	INTEREST	730	12484	56	70127	344	16	16	133	133
18	DEPRECIATION	731	64487	289	415920	2039				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	254	1	12817	63				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	608	3	15685	77				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	1376	6	8177	40				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		79209	355	522726	2562	16	16	133	133
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		19555	88	118872	583	-16	-16	4747	4747
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		23257	84	140997	532	-390	-390	1990	1990
28	BEGINNING BALANCE	C7	50	213	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29	ENDING BALANCE	C7	53	223	61			1	204	

LINE NO	FINANCE AND INSURANCE ACTIVITY	ACCT	MONTH				YEAR - TO - DATE		
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33	FINANCE INCOME-NEW	806	133	54196	22107	166	839	357353	181145
34	INSURANCE COMMISSIONS EARNED-NEW	807	24	3440	3440	143	117	6572	6572
35	REPOSESSION LOSSES-NEW	853			(-8058)				(-59500)
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			57636	33605			363925	247217
37	FINANCE INCOME-USED	808	70	11933	11933	170	476	117452	117452
38	INSURANCE COMMISSIONS EARNED-USED	809	63	4149	4149	66	246	14551	14551
39	REPOSESSION LOSSES-USED	854			(-20170)				(116809)
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			16082	-4088			132003	15194
41	TOTAL F & I INCOME (LINES 36 AND 40)			73718	29517			495928	262411

SUPPLEMENTAL INVENTORY ANALYSIS									
LINE NO	INVENTORIES	ACCT	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	
			GM	CONTACT DIVISION	GM-OTHER	OTHER			
46	NEW: DEMOS	230	45				45	616007	
47	CARS		45				45		
48	TRUCKS								
49	NEW CARS	231	326				326	4225355	1454309
50	NEW TRUCKS	237	327				327	5828842	1221356
51	OTHER AUTO	238							
52	USED		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT			
53	CARS	240	276	OVER 30 DAYS	72	495256	1868804		
54	TRUCKS	241	90	OVER 60 DAYS	18	185262	865083		
55			ACCT	GM	OTHER				
56	PARTS AND ACCESSORIES	242					1616030	144333	
57	OTHER INVENTORIES						24037		
58							15044158	2819998	

274

THRU 57

D RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO.
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
21373	668	160441	4719					2086		39711		1
21373	668	160441	4719					2086		39711		2
1851	58	15170	446									3
8417	263	60544	1781									4
2566	80	19724	580									5
		488	14									6
1049	33	6096	179									7
												8
324	30	1139	34									9
												10
14207	444	103161	3034									11
7166	224	57280	1685					2086		39711		12
719	719	8372	2093									13
												14
719	719	8372	2093									15
69	69	1902	476									16
356	356	7396	1849									17
197	197	2192	548									18
		849	212									19
												20
												21
												22
622	622	12339	3085									23
97	97	-3967	-992									24
7263	220	53313	1403					2086		39711		25
32	1	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		26
32	1	34	4									27

DEALERSHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	6	8	2	2	1	1		20
VEHICLE SERVICE & PARTS SALESPERSONS	35	17	3					55
TECHNICIANS				20	9			29
CLERICAL	11	10	2	4	2	1		30
OTHERS	10	5	2	13	4	24		58
TOTAL (LINES 33 THRU 39)	62	40	9	39	16	26	2	194
TOTAL HIRED Y-T-D	66	40	3	14	6	12		141
TOTAL TERMINATED Y-T-D	49	33	3	12	7	7		111

DEALERSHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	245286	245286			
210 OTHER					
220 VEHICLES	3487116	3201887	178012	107217	
220 L & R	282213	144969	40025	20114	77105
220 SERVICE & PARTS	791863	480576	124734	144253	42198
220 OTHER	299153	241464	15014	3759	38916
TOTAL CUSTOMER REC.	5105631	4314182	357785	275343	158219
300 AP DEBIT BAL.					
340 LESS ALLOW FOR DOUBTFUL ACCTS	212138				
NET CUSTOMER REC.	4893493				

(LINES 45 THRU 50)

(LINES 51 & 52 MINUS 53)

INVENTORY AMOUNT
616007
2771046
4607486
1868804
865083
1471697
24037
12224160

SALES

275

MEMO ITEMS	MONTH	YEAR TO DATE
CASH SALES SERVICE & PARTS	269809	1795265
76 INTEREST FLR PLAN-NEW	36501	199619
75 INTEREST-OTHER	7854	61685
76 INT FLR PLAN NEW PER UNIT	35	32

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP						
CAR		TRUCK		TOTAL		CAR		TRUCK		TOTAL		CAR		TRUCK		TOTAL	
DEALER NUMBER																	
1141326																	
DEALER NAME R. K. CHEVROLET																	
ADDRESS 2661 VIRGINIA BEACH BLVD.																	
CITY & STATE VIRGINIA BEACH, VA																	
FROM 01 JAN 1993																	
THRU 30 JUN 1993																	
ASSETS																	
AMOUNT																	
LIABILITIES																	
AMOUNT																	
CASH ON HAND																	
24031																	
CASH IN BANK																	
162373																	
CONTRACTS IN TRANSIT																	
2215705																	
TOTAL CASH AND CONTRACTS (LINES 7, 8, & 9)																	
2402109																	
TOTAL RECEIVABLES (PAGE 4, LINE 54)																	
5430836																	
DEMONSTRATORS (PAGE 4, LINE 46)																	
486456																	
NEW CARS (PAGE 4, LINE 49)																	
3102221																	
NEW TRUCKS (PAGE 4, LINE 50)																	
5276956																	
OTHER AUTOMOTIVE (PAGE 4, LINE 51)																	
1067067																	
USED CARS (PAGE 4, LINE 53)																	
769307																	
USED TRUCKS (PAGE 4, LINE 54)																	
1409463																	
PARTS AND ACCESSORIES (PAGE 4, LINE 56)																	
TIRES																	
GAS, OIL AND GREASE																	
PAINT AND BODY SHOP MATERIALS																	
16016																	
SUBLET REPAIRS																	
-3940																	
WORK IN PROCESS-LABOR																	
13937																	
OTHER																	
MISCELLANEOUS ASSETS RECEIVED IN TRADE																	
16101																	
TOTAL INVENTORIES (LINES 14 THRU 27)																	
12153584																	
SECURITIES																	
7500																	
FACTORY RECEIVABLES																	
400310																	
DUE FROM FINANCE COMPANIES																	
585912																	
WARRANTY CLAIMS																	
74561																	
INSURANCE COMMISSIONS RECEIVABLE																	
40615																	
PREPAID EXPENSES TAXES																	
INSURANCE																	
74322																	
OTHER																	
33937																	
TOTAL CURRENT ASSETS (LINES 10, 17, 28 THRU 37)																	
21203686																	
SECURITIES																	
7500																	
FACTORY RECEIVABLES																	
400310																	
DUE FROM FINANCE COMPANIES																	
585912																	
WARRANTY CLAIMS																	
74561																	
INSURANCE COMMISSIONS RECEIVABLE																	
40615																	
PREPAID EXPENSES TAXES																	
INSURANCE																	
74322																	
OTHER																	
33937																	
TOTAL CURRENT ASSETS (LINES 10, 17, 28 THRU 37)																	
21203686																	
★ DRIVER TRAINING VEHICLES																	
275																	
★ LEASE AND RENTAL UNITS																	
307																	
2749692																	
★ L & R ACCUMULATED DEPRECIATION																	
1505870																	
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 41)																	
23953378																	
TOTAL CURRENT ASSETS (LINES 10, 17, 28 THRU 37)																	
21203686																	
TOTAL LIABILITIES (LINES 34 THRU 37)																	
23441094																	
QUALIFIED L.T.D. S																	
DEALER																	
3,907,282																	
(ASSET L42 - LIAB L34 - Q.L.T.D L36 - TOT LIFO WD PG 4, L56)																	
STANDARD S																	
PROFIT OR LOSS SUMMARY																	
NEW UNITS																	
PROFIT OR LOSS																	
CAPITAL STOCK & ADDL PAID IN CAPITAL																	
191000																	
RETAINED EARNINGS																	
1479770																	
DIVIDENDS																	
INVESTMENTS																	
DRAWINGS																	
PROFIT OR LOSS																	
1154315																	
RTH (LINES 44 THRU 56)																	
1825085																	
IES AND NET WORTH (LINES 38 & 59)																	
25266179																	

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 3, LINE 60)		9112874		49002829		1
GROSS PROFIT (PAGE 3, LINE 63)		1002732	1100	5539501	1130	2
VARIABLE	EXPENSES	ACCT NO.	PNUS		PNUS	3
	VEHICLE SALESPEOPLE— COMPENSATION AND OTHER	11	153782	389	750286	334
	DELIVERY EXPENSE	13	1229	3	7615	3
	POLICY WORK-VEHICLES	15	9396	24	53457	24
						7
	TOTAL VARIABLE (LINES 4 THRU 7)		164407	416	811358	362
						8
PERSONNEL	SALARIES-OWNERS	20	22000	24	132000	27
	SALARIES-SUPERVISION	21	142417	156	743618	152
	SALARIES-CLERICAL	22	39313	43	243566	50
	OTHER SALARIES AND WAGES	23	90772	100	470321	96
	ABSENTEE COMPENSATION	24	6833	7	21858	4
	TAXES-PAYROLL	25	41618	46	248731	51
	EMPLOYEE BENEFITS	27	6796	7	54938	11
	PENSION FUNDS	29	5507	6	22063	5
	TOTAL PERSONNEL (LINES 8 THRU 16)		355256	390	1937095	395
						17
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33				18
	COMPANY VEHICLE EXPENSE	51	14777	16	78336	16
	OFFICE SUPPLIES AND EXPENSES	60	15214	17	49178	10
	OTHER SUPPLIES	61	5097	6	36381	7
	ADVERTISING	65	106632	117	510757	104
	CONTRIBUTIONS	66	1025	1	10273	2
	POLICY WORK-PARTS AND SERVICE	67	3844	4	25160	5
	OUTSIDE SERVICES-DATA PROCESSING	68	17464	19	164304	34
	OUTSIDE SERVICES-OTHER	69	25599	28	161856	33
	TRAVEL AND ENTERTAINMENT	70	18274	20	55993	11
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	3710	4	15156	3
	LEGAL AND AUDITING EXPENSE	72	21718	24	72826	15
	TELEPHONE AND TELEGRAPH	74	7765	9	51735	11
	TRAINING EXPENSE	75	6412	7	36814	8
	INTEREST-NOTES PAYABLE & OTHER	76	61766	68	216948	44
	MISCELLANEOUS EXPENSE	77	5776	6	29013	6
						34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		315073	346	1514729	309
						35
	RENT	80	53957	59	318767	65
	AMORTIZATION-LEASEHOLDS	81	4960	5	29760	6
	REPAIRS-REAL ESTATE	82	1227	1	29109	6
	DEPRECIATION- BLDGs. & IMPROVEMENTS	83				39
	TAXES-REAL ESTATE	84	2900	3	17400	4
	INSURANCE- BLDGs. & IMPROVEMENTS	85				41
	INTEREST-MORTGAGES	86				42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 35 THRU 42)		63044	69	395036	81
	HEAT, LIGHT POWER AND WATER	87	11160	12	78778	16
	INSURANCE-OTHER	88	40164	44	145726	30
	TAXES-OTHER	89	2996	3	24922	5
	REPAIRS-EQUIPMENT	90	327	0	2978	1
	DEPRECIATION-EQUIPMENT	91	18971	21	113826	23
	EQUIPMENT RENTAL	92	1140	1	5291	1
	TOTAL FIXED (LINES 43 THRU 49)		137802	151	766555	156
						50
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)			808131	887	4218379	861
TOTAL EXPENSES (LINES 8 & 51)			972538	1067	5029737	1026
OPERATING PROFIT OR LOSS (LINE 52 PLUS 50)			30194	33	509764	104
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 66)			208943	229	850062	173
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			239137	262	1359826	277
BONUSES-EMPLOYEES		97			130509	27
BONUSES-OWNERS		98			75000	15
NET PROFIT OR LOSS BEFORE INCOME TAXES			239137	262	1154317	236
INCOME TAXES		99	-3		2	59
NET PROFIT OR LOSS AFTER INCOME TAXES			239140	262	1154319	236

DEPARTMENTAL PROFITABILITY

LINE	DESCRIPTION	ACCT NO	A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL DEPARTMENT	
			MONTH (PAGE 3, LINE 00)	YEAR-TO-DATE (PAGE 3, LINE 00)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 20)	YEAR-TO-DATE (PAGE 3, LINE 20)
1	NET SALES		6235874	33319075	1696337	9335640	151946	834045	217392	
2	GROSS PROFIT		377572	1993496	226506	1325477	48066	203792	119789	
3	EXPENSES									
4	VEHICLE SALESPEOPLE - COMMISSION AND OTHER	11	97713	432786	55250	303092	819	14408		
5	DELIVERY EXPENSE	13	1229	7470		145				
6	POLICY WORK-VEHICLES	15	7002	44662	2394	8746			49	
7										
8	TOTAL VARIABLE (LINES 4 THRU 7)		105944	484918	57644	311983	819	14457		
9	SALARIES-OWNERS	20					4000	24000		
10	SALARIES-SUPERVISION	21	71246	333450	36398	207673	9927	60089	6931	
11	SALARIES-CLERICAL	22	10455	64439	9410	58600	2106	11971	9436	
12	OTHER SALARIES AND WAGES	23	12459	67285	6655	35421	1839	11104	17717	
13	ABSENTEE COMPENSATION	24				1141		43	4721	
14	TAXES-PAYROLL	25	14096	93944	10178	51039	1176	7899	7461	
15	EMPLOYEE BENEFITS	27	2217	21940	3846	24594	-352	-2408	296	
16	PENSION FUND	29	1995	9187	1162	3397	189	1089	1203	
17	TOTAL PERSONNEL (LINES 9 THRU 16)		112468	590245	67649	381865	18885	113789	47765	
18	USED VEHICLE MAINTENANCE EXPENSE	33								
19	COMPANY VEHICLE EXPENSE	51	3390	13194	1980	14431		-498	509	
20	OFFICE SUPPLIES AND EXPENSES	60	5296	14749	3394	10446	770	2048	2094	
21	OTHER SUPPLIES	61	2778	10764	731	6751	82	342	-1123	
22	ADVERTISING	65	45695	183499	43584	224961	534	3911	8779	
23	CONTRIBUTIONS	66	338	3390	308	3082			174	
24	POLICY WORK-PARTS AND SERVICE	67							1927	
25	OUTSIDE SERVICES-DATA PROCESSING	68	5864	53904	5317	49024			3013	
26	OUTSIDE SERVICES-OTHER	69	9665	52432	6583	41826	1917	8332	3952	
27	TRAVEL AND ENTERTAINMENT	70	6460	23346	5369	14929	374	1170	2864	
28	MEMBERSHIPS, DUES, AND PUBLICATIONS	71	1033	4465	1166	4098	234	668	559	
29	LEGAL AND AUDITING EXPENSE	72	7167	22916	6515	20833		3348	3692	
30	TELEPHONE AND TELEGRAPH	74	2298	15862	2066	14397	580	3223	1321	
31	TRAINING EXPENSE	75	2377	12733	1359	8172			1885	
32	INTEREST-NOTES PAYABLE AND OTHER	76	55827	163117	4213	46532			793	
33	MISCELLANEOUS EXPENSE	77	1608	6810	913	1534			316	
34										
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)		149796	581181	83498	461016	4491	22544	30755	
36	RENT	80	16444	96964	14734	87934	3000	18000	7995	
37	AMORTIZATION-LEASEHOLDS	81	1637	9821	1488	8928			843	
38	REPAIRS-REAL ESTATE	82	5	7473	4	2978			3	
39	DEPRECIATION-BLDGS IMPROVEMENTS	83								
40	TAXES-REAL ESTATE	84	957	5742	870	5220			493	
41	INSURANCE-BLDGS & IMPROVEMENTS	85								
42	INTEREST-MORTGAGES	86								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)		19043	120000	17096	105060	3000	18000	9334	
44	HEAT, LIGHT, POWER AND WATER	87	3622	25364	3292	23058	185	1917	1866	
45	INSURANCE-OTHER	88	18487	70903	10270	35870			5241	
46	TAXES-OTHER	89	865	7139	720	6232	523	4105	408	
47	REPAIRS-EQUIPMENT	90			327	327				
48	DEPRECIATION-EQUIPMENT	91	6070	36420	5692	34152			3415	
49	EQUIPMENT RENTAL	92	778	4039		44			181	
50	TOTAL FIXED (LINES 43 THRU 49)		48865	263865	37397	204743	3708	24022	20445	
51	TOTAL FIXED OVERHEAD (LINES 17, 35, & 50)		311129	1435291	188544	1047624	27084	160355	98965	
52	TOTAL EXPENSES (LINES 4 & 51)		417073	1920209	246188	1359607	27903	174812	98965	
53	DEPT PROFIT OR LOSS (LINES 2 & 52)		-39501	73287	-19682	-34130	20163	28980	20820	
54	PRORATION OF G & A		5760	34560	5400	32400			3060	
55	DEPT PROFIT OR LOSS AFTER PRORATION		-45261	38727	-25082	-66530	20163	28980	17760	
56	ADDITIONS TO INCOME									
57	AD DEBTS RECOVERED	902	21383	32763			953	3472	30791	
58	OTHER INCOME	905	216617	913324			955	25585	65234	
59										
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS (LINES 57 & 58) MINUS TOTAL DEDUCTIONS (LINES 953 & 955)							208943	850062	

PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2		PAGE 2	
--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--	--------	--

(11/18/18)

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	UNIT	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	401	2	41995	2275	1138	8	144825	10433	1304
2	LUMINA	402	6	91466	5116	853	23	368319	26668	1159
3	CELE/MC	403								
4	BERETTA	404	2	29395	2392	1196	8	119655	9359	1170
5	CORSICA	405					10	131018	1601	160
6	CAMARO	406	10	204068	26826	2683	28	571158	89931	3212
7	CAVALIER	407	35	403563	26343	753	208	2376737	179412	863
8	CORVETTE	408	2	70940	5968	2984	23	786269	38597	1678
9	PRIZM/NO	409	5	70717	4261	852	68	892524	49858	733
10	G SPECTR	410	8	107139	8688	1086	31	415990	27198	877
11	GEO METR	411	34	296641	18775	552	145	1249967	96035	662
12		412								
13		413								
14		414								
15		415								
16	PEUGEOT	416								
17	CHARADE	417								
18	SUBARU	418	19	288244	24826	1307	60	864284	60649	1011
19		419								
20	TOTAL NEW CARS-RETAIL (LINES 1-19)	420	123	1604170	125470	1020	612	7920746	589741	964
21	CONTACT DIVISION	421	120	1659170	82619	688	945	12643178	546260	578
22	OTHER GM	422								
23	OTHER	423								
24	TOTAL NEW CARS-FLEET (LINES 21-23)	424	120	1659170	82619	688	945	12643178	546260	578
25	CONTACT DIVISION	425								
26	OTHER GM	426								
27	OTHER	427								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)	428	243	3263340	208089	856	1557	20563924	1136001	730
29		429								
30	G-VAN	430	24	608325	27154	1131	78	1903167	114397	1467
31	M VANS	431	5	91534	5734	1147	28	532449	17383	621
32	LUMINA A	432	5	93452	6842	1368	14	253138	12783	913
33	TRACKER	433	9	125469	13393	1488	42	557964	41967	999
34	S10 P/U	434	18	226808	18069	1004	93	1096096	57108	614
35	S10 BLAZ	435	12	265966	11671	973	49	1071940	57093	1165
36	SUB/VBLA	436	10	267761	15193	1519	27	713906	43034	1594
37	LD 1500	437	16	301402	20315	1270	83	1445705	47697	575
38	LD 25-35	438	1	19516	510	510	2	37816	1990	995
39	ED DUTY	439								
40		440								
41	ROCKY	441								
42	TOTAL NEW TRUCKS-RET (LINES 41-43)	442	100	2000233	118881	1189	416	7612181	393452	946
43	CONTACT DIVISION	443	52	881552	28279	544	271	4436065	140879	520
44	OTHER GM	444								
45	OTHER	445								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)	446	52	881552	28279	544	271	4436065	140879	520
47	CONTACT DIVISION	447								
48	OTHER GM	448								
49	OTHER	449								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)	450	152	2881785	147160	968	687	12048246	534331	778
51		451								
52	GM PROT PLANS	452					198	181830	72386	366
53	OTHER PLANS	453	66	45399	6169	93	142	110093	25734	181
54	TOTAL PROT PLANS (LINES 52 & 53)	454		45399	6169	93		291923	98120	347
55		455								
56	NEW & I INCOME (PAGE 4, LINE 36)	456		29510	16154	41		306289	213612	95
57		457								
58	NEW OTH AUTO	458		15840	280			108693	11432	5
59		459								
60	TOTAL NEW VEHICLE (LINES 50, 54, 56 & 58)	460	395	6235874	377572	956	2244	33319075	1993496	886

VAR. OPER. CONTINUED	C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	416	101	887464	110782	1097	526	4143809	707245	1345	1
USED CARS RETAIL-RECOND	417							-20178	38	2
USED CARS WHOLESALE	418	47	79493	-1175	-25	281	804278	-57802	-206	3
ADJ-USED CAR INVENTORY	419			133						4
TOTAL USED CARS (LINES 1-4)		148	966957	109740	741	807	4948087	629265	780	5
USED TRUCKS RETAIL	450	40	410327	42030	1051	239	2447598	348210	1457	6
USED TRUCKS RETAIL-RECOND	451							-7656	32	7
USED TRUCKS WHOLESALE	452	13	94720	-325	-25	89	552758	-20427	-230	8
ADJ-USED TRUCK INVENTORY	453									9
TOTAL USED TRUCKS (LINES 6-9)		53	505047	41705	787	328	3000356	320127	976	10
GM PLANS-PROT	454				PLUS	54	56283	12606	233	11
OTHER PLANS-PROT	455	71	48680	14832	209	201	159350	64688	322	12
TOTAL PROT. PLANS (LINES 11 & 12)			48680	14832	74		215633	77294	68	13
USED F & I INCOME (PAGE 4)			1491	-7859	-39		115919	19280	17	14
USED OTHER AUTO	456		174162	68088	339		1055645	279511	246	15
TOTAL (LINES 5, 10, 13, 14 & 15)		201	1696337	226506	1127	1135	9335640	1325477	1168	16
TOTAL NEW & USED (LINES 6 & 16)		596	7932211	604078	1529	3379	42654715	3318973	1479	17
TOT. VARI-ABLE L & R (PAGE 4)			151946	48066	PNUS		834045	203792	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			8084157	652144	651		43488760	3522765	1570	19
FIXED OPERATIONS	C C T	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	39352	26296	6682		222474	149652	6727		22
CUSTOMER LABOR-TRUCKS	461	18026	12270	6807		92270	63103	6839		23
WARRANTY CLAIM LABOR	462	24889	17933	7205		166762	120093	7201		24
INTERNAL LABOR	463	46057	31462	6831		284870	193314	6786		25
NEW VEHICLE INSPECTION LABOR	464	21537	17815	8272		168500	137709	8173		26
ADJ-COST OF LABOR SALES	465		-691				11546			27
SUB TOTAL (LINES 22 THRU 27)		149861	105085	7012		934876	675417	7225		28
SUBLET REPAIRS	466	5341	844	1580		27161	4712	1735		29
P & A CUSTOMER CAR P.C.S	467	42907	8958	2088		240216	53078	2210		30
P & A CUSTOMER TRUCK P.C.S	468	19283	4898	2540		90441	22499	2488		31
TOTAL MECHANICAL (LINES 28 THRU 31)		217392	119785	5510		1292694	755706	5846		32
CUSTOMER LABOR-CARS	470	38579	23177	6008		237279	143815	6061		33
CUSTOMER LABOR-TRUCKS	471	18945	11308	5969		102537	61701	6017		34
WARRANTY CLAIM LABOR	472	27970	22118	7908		143624	112562	7837		35
INTERNAL LABOR	473	10453	6391	6114		53578	33014	6162		36
ADJ-COST OF LABOR SALES	475		858				1651			37
SUB TOTAL (LINES 33 THRU 37)		95947	63852	6655		537018	352743	6569		38
SUBLET REPAIRS	476	3530	573	1623		22769	3739	1642		39
P & A CUSTOMER CAR P.C.S	477	29565	4148	1403		195713	32447	1658		40
P & A CUSTOMER TRUCK P.C.S	478	11351	2029	1788		87936	15932	1812		41
PAINT & BODY SHOP MATERIALS	479	18193	6157	3384		97478	27322	2803		42
TOTAL BODY SHOP (LINES 38 THRU 42)		158586	76759	4840		940914	432183	4593		43
TOTAL SERVICE DEPT. (LINES 32 & 43)		375978	196544	5228		2233608	1187889	5318		44
WARRANTY CLAIMS	480	54055	12174	2252		361026	74580	2066		45
INTERNAL	481	78655	19773	2514		497380	118220	2377		46
COUNTER-RETAIL	482	23150	10052	4342		121479	53614	4413		47
WHOLESALE	483	493941	67962	1376		2297026	307393	1338		48
WHOLESALE PARTS COMPENSATION	506									50
STOCK ORDER ALLOWANCE	507		33080				183641			51
ADJUSTMENT P & A INVENTORY	508		10343				90627			52
TOTAL P & A (LINES 45 THRU 52)		649801	153384	2360		3276911	828075	2527		53
TIRES	490									54
GAS, OIL & GREASE	491	2867	660	2302		3340	763	2284		55
MISCELLANEOUS	492	71				210	9	429		56
TOTAL OTHER (LINES 54 THRU 56)		2938	660	2246		3550	772	2175		57
TOTAL P & A DEPT. (LINES 53 & 57)		652739	154044	2360	281	3290461	828847	2527		58
TOTAL FIXED (LINES 44 & 58)		1028717	350588	3408		5514069	2016736	3657		59
TOTAL ALL DEPTS. (LINES 19 & 59)		9112874	1002732	1100		49002829	5539501	1130		60

LEASE ANI

LINE NO	LEASE AND RENTAL OPERATIONS	A C N C O T	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.P.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.P.U.
1	INCOME AND SALES	500	16594	244	101985	1645				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16594	244	101985	1645				
4	INTEREST	720	2194	32	12362	199				
5	DEPRECIATION	721	8657	127	65535	1057	374		2383	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	259	4	3273	53				
10	GASOLINE	726	484	7	2393	39				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		11594	171	83563	1348	374		2383	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		5000	74	18422	297	-374		-2383	
14	INCOME AND SALES	510	102707	482	542834	2701	590	590	4880	2440
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		102707	482	542834	2701	590	590	4880	2440
17	INTEREST	730	11064	52	57643	287	18	18	118	59
18	DEPRECIATION	731	61952	291	351434	1748				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733			12563	63				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	2278	11	15077	75				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	936	4	6801	34				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		76230	358	443518	2207	18	18	118	59
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		26477	124	99316	494	572	572	4762	2381
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		31477	112	117738	448	198	198	2379	1190
28	BEGINNING BALANCE	C7	59	201	EFFECTIVE UNITS			1	EFFECTIVE UNITS	
29	ENDING BALANCE	C7	68	213	62	201		1		2

LINE NO	FINANCE AND INSURANCE ACTIVITY	A C N C O T	MONTH				YEAR - TO - DATE		
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS
33	FINANCE INCOME-NEW	806	145	28077	-3255	-22	706	303157	159038
34	INSURANCE COMMISSIONS EARNED-NEW	807	24	1433	1433	60	93	3132	3132
35	REPOSESSION LOSSES-NEW	853			(-17978)				(-51442)
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			29510	16154			306289	213612
37	FINANCE INCOME-USED	808	53	-546	-546	-10	406	105518	105518
38	INSURANCE COMMISSIONS EARNED-USED	809	34	2037	2037	60	183	10401	10401
39	REPOSESSION LOSSES-USED	854			(9350)				(96639)
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			1491	-7859			115919	19280
41	TOTAL F & I INCOME (LINES 36 AND 40)			31001	8295			422208	232892

13	SUPPLEMENTAL INVENTORY ANALYSIS									
14	INVENTORIES		UNITS					INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	
15			ACCT	GM	CONTACT DIVISION	GM-OTHER	OTHER			TOTAL
16	NEW: DEMOS	230		38				38	486456	544195
17	CARS			38				38		
18	TRUCKS									
19	NEW CARS	231		400				400	4556530	1454309
20	NEW TRUCKS	237		357				357	6498312	1221356
21	OTHER AUTO	238								
22	USED		TOTAL UNITS		OVERAGE:		UNITS	AMOUNT		
23	CARS	240		202	OVER 30 DAYS		90	624673	1067067	
24	TRUCKS	241		84	OVER 60 DAYS		18	235935	769307	
25				ACCT	GM		OTHER			
26	ITS AND ACCESSORIES			242	282				1553796	144333
27	OTHER INVENTORIES			243, 244, 245, 252 TO 258					32118	
TOTAL INVENTORY									14963596	2819998

D RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L I N E
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
24524	681	139068	3973					6266		37625		1
												2
24524	681	139068	3973					6266		37625		3
1904	53	13318	381									4
9449	262	52127	1489									5
2566	71	17158	490									6
		488	14									7
331	9	5047	144									8
												9
48	21	816	23									10
												11
14298	397	88954	2542									12
10226	284	50114	1432					6266		37625		13
1265	181	7653	1531									14
												15
1265	181	7653	1531									16
184	26	1833	367									17
356	51	7040	1408									18
197	28	1995	399									19
												20
629	90	849	170									21
												22
												23
												24
1366	195	11717	2343									25
-101	-14	-4064	-813									26
10125	235	46050	1151					6266		37625		27
34	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
36	7	35	5									29

DEALERSHIP PERSONNEL COUNT

POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	6	6	2	2	1	1		18
VEHICLE SERVICE & PARTS SALESPERSONS	33	18	2					53
TECHNICIANS				19	10			29
CLERICAL	12	11	2	4	2	3		34
OTHERS	15	7	2	16	4	22		66
TOTAL (LINES 33 THRU 38)	66	42	8	41	17	26	2	202
TOTAL HIRED Y-T-D	52	38	2	11	6	9		118
TOTAL TERMINATED Y-T-D	39	30	2	11	4	6		92

DEALERSHIP CUSTOMER RECEIVABLES

CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS
210 VEHICLES	222206	222206			
210 OTHER					
220 VEHICLES	4041534	3771044	170185	90561	9744
220 L & R	299863	11160	121183	76712	90808
220 SERVICE & PARTS	787472	551094	129821	73985	32169
220 OTHER	296654	248615	5112	41856	1071
TOTAL CUSTOMER REC.	5647729	4804119	426301	283114	133792
300 A/P DEBIT BAL.					
340 LESS ALLOW FOR DOUBTFUL ACCTS	216893				
NET CUSTOMER REC.	5430836				

(LINES 45 THRU 50)

(LINES 51 & 52 MINUS 53)

PER CONTRACT
225
34
260
57

INVENTORY AMOUNT
486456
3102221
5276956
1067067
769307
1409463
32118
12143588

MEMO ITEMS	MONTH	YEAR TO DATE
CASH SALES SERVICE & PARTS	268222	1525456
76 INTEREST FLR PLAN-NEW	55827	163118
76 INTEREST-OTHER	5939	53831
76 INT. F.P. PLAN NEW PER UNIT	56	31

283

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
1	DEALER NUMBER																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
2	1141326																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
3	DEALER NAME	R. K. CHEVROLET																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
4	FROM 01 JAN 1993	ADDRESS 2661 VIRGINIA BEACH BLVD.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
5	THRU 31 MAY 1993	CITY & STATE VIRGINIA BEACH, VA																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																	
<table border="1"> <thead> <tr> <th colspan="4">ASSETS</th> <th>ACCT NO.</th> <th>AMOUNT</th> <th colspan="4">LIABILITIES</th> <th>ACCT NO.</th> <th>AMOUNT</th> </tr> </thead> <tbody> <tr> <td rowspan="4">CASH</td> <td>CASH ON HAND</td> <td></td> <td></td> <td>200</td> <td>29995</td> <td rowspan="4">CURRENT LIABILITIES</td> <td>CASH IN BANK CREDIT BALANCE</td> <td></td> <td></td> <td>202</td> <td></td> </tr> <tr> <td>CASH IN BANK</td> <td></td> <td></td> <td>201</td> <td>-678713</td> <td>ACCOUNTS PAYABLE-TRADE CREDITORS</td> <td></td> <td></td> <td>300</td> <td>1774303</td> </tr> <tr> <td>CONTRACTS IN TRANSIT</td> <td></td> <td></td> <td>205</td> <td>1928124</td> <td>ACCOUNTS RECEIVABLE CREDIT BALANCE</td> <td></td> <td></td> <td>220</td> <td></td> </tr> <tr> <td>TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)</td> <td></td> <td></td> <td></td> <td>1279406</td> <td>CUSTOMER DEPOSITS</td> <td></td> <td></td> <td>220</td> <td></td> </tr> <tr> <td rowspan="14">INVENTORIES</td> <td>TOTAL RECEIVABLES (PAGE 4 LINE 54)</td> <td></td> <td></td> <td>210</td> <td>6740313</td> <td rowspan="14">ACCUMULATED LIABILITIES</td> <td>WARRANTY CLAIMS ADVANCE</td> <td></td> <td></td> <td>305</td> <td>48187</td> </tr> <tr> <td>DEMONSTRATORS (PAGE 4 LINE 48)</td> <td></td> <td></td> <td>230</td> <td>614330</td> <td>NOTES PAYABLE-NEW VEH. & DEMOS</td> <td></td> <td></td> <td>310</td> <td>17906198</td> </tr> <tr> <td>NEW CARS (PAGE 4 LINE 49)</td> <td></td> <td></td> <td>231</td> <td>3021279</td> <td>NOTES PAYABLE-LEASE & RENTAL UNITS</td> <td></td> <td></td> <td>312</td> <td>2551025</td> </tr> <tr> <td>NEW TRUCKS (PAGE 4 LINE 50)</td> <td></td> <td></td> <td>237</td> <td>6126656</td> <td>NOTES PAYABLE-OTHER</td> <td></td> <td></td> <td>314</td> <td>761905</td> </tr> <tr> <td>OTHER AUTOMOTIVE (PAGE 4 LINE 51)</td> <td></td> <td></td> <td>238</td> <td></td> <td>★ MEMO. DELAYED PAYMENTS-ACCT 310</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>USED CARS (PAGE 4 LINE 53)</td> <td></td> <td></td> <td>240</td> <td>962163</td> <td>INTEREST PAYABLE</td> <td></td> <td></td> <td>320</td> <td>101408</td> </tr> <tr> <td>USED TRUCKS (PAGE 4 LINE 54)</td> <td></td> <td></td> <td>241</td> <td>819741</td> <td>SALARIES, WAGES & COMMISSIONS PAYABLE</td> <td></td> <td></td> <td>321</td> <td>205415</td> </tr> <tr> <td>PARTS AND ACCESSORIES (PAGE 4 LINE 56)</td> <td></td> <td></td> <td>242</td> <td>1424330</td> <td>INSURANCE PAYABLE</td> <td></td> <td></td> <td>322</td> <td>20000</td> </tr> <tr> <td>TIRES</td> <td></td> <td></td> <td>243</td> <td></td> <td>PAYROLL TAXES PAYABLE</td> <td></td> <td></td> <td>323</td> <td>8189</td> </tr> <tr> <td>GAS, OIL AND GREASE</td> <td></td> <td></td> <td>244</td> <td></td> <td>SALES TAXES PAYABLE</td> <td></td> <td></td> <td>324</td> <td>124117</td> </tr> <tr> <td>PAINT AND BODY SHOP MATERIALS</td> <td></td> <td></td> <td>245</td> <td>11680</td> <td>OTHER TAXES PAYABLE</td> <td></td> <td></td> <td>325</td> <td>198883</td> </tr> <tr> <td>SUBLET REPAIRS</td> <td></td> <td></td> <td>246</td> <td>736</td> <td>INCOME TAXES PAYABLE</td> <td></td> <td></td> <td>327</td> <td></td> </tr> <tr> <td>WORK IN PROCESS-LABOR</td> <td></td> <td></td> <td>247</td> <td>10107</td> <td>EMPLOYEE'S BONUSES PAYABLE</td> <td></td> <td></td> <td>328</td> <td></td> </tr> <tr> <td>OTHER</td> <td></td> <td></td> <td>252</td> <td></td> <td>OWNER'S BONUSES PAYABLE</td> <td></td> <td></td> <td>329</td> <td></td> </tr> <tr> <td>MISCELLANEOUS ASSETS RECEIVED IN TRADE</td> <td></td> <td></td> <td>258</td> <td>18118</td> <td>PENSION FUND PAYABLE</td> <td></td> <td></td> <td>330</td> <td>22264</td> </tr> <tr> <td>TOTAL INVENTORIES (LINES 14 THRU 27)</td> <td></td> <td></td> <td></td> <td>13009140</td> <td>OTHER PAYABLES</td> <td></td> <td></td> <td>331</td> <td>103028</td> </tr> <tr> <td rowspan="8">OTHER</td> <td>SECURITIES</td> <td></td> <td></td> <td>260</td> <td>7500</td> <td colspan="6">TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)</td> <td>23824922</td> </tr> <tr> <td>FACTORY RECEIVABLES</td> <td></td> <td></td> <td>261</td> <td>231469</td> <td rowspan="8">LONG TERM LIABILITIES</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>DUE FROM FINANCE COMPANIES</td> <td></td> <td></td> <td>262</td> <td>575279</td> <td>LONG TERM DEBT</td> <td></td> <td></td> <td>334</td> <td></td> </tr> <tr> <td>WARRANTY CLAIMS</td> <td></td> <td></td> <td>263</td> <td>65215</td> <td>TOTAL (LINES 29 THRU 33)</td> <td></td> <td></td> <td></td> <td>23824922</td> </tr> <tr> <td>INSURANCE COMMISSIONS RECEIVABLE</td> <td></td> <td></td> <td>264</td> <td>31477</td> <td>MORTGAGES PAYABLE-REAL ESTATE</td> <td></td> <td></td> <td>335</td> <td></td> </tr> <tr> <td>PREPAID EXPENSES TAXES</td> <td></td> <td></td> <td>270</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>INSURANCE</td> <td></td> <td></td> <td>271</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>OTHER</td> <td></td> <td></td> <td>274</td> <td>28937</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)</td> <td></td> <td></td> <td></td> <td>21968736</td> <td colspan="6">TOTAL LIABILITIES (LINES 34 THRU 37)</td> <td>24409922</td> </tr> <tr> <td rowspan="3">WORKING ASSETS</td> <td>★ DRIVER TRAINING VEHICLES</td> <td></td> <td></td> <td>275</td> <td></td> <td rowspan="3">WARRANTY CLAIMS</td> <td>QUALIFIED L.T.D. \$</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>★ LEASE AND RENTAL UNITS</td> <td>299</td> <td></td> <td>277</td> <td>2737220</td> <td>DEALER</td> <td>\$</td> <td>3,689,032</td> <td></td> <td></td> </tr> <tr> <td>★ L & R ACCUMULATED DEPRECIATION</td> <td>\$</td> <td>1481702</td> <td></td> <td></td> <td>ASSET</td> <td>42 = 148 134 = 2120 138 = 107 140 PG 4 138</td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="5">TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)</td> <td></td> <td>24705956</td> <td colspan="5">STANDARD \$</td> <td></td> </tr> <tr> <td rowspan="10">OTHER ASSETS</td> <td colspan="2">ACCOUNT</td> <td colspan="2">COST</td> <td colspan="2">ACCUMULATED DEPRECIATION</td> <td colspan="2">PROFIT OR LOSS SUMMARY</td> <td colspan="2">NET WORTH</td> <td>ACCT NO.</td> </tr> <tr> <td>LAND</td> <td>280</td> <td></td> <td></td> <td></td> <td></td> <td>NEW UNITS</td> <td>PROFIT OR LOSS</td> <td>CAPITAL STOCK & ADD'L PAID IN CAPITAL</td> <td></td> <td>360</td> </tr> <tr> <td>BUILDG. & BOP.</td> <td>281</td> <td></td> <td></td> <td></td> <td></td> <td>264</td> <td>147264</td> <td></td> <td></td> <td>191000</td> </tr> <tr> <td>M & B EQUIP.</td> <td>282</td> <td>580223</td> <td>449442</td> <td>130781</td> <td>346</td> <td>183903</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>P & A EQUIP.</td> <td>283</td> <td>71995</td> <td>41679</td> <td>30316</td> <td>394</td> <td>108101</td> <td></td> <td></td> <td></td> <td>479776</td> </tr> <tr> <td>FURN. & FIXTURES</td> <td>284</td> <td>807452</td> <td>699786</td> <td>107666</td> <td>483</td> <td>312029</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>COMPANY VEHICLES</td> <td>285</td> <td>95220</td> <td>130807</td> <td>64413</td> <td>362</td> <td>163878</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>LEASE HOLDS</td> <td>286</td> <td>1656156</td> <td>872608</td> <td>783548</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>TOTALS (LINES 45 THRU 52)</td> <td></td> <td>3211046</td> <td>2094322</td> <td>1116724</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>★ MEMO: COMPANY VEHICLES</td> <td>CARS</td> <td>9</td> <td>TRUCKS</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td rowspan="4">OTHER INVESTMENTS</td> <td>LIFE INSURANCE-CASH VALUE</td> <td></td> <td></td> <td>291</td> <td>94000</td> <td rowspan="4">TOTAL NET WORTH (LINES 44 THRU 58)</td> <td></td> <td></td> <td></td> <td></td> <td>915175</td> </tr> <tr> <td>NOTES & ACCOUNTS RECEIVABLE-OFFICERS</td> <td></td> <td></td> <td>293</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>1585951</td> </tr> <tr> <td>NOTES & ACCOUNTS RECEIVABLE-OTHER</td> <td></td> <td></td> <td>294</td> <td>25000</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>OTHER INVESTMENTS & MISCELLANEOUS ASSETS</td> <td></td> <td></td> <td>295</td> <td>54193</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td colspan="5">TOTAL OTHER ASSETS (LINES 53 THRU 58)</td> <td></td> <td>173193</td> <td colspan="5">TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)</td> <td>25995873</td> </tr> <tr> <td colspan="5">TOTAL ASSETS (LINES 42 & 53 & 59)</td> <td></td> <td>25995873</td> <td colspan="5"></td> <td></td> </tr> </tbody> </table>												ASSETS				ACCT NO.	AMOUNT	LIABILITIES				ACCT NO.	AMOUNT	CASH	CASH ON HAND			200	29995	CURRENT LIABILITIES	CASH IN BANK CREDIT BALANCE			202		CASH IN BANK			201	-678713	ACCOUNTS PAYABLE-TRADE CREDITORS			300	1774303	CONTRACTS IN TRANSIT			205	1928124	ACCOUNTS RECEIVABLE CREDIT BALANCE			220		TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)				1279406	CUSTOMER DEPOSITS			220		INVENTORIES	TOTAL RECEIVABLES (PAGE 4 LINE 54)			210	6740313	ACCUMULATED LIABILITIES	WARRANTY CLAIMS ADVANCE			305	48187	DEMONSTRATORS (PAGE 4 LINE 48)			230	614330	NOTES PAYABLE-NEW VEH. & DEMOS			310	17906198	NEW CARS (PAGE 4 LINE 49)			231	3021279	NOTES PAYABLE-LEASE & RENTAL UNITS			312	2551025	NEW TRUCKS (PAGE 4 LINE 50)			237	6126656	NOTES PAYABLE-OTHER			314	761905	OTHER AUTOMOTIVE (PAGE 4 LINE 51)			238		★ MEMO. DELAYED PAYMENTS-ACCT 310					USED CARS (PAGE 4 LINE 53)			240	962163	INTEREST PAYABLE			320	101408	USED TRUCKS (PAGE 4 LINE 54)			241	819741	SALARIES, WAGES & COMMISSIONS PAYABLE			321	205415	PARTS AND ACCESSORIES (PAGE 4 LINE 56)			242	1424330	INSURANCE PAYABLE			322	20000	TIRES			243		PAYROLL TAXES PAYABLE			323	8189	GAS, OIL AND GREASE			244		SALES TAXES PAYABLE			324	124117	PAINT AND BODY SHOP MATERIALS			245	11680	OTHER TAXES PAYABLE			325	198883	SUBLET REPAIRS			246	736	INCOME TAXES PAYABLE			327		WORK IN PROCESS-LABOR			247	10107	EMPLOYEE'S BONUSES PAYABLE			328		OTHER			252		OWNER'S BONUSES PAYABLE			329		MISCELLANEOUS ASSETS RECEIVED IN TRADE			258	18118	PENSION FUND PAYABLE			330	22264	TOTAL INVENTORIES (LINES 14 THRU 27)				13009140	OTHER PAYABLES			331	103028	OTHER	SECURITIES			260	7500	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)						23824922	FACTORY RECEIVABLES			261	231469	LONG TERM LIABILITIES						DUE FROM FINANCE COMPANIES			262	575279	LONG TERM DEBT			334		WARRANTY CLAIMS			263	65215	TOTAL (LINES 29 THRU 33)				23824922	INSURANCE COMMISSIONS RECEIVABLE			264	31477	MORTGAGES PAYABLE-REAL ESTATE			335		PREPAID EXPENSES TAXES			270							INSURANCE			271							OTHER			274	28937						TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)				21968736	TOTAL LIABILITIES (LINES 34 THRU 37)						24409922	WORKING ASSETS	★ DRIVER TRAINING VEHICLES			275		WARRANTY CLAIMS	QUALIFIED L.T.D. \$					★ LEASE AND RENTAL UNITS	299		277	2737220	DEALER	\$	3,689,032			★ L & R ACCUMULATED DEPRECIATION	\$	1481702			ASSET	42 = 148 134 = 2120 138 = 107 140 PG 4 138				TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)						24705956	STANDARD \$						OTHER ASSETS	ACCOUNT		COST		ACCUMULATED DEPRECIATION		PROFIT OR LOSS SUMMARY		NET WORTH		ACCT NO.	LAND	280					NEW UNITS	PROFIT OR LOSS	CAPITAL STOCK & ADD'L PAID IN CAPITAL		360	BUILDG. & BOP.	281					264	147264			191000	M & B EQUIP.	282	580223	449442	130781	346	183903					P & A EQUIP.	283	71995	41679	30316	394	108101				479776	FURN. & FIXTURES	284	807452	699786	107666	483	312029					COMPANY VEHICLES	285	95220	130807	64413	362	163878					LEASE HOLDS	286	1656156	872608	783548							TOTALS (LINES 45 THRU 52)		3211046	2094322	1116724							★ MEMO: COMPANY VEHICLES	CARS	9	TRUCKS								OTHER INVESTMENTS	LIFE INSURANCE-CASH VALUE			291	94000	TOTAL NET WORTH (LINES 44 THRU 58)					915175	NOTES & ACCOUNTS RECEIVABLE-OFFICERS			293						1585951	NOTES & ACCOUNTS RECEIVABLE-OTHER			294	25000						OTHER INVESTMENTS & MISCELLANEOUS ASSETS			295	54193						TOTAL OTHER ASSETS (LINES 53 THRU 58)						173193	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)					25995873	TOTAL ASSETS (LINES 42 & 53 & 59)						25995873						
ASSETS				ACCT NO.	AMOUNT	LIABILITIES				ACCT NO.	AMOUNT																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
CASH	CASH ON HAND			200	29995	CURRENT LIABILITIES	CASH IN BANK CREDIT BALANCE			202																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	CASH IN BANK			201	-678713		ACCOUNTS PAYABLE-TRADE CREDITORS			300	1774303																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	CONTRACTS IN TRANSIT			205	1928124		ACCOUNTS RECEIVABLE CREDIT BALANCE			220																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	TOTAL CASH AND CONTRACTS (LINES 7, 8 & 9)				1279406		CUSTOMER DEPOSITS			220																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
INVENTORIES	TOTAL RECEIVABLES (PAGE 4 LINE 54)			210	6740313	ACCUMULATED LIABILITIES	WARRANTY CLAIMS ADVANCE			305	48187																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	DEMONSTRATORS (PAGE 4 LINE 48)			230	614330		NOTES PAYABLE-NEW VEH. & DEMOS			310	17906198																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	NEW CARS (PAGE 4 LINE 49)			231	3021279		NOTES PAYABLE-LEASE & RENTAL UNITS			312	2551025																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	NEW TRUCKS (PAGE 4 LINE 50)			237	6126656		NOTES PAYABLE-OTHER			314	761905																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	OTHER AUTOMOTIVE (PAGE 4 LINE 51)			238			★ MEMO. DELAYED PAYMENTS-ACCT 310																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	USED CARS (PAGE 4 LINE 53)			240	962163		INTEREST PAYABLE			320	101408																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	USED TRUCKS (PAGE 4 LINE 54)			241	819741		SALARIES, WAGES & COMMISSIONS PAYABLE			321	205415																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	PARTS AND ACCESSORIES (PAGE 4 LINE 56)			242	1424330		INSURANCE PAYABLE			322	20000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	TIRES			243			PAYROLL TAXES PAYABLE			323	8189																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	GAS, OIL AND GREASE			244			SALES TAXES PAYABLE			324	124117																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	PAINT AND BODY SHOP MATERIALS			245	11680		OTHER TAXES PAYABLE			325	198883																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	SUBLET REPAIRS			246	736		INCOME TAXES PAYABLE			327																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	WORK IN PROCESS-LABOR			247	10107		EMPLOYEE'S BONUSES PAYABLE			328																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	OTHER			252			OWNER'S BONUSES PAYABLE			329																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
MISCELLANEOUS ASSETS RECEIVED IN TRADE			258	18118	PENSION FUND PAYABLE			330	22264																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
TOTAL INVENTORIES (LINES 14 THRU 27)				13009140	OTHER PAYABLES			331	103028																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
OTHER	SECURITIES			260	7500	TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)						23824922																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																							
	FACTORY RECEIVABLES			261	231469	LONG TERM LIABILITIES																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
	DUE FROM FINANCE COMPANIES			262	575279		LONG TERM DEBT			334																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	WARRANTY CLAIMS			263	65215		TOTAL (LINES 29 THRU 33)				23824922																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	INSURANCE COMMISSIONS RECEIVABLE			264	31477		MORTGAGES PAYABLE-REAL ESTATE			335																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																									
	PREPAID EXPENSES TAXES			270																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
	INSURANCE			271																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
	OTHER			274	28937																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)				21968736	TOTAL LIABILITIES (LINES 34 THRU 37)						24409922																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
WORKING ASSETS	★ DRIVER TRAINING VEHICLES			275		WARRANTY CLAIMS	QUALIFIED L.T.D. \$																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	★ LEASE AND RENTAL UNITS	299		277	2737220		DEALER	\$	3,689,032																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
	★ L & R ACCUMULATED DEPRECIATION	\$	1481702				ASSET	42 = 148 134 = 2120 138 = 107 140 PG 4 138																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																											
TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)						24705956	STANDARD \$																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
OTHER ASSETS	ACCOUNT		COST		ACCUMULATED DEPRECIATION		PROFIT OR LOSS SUMMARY		NET WORTH		ACCT NO.																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	LAND	280					NEW UNITS	PROFIT OR LOSS	CAPITAL STOCK & ADD'L PAID IN CAPITAL		360																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	BUILDG. & BOP.	281					264	147264			191000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	M & B EQUIP.	282	580223	449442	130781	346	183903																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	P & A EQUIP.	283	71995	41679	30316	394	108101				479776																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	FURN. & FIXTURES	284	807452	699786	107666	483	312029																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	COMPANY VEHICLES	285	95220	130807	64413	362	163878																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																												
	LEASE HOLDS	286	1656156	872608	783548																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
	TOTALS (LINES 45 THRU 52)		3211046	2094322	1116724																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
	★ MEMO: COMPANY VEHICLES	CARS	9	TRUCKS																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																															
OTHER INVESTMENTS	LIFE INSURANCE-CASH VALUE			291	94000	TOTAL NET WORTH (LINES 44 THRU 58)					915175																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	NOTES & ACCOUNTS RECEIVABLE-OFFICERS			293							1585951																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																								
	NOTES & ACCOUNTS RECEIVABLE-OTHER			294	25000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
	OTHER INVESTMENTS & MISCELLANEOUS ASSETS			295	54193																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
TOTAL OTHER ASSETS (LINES 53 THRU 58)						173193	TOTAL LIABILITIES AND NET WORTH (LINES 38 & 59)					25995873																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																							
TOTAL ASSETS (LINES 42 & 53 & 59)						25995873																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																													
★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.	
NET SALES (PAGE 3, LINE 60)		8148896		39889954		1	
GROSS PROFIT (PAGE 3, LINE 60)		924710	135	4536763	137	2	
EXPENSES			PNUS		PNUS	3	
VARIABLE	COMPENSATION-VEHICLE AND L & R SALESPEOPLE	11	150402	415	596505	323	4
	DELIVERY EXPENSE	13	2087	6	6385	3	5
	POLICY WORK-VEHICLES	15	9765	27	44061	24	6
							7
TOTAL VARIABLE (LINES 4 THRU 7)		162254	448	646951	350	8	
PERSONNEL	SALARIES-OWNERS	20	22000	27	110000	28	9
	SALARIES-SUPERVISION	21	129461	159	601201	151	10
	SALARIES-CLERICAL	22	36168	44	204250	51	11
	OTHER SALARIES AND WAGES	23	77034	95	379549	95	12
	ABSENTEE COMPENSATION	24	3587	4	15025	4	13
	TAXES-PAYROLL	25	41538	51	207114	52	14
	EMPLOYEE BENEFITS	27	6596	8	48142	12	15
	PENSION FUND	29	6588	8	16557	4	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	322972	396	1581838	397	17	
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33					18
	COMPANY VEHICLE EXPENSE	51	14708	18	63559	16	19
	OFFICE SUPPLIES AND EXPENSES	60	4150	5	33964	9	20
	OTHER SUPPLIES	61	3719	5	31285	8	21
	ADVERTISING	65	90456	111	404123	101	22
	CONTRIBUTIONS	66	2348	3	9247	2	23
	POLICY WORK-PARTS AND SERVICE	67	3957	5	21316	5	24
	OUTSIDE SERVICES-DATA PROCESSING	68	32647	40	146836	37	25
	OUTSIDE SERVICES-OTHER	69	26480	32	136256	34	26
	TRAVEL AND ENTERTAINMENT	70	6306	8	37718	9	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	2290	3	11446	3	28
	LEGAL AND AUDITING EXPENSE	72	3327	4	51109	13	29
	TELEPHONE AND TELEGRAPH	74	10417	13	43970	11	30
	TRAINING EXPENSE	75	2443	3	30402	8	31
	INTEREST-NOTES PAYABLE & OTHER	76	45958	56	155182	39	32
	MISCELLANEOUS EXPENSE	77	5102	6	23236	6	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	254308	312	1199649	301	35	
	D	RENT	80	53000	65	264810	66
AMORTIZATION-LEASEHOLDS		81	4960	6	24800	6	37
REPAIRS-REAL ESTATE		82	4567	6	27881	7	38
DEPRECIATION-BLDGS. & IMPROVEMENTS		83					39
TAXES-REAL ESTATE		84	2900	4	14500	4	40
INSURANCE-BLDGS. & IMPROVEMENTS		85					41
INTEREST-MORTGAGES		86					42
X SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		65427	80	331991	83	43	
HEAT, LIGHT, POWER AND WATER		87	11570	14	67616	17	44
INSURANCE-OTHER		88	28545	35	105561	26	45
D	TAXES-OTHER	89	2752	3	21927	5	46
	REPAIRS-EQUIPMENT	90	883	1	2651	1	47
	DEPRECIATION-EQUIPMENT	91	18971	23	94855	24	48
	EQUIPMENT RENTAL	92	1819	2	4152	1	49
	TOTAL FIXED (LINES 43 THRU 49)	129967	159	628753	158	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		707247	868	3410240	855	51	
TOTAL EXPENSES (LINES 8 & 51)		869501	1067	4057191	1017	52	
OPERATING PROFIT OR LOSS (LINE 2 MINUS 52)		55209	68	479572	120	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 40)		196729	241	641120	161	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		251938	309	1120692	281	55	
BONUSES-EMPLOYEES		97	88056	108	130509	33	56
BONUSES-OWNERS		98			75000	19	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		163882	201	915183	229	58	
INCOME TAXES		99	4		8		59
NET PROFIT OR LOSS AFTER INCOME TAXES		163878	201	915175	229	60	

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC
		MONTH (PAGE 3, LINE 80)	YEAR-TO-DATE (PAGE 3, LINE 80)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 10)	YEAR-TO-DATE (PAGE 3, LINE 10)	MONTH (PAGE 3, LINE 32)
1	NET SALES	5315683	27083200	1762248	7639303	136589	682098	216013
2	GROSS PROFIT	306256	1615925	268977	1098969	30573	155723	126995
3	EXPENSES							
4	COMPENSATION AND L & R SALES PEOPLE	75611	335074	73282	247842	1509	13589	
5	DELIVERY EXPENSE	2087	6240		145			
6	POLICY WORK-VEHICLES	8120	37660	1645	6352		49	
7								
8	TOTAL VARIABLE (LINES 4 THRU 7)	85818	378974	74927	254339	1509	13638	
9	SALARIES-OWNERS					4000	20000	
10	SALARIES-SUPERVISION	59859	262205	33956	171275	11039	50162	6932
11	SALARIES-CLERICAL	9447	53983	8642	49189	1989	9865	8264
12	OTHER SALARIES AND WAGES	14752	54826	6511	28766	1615	9267	18008
13	ABSENTEE COMPENSATION				1141		43	1707
14	TAXES-PAYROLL	15641	79848	10115	40861	1184	6723	6688
15	EMPLOYEE BENEFITS	2017	19723	3423	20748	-274	-2056	737
16	PENSION FUND	2717	7192	1332	2235	211	900	1209
17	TOTAL PERSONNEL (LINES 9 THRU 16)	104433	477777	63979	314215	19764	94904	43545
18	USED VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	2543	9804	2898	12451		-498	723
20	OFFICE SUPPLIES AND EXPENSES	2180	9453	1218	7052	89	1278	279
21	OTHER SUPPLIES	1890	7985	774	6021	40	261	-1198
22	ADVERTISING	39128	137804	39664	181378	534	3376	6324
23	CONTRIBUTIONS	775	3052	705	2774			399
24	POLICY WORK-PARTS AND SERVICE							1659
25	COPIES SERVICES DATA PROCESSING	10546	48039	9587	43706			5433
26	COPIES SERVICES OTHER	8677	42767	7199	35243	1022	6414	5119
27	TRAVEL AND ENTERTAINMENT	2417	16885	2088	9560	502	796	575
28	MEMBERSHIPS DUES AND PUBLICATIONS	724	3432	658	2932		434	470
29	LEGAL AND AUDITING EXPENSE	679	15750	617	14318	1270	3348	350
30	TELEPHONE AND TELEGRAPH	3239	13564	2945	12331	656	2643	1669
31	TRAINING EXPENSE	1040	10355	206	6813			682
32	INTEREST-NOTES PAYABLE AND OTHER	39883	107290	4405	42318			767
33	MISCELLANEOUS EXPENSE	1160	5202	62	621			413
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	114881	431382	73026	377518	4113	18052	23664
36	RENT	16500	80520	15000	73200	3000	15000	8500
37	AMORTIZATION-LEASEHOLDS	1637	8184	1488	7440			843
38	REPAIRS-REAL ESTATE	2148	7468	491	2973			672
39	DEPRECIATION-BLDGS & IMPROVEMENTS							
40	REPAIRS-VEHICLES	957	4785	870	4350			493
41	INSURANCE-BLDGS & IMPROVEMENTS							
42	INTEREST-MORTGAGES							
43	SUB-TOTAL EQUIPMENT (LINES 36 THRU 42)	21242	100957	17849	87963	3000	15000	10508
44	HEAT, LIGHT, POWER AND WATER	3711	21742	3373	19765	326	1732	1911
45	INSURANCE-OTHER	14207	52416	6938	25600			3400
46	TAXES-OTHER	427	6274	720	5512	717	3583	408
47	REPAIRS-EQUIPMENT							576
48	DEPRECIATION-EQUIPMENT	6070	30350	5692	28460			3415
49	EQUIPMENT RENTAL	929	3262	44	44			90
50	TOTAL FIXED (LINES 35 THRU 49)	46586	215001	34616	167344	4043	20315	20308
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	265900	1124160	171621	859077	27920	133271	87517
52	TOTAL EXPENSES (LINES 3 & 51)	351718	1503134	246548	1113416	29429	146909	87517
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)	-45462	112791	22429	-14447	1144	8814	39478
54	PRORATION OF G & A	5760	28800	5400	27000			3060
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-51222	83991	17029	-41447	1144	8814	36418
56	ADDITIONS TO INCOME							
57	TRADE DEBTS RECOVERED	902	4610	113		953	15156	27319
58	OTHER INCOME	905	215272	6967	286	955	7997	39648
59								
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 56 THRU 59) MINUS TOTAL DEDUCTIONS (LINES 53 THRU 55)						196729	641120

AL DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
1075302	151763	782328	566600	2627723				1
635918	67369	355423	124540	674805				2
								3
								4
								5
								6
								7
								8
					18000	90000		9
32445	9154	48926	8521	36188				10
46402	4153	23082	3673	21729				11
93231	5081	22132	31067	171327				12
9099	1232	2877	648	1865				13
38147	4362	22205	3548	19330				14
3502	399	3104	294	3121				15
3668	571	1228	548	1334				16
226494	24952	123554	48299	254894	18000	90000		17
								18
4151	290	2143	8254	35508				19
8531	181	2375	203	5275				20
6545	1813	8232	400	2241				21
37081	1637	8769	3169	35715				22
1572	258	1017	211	832				23
8887	2232	11633	66	796				24
24554	4015	16388	3066	14149				25
29258	2541	12999	1922	9575				26
4859	373	3144	351	2474				27
2512	241	1075	197	1061				28
8113	226	5285	185	4295				29
6987	1080	4521	828	3924				30
8290	363	2914	152	2030				31
2561	497	1657	406	1356				32
3167	36	1550	3431	12696				33
								34
157068	15783	83702	22841	131927				35
41570	5500	26840	4500	27680				36
4216	546	2728	446	2232				37
10049	763	5604	493	1787				38
								39
2465	319	1595	261	1305				40
								41
								42
58300	7128	36767	5700	33004				43
11200	1237	7247	1012	5930				44
12656	2200	8189	1800	6700				45
3013	264	1950	216	1595				46
596		767	307	1288				47
17075	1897	9485	1897	9485				48
90	666	666	90	90				49
102930	13392	65071	11022	58092				50
486492	54127	272327	82162	444913	18000	90000		51
486492	54127	272327	82162	444913	18000	90000		52
149426	13242	83096	42378	229892				53
15300	1980	9900	1800	9000				54
134126	11262	73196	40578	220892				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL PARTS		441	2315	BODY SHOP/TRUCKS		40	189	57
MECHANICAL TRUCKS		164	822	INTERNAL		1713	7838	58
BODY SHOP PARTS		79		CLAM		450	2492	59
TOTAL REPAIR ORDERS RECORDED LINES 47-55						2887	14100	60

DEPARTMENTAL SALES AND GROSS PROFIT AN.

LINE NO.	VARIABLE OPERATIONS	A C C I	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400	1	21842	3787	3787	6	102830	8158	1360
2	LUHINA	401	5	82382	10271	2054	17	276853	21553	1268
3	CELE/MC	402								
4	BERETTA	403	3	45068	2956	985	6	90260	6967	1161
5	CORSICA	404	2	26600	707	354	10	131018	1601	160
6	CANARO	405	6	123722	22800	3800	18	367090	63105	3506
7	CAVALIER	406	30	352515	34372	1146	173	1973172	153069	885
8	CORVETTE	407	3	105875	7579	2526	21	715329	32629	1554
9	PRIZM/NO	408	11	149862	5646	513	63	821807	45597	724
10	G SPECTR	409	5	71728	3990	798	23	308851	18510	805
11	GEO METR	410	23	210027	25837	1123	111	953326	77260	696
12		411								
13		412								
14		413								
15		414								
16		415								
17	PEUGEOT	416								
18	CHARADE	417								
19	RUBARU	418	9	128839	6163	685	41	576040	35823	874
20	TOTAL NEW CARS-RETAIL (LINES 16-19)		98	1318460	124108	1266	489	6316576	464272	949
21	CONTACT DIVISION	419	164	2231932	100172	611	825	10984008	463640	562
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS-FLEET (LINES 21-23)		164	2231932	100172	611	825	10984008	463640	562
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		262	3550392	224280	856	1314	17300584	927912	706
29										
30	G-VAN	425	8	199270	5152	644	54	1294842	87243	1616
31	M VANS	426	4	83728	3447	862	23	440915	11649	506
32	LUHINA A	427					9	159686	5941	660
33	TRACKER	428	13	158008	10315	793	33	432495	28574	866
34	S10 P/U	429	11	132917	7616	692	75	869288	39039	521
35	S10 BLAZ	430	9	198550	11542	1282	37	805973	45423	1228
36	SUB/URLA	431	3	86264	6376	2125	17	446145	27841	1638
37	LD 1500	432	15	258310	8994	600	67	1144303	27382	409
38	LD 25-35	433					1	18300	1480	1480
39	MED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS-RET (LINES 30-41)		63	1117047	53442	848	316	5611947	274572	869
43	CONTACT DIVISION	437	37	592061	20067	542	219	3554513	112600	514
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL FLEET (LINES 43-45)		37	592061	20067	542	219	3554513	112600	514
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)		100	1709108	73509	735	535	9166460	387172	724
51										
52	GM PROT. PLANS	443		77	5653		198	181830	72386	366
53	OTHER PLANS	444	21	16410	4018	191	76	64694	19566	257
54	TOTAL PROT. PLANS (LINES 52 & 53)			16487	9671	288		246524	91952	360
55										
56	NEW F & I INCOME (PAGE 4, LINE 36)			20455	-1204	-3		276779	197457	107
57										
58	W OTH. AUTO	445		19241				92853	11432	6
59										
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)		362	5315683	306256	846	1849	27083200	1615925	874

VAR. OPER. CONTINUED	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	446	102	781507	129754	272	425	3256345	596463	403	1
USED CARS RETAIL-RECOND	647							-20178	47	2
USED CARS WHOLESALE	348	38	101053	-950	-25	234	724785	-56627	-242	3
ADJ. USED CAR INVENT. CONV	649							-133		4
TOTAL USED CARS (LINES 1 THRU 4)		140	882560	128804	920	659	3981130	519525	788	5
USED TRUCKS RETAIL	450	47	509656	67606	438	199	2037271	306179	539	6
USED TRUCKS RETAIL-RECOND	651							-7656	38	7
USED TRUCKS WHOLESALE	452	16	86758	-432	-27	76	458038	-20102	-265	8
ADJ. USED TRUCK INVENT. CONV	653									9
TOTAL USED TRUCKS (LINES 6 THRU 9)		63	596414	67174	1066	275	2495309	278421	1012	10
GM PLANS-PROT.	454	1	1458	-4994	PH	54	56283	12606	293	11
OTHER PLANS-PROT.	455	47	37395	14818	315	130	110670	49856	384	12
TOTAL PROT. PLANS (LINES 11 THRU 12)			38853	9824	48		166953	62462	67	13
USED P & A INCOME (PAGE 4 LINE 4)			11257	-8404	-41		114428	27138	29	14
USED OTHER AUTO	456		233164	71579	383		881483	211423	226	15
TOTAL USED VEH. (LINES 10 THRU 15)		203	1762248	268977	1325	934	7639303	1098969	1177	16
TOTAL NEW & USED (LINES 16 THRU 17)		565	7077931	575233	589	2783	34722503	2714894	468	17
TOTAL VAR. (PAGE 4 LINE 5)			136589	30573	PNUS		682098	155723	PNUS	18
TOTAL VARIABLE (LINES 18 THRU 19)			7214520	605806	673		35404601	2870617	553	19
FIXED OPERATIONS	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	35690	241366	763		183122	123566	736		20
CUSTOMER LABOR- TRUCKS	461	17417	119636	869		74243	508336	847		21
WARRANTY CLAIM LABOR	462	23353	168737	225		141872	102160	7201		22
INTERNAL LABOR	463	48217	333986	927		238814	161853	8777		23
NEW EMPLOYE INSPECTION LABOR	464	30503	247618	118		146963	119893	8158		24
ADJ. COST OF LABOR SALES	665		3281				12236			25
SUB TOTAL (LINES 22 THRU 27)		153180	114412	7373		785014	570331	7265		26
SUBLET REPAIRS	466	4915	9211	1874		21821	38671	1772		27
P & A CUSTOMER CAR & TRUCKS	467	41125	77811	1892		197309	441202	2236		28
P & A CUSTOMER TRUCK & CAR	468	14793	38812	2624		71158	176002	2473		29
TOTAL MECHANICAL (LINES 28 THRU 31)		216013	126995	5879		1075302	635918	5914		30
CUSTOMER LABOR- CARS	470	34008	206016	6058		198700	120638	6071		31
CUSTOMER LABOR- TRUCKS	471	20542	125486	108		83592	503926	6028		32
WARRANTY CLAIM LABOR	472	23265	183757	898		115654	904447	820		33
INTERNAL LABOR	473	8243	49346	5986		43125	266246	174		34
ADJ. COST OF LABOR SALES	675		-2439				793			35
SUB TOTAL (LINES 32 THRU 37)		86058	540196	6277		441071	288891	6550		36
SUBLET REPAIRS	476	3644	6091	1671		19239	31661	1646		37
P & A CUSTOMER CAR & TRUCKS	477	31288	57731	1845		166147	282981	1703		38
P & A CUSTOMER TRUCK & CAR	478	15784	27971	1772		76586	139031	1815		39
PAINT & BODY SHOP MATERIALS	479	14989	41712	2783		79285	211652	669		40
TOTAL BODY SHOP (LINES 38 THRU 42)		151763	673691	439		782328	355423	4543		41
TOTAL SERVICE DEPT. (LINES 32 THRU 43)		367776	194364	5285		1857630	991341	6337		42
WARRANTY CLAIMS	480	52307	92511	1769		306971	624062	2033		43
INTERNAL	481	82119	204142	2486		418725	984472	351		44
COUNTER-RETAIL	482	20464	89128	355		98329	435624	430		45
WHOLESALE	483	411646	508851	236		1803085	239431	1328		46
WHOLESALE PARTS COMPENSATION	686									47
STOCK ORDER ALLOWANCE	687		30518				150561			48
ADJUSTMENT P & A INVENT. CONV	688		4545				80285			49
TOTAL P & A (LINES 44 THRU 52)		566536	124525	2198		2627110	674692	2568		50
TIRES	490		-9							51
GAS OIL & GREASE	491	61	2439	34		473	1042	199		52
MISCELLANEOUS	492	3				140	9	643		53
TOTAL OTHER (LINES 54 THRU 58)		64	1523	44		613	113	843		54
TOTAL P & A DEPT. (LINES 53 THRU 57)		566600	124540	2198		2627723	674805	2568		55
TOTAL FIXED (LINES 44 THRU 58)		934376	318904	8413		4485353	1666146	8715		56
TOTAL ALL DEPTS. (LINES 19 THRU 58)		8148896	924710	1135	289	39889954	4536763	1137		57

LEASE AND

LEASE AND RENTAL OPERATIONS		OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
		MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	500	16332	277	85391	1400			
2	COST OF SALES	505							
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16332	277	85391	1400			
4	INTEREST	723	2142	36	10169	167			
5	DEPRECIATION	721	11329	192	56879	932	374	2009	
6	INSURANCE	722							
7	LICENSE, TITLE & TAXES	723							
8	MAINTENANCE & REPAIRS	724							
9	SERVICE CHARGES	725	166	3	3014	49			
10	GASOLINE	726	580	10	1909	31			
11	RENT-SUBLET UNITS	727							
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		14217	241	71971	1180	374	2009	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2115	36	13420	220	-374	-2009	
14	INCOME AND SALES	510	92778	462	440127	2223	590	590	42892145
15	COST OF SALES	515							
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		92778	462	440127	2223	590	590	42892145
17	INTEREST	723	9520	47	46579	235	18	18	100 50
18	DEPRECIATION	721	57822	288	289481	1462			
19	INSURANCE	722							
20	LICENSE, TITLE & TAXES	723	3809	19	12563	63			
21	MAINTENANCE & REPAIRS	724							
22	SERVICE CHARGES	725	2236	11	12798	65			
23	GASOLINE	726							
24	RENT-SUBLET UNITS	727	542	3	5866	30			
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		73929	368	367287	1855	18	18	100 50
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		18849	94	72840	368	572	572	41892095
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		20964	81	86260	333	198	198	2180 090
28	BEGINNING BALANCE	C/T	60	201	EFFECTIVE UNITS		1		EFFECTIVE UNITS
29	ENDING BALANCE	C/T	59	201	61 198		1		2

FINANCE AND INSURANCE ACTIVITY		MONTH				YEAR - TO - DATE			
		CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT
3	FINANCE INCOME-NEW	808	111	19953	-432	-4	561	275080	162293
4	INSURANCE COMMISSIONS EARNED-NEW	807	19	502	502	26	69	1699	1699
5	REPOSESSION LOSSES-NEW	853			(1274			(-33465	
6	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			20455	-1204			276779	197457
7	FINANCE INCOME-USED	808	70	9615	9615	137	353	106064	106064
8	INSURANCE COMMISSIONS EARNED-USED	809	46	1642	1642	36	149	8364	8364
9	REPOSESSION LOSSES-USED	854			(19661			(87290	
10	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			11257	-8404			114428	27138
11	TOTAL F & I INCOME (LINES 36 AND 40)			31712	-9608			391207	224595

SUPPLEMENTAL INVENTORY ANALYSIS									
INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		ACCUMULATED LIFO WRITE DOWN	
		ACCT	GM	CONTRACT DIVISION	GM-OTHER	OTHER	TOTAL		
6	NEW: DEMOS	230		47			47	614330	
7	CARS			47			47		
8	TRUCKS								
9	NEW CARS	231		367			367	4475588	1454309
10	NEW TRUCKS	237		404			404	7348012	1221356
11	OTHER AUTO	238							
12	USED:			TOTAL UNITS	OVERAGE:	UNITS	AMOUNT		
13	CARS	240		188	OVER 30 DAYS	79	483153	962163	
14	TRUCKS	241		84	OVER 60 DAYS	24	280689	819741	
15	RTS AND ACCESSORIES	242					290	1556663	132333
16	OTHER INVENTORIES	243, 244, 245, 252 TO						29798	
TOTALS (LINES 47 THRU 57)								15806295	2807998

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO.
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
19612	577	114544	8273					7152		31359		1
												2
19612	577	114544	8273					7152		31359		3
2201	65	11415	326									4
9428	277	42678	219									5
2634	77	14592	417									6
		488	14									7
735	22	4717	135									8
												9
89	3	767	22									10
												11
15087	444	74657	2133									12
4525	133	39887	1140					7152		31359		13
125	31	6388	1597									14
												15
125	31	6388	1597									16
376	94	1649	412									17
1582	396	6684	1671									18
379	95	1798	450									19
												20
54	14	220	55									21
												22
												23
												24
2391	598	10351	2588									25
-2266	-567	-3963	-991									26
2259	59	35924	921					7152		31359		27
35	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
34	4	35	4									29

DEALERSHIP PERSONNEL COUNT									LINE NO.
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	31
SUPERVISORS	6	7	2	2	1	1		19	32
VEHICLE, SERVICE & PARTS SALESPERSONS	34	16	2					52	33
TECHNICIANS				19	10			29	34
CLERICAL	9	9	2	3	2	2		27	35
OTHERS	13	7	2	15	4	22		63	36
TOTAL (LINES 33 THRU 36)	62	39	8	39	17	25	2	192	37
TOTAL HIRED V.T.C.	45	33	2	9	6	9		104	38
TOTAL TERMINATED V.T.C.	33	27	2	7	4	6		79	39

DEALERSHIP CUSTOMER RECEIVABLES							LINE NO.
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES	162465	162465					40
210 OTHER							41
220 VEHICLES	5531843	5196291	293228	39806	2518		42
220 L & P	315066	6043	166789	61522	80712		43
220 SERVICE & PARTS	679044	510061	104318	24450	40215		44
220 OTHER	292035	243196	7031	10063	31743		45
TOTAL CUSTOMER REC.	6980451	6118056	571366	135841	155188		46
300 A/P DEBIT BAL.							47
340 LESS ALLOW. FOR DOUBTFUL ACCTS	240138						48
NET CUSTOMER REC.	6740313						49
MEMO ITEMS							50
CASH SALES SERVICE & PARTS	254659						51
76 INTEREST F.R. PLAN-NEW	39883						52
76 INTEREST-OTHER	6075						53
76 INT. P.L. PLAN NEW PER UNIT	40						54

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT	LINE NO.
1424330				55
29798			291	56
12998297				57

OPERATING REPORT

LINE NO.	CONTACT	CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP	
		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1	DEALER NUMBER											
2	1141326											
3	FROM 01 JAN 1993											
4	THRU 30 APR 1993											
5	DEALER NAME R. K. CHEVROLET											
6	ADDRESS 2661 VIRGINIA REACH BLVD.											
7	CITY & STATE VIRGINIA REACH, VA											
8	ASSETS											
9	CASH ON HAND	200	17053									
10	CASH IN BANK	201	-801461									
11	CONTRACTS IN TRANSIT	205	1989277									
12	TOTAL CASH AND CONTRACTS (LINES 9 & 11)		1204869									
13	TOTAL RECEIVABLES (PAGE 4 LINE 54)	210	6625510									
14	DEMONSTRATORS (PAGE 4 LINE 46)	230	624327									
15	NEW CARS (PAGE 4 LINE 49)	231	2086857									
16	NEW TRUCKS (PAGE 4 LINE 50)	237	5379901									
17	OTHER AUTOMOTIVE (PAGE 4 LINE 51)	238										
18	USED CARS (PAGE 4 LINE 53)	240	887823									
19	USED TRUCKS (PAGE 4 LINE 54)	241	722995									
20	PARTS AND ACCESSORIES (PAGE 4 LINE 55)	242	1341333									
21	TIRES	243										
22	GAS, OIL AND GREASE	244	-189									
23	PAINT AND BODY SHOP MATERIALS	245	4353									
24	SUBLET REPAIRS	246	-1670									
25	WORK IN PROCESS-LABOR	247	9215									
26	OTHER	252										
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258	20997									
28	TOTAL INVENTORIES (LINES 14 THRU 27)		11075942									
29	SECURITIES	260	7500									
30	FACTORY RECEIVABLES	261	421113									
31	DUE FROM FINANCE COMPANIES	262	592633									
32	WARRANTY CLAIMS	263	80540									
33	INSURANCE COMMISSIONS RECEIVABLE	264	25801									
34	PREPAID EXPENSES, TAXES	270										
35	INSURANCE	271										
36	OTHER	274	25523									
37	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)		20059431									
38	★ DRIVER TRAINING VEHICLES	275										
39	★ LEASE AND RENTAL UNITS	308	2679335									
40	★ L & R ACCUMULATED DEPRECIATION \$	1462310										
41	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)		22738766									
42	LIABILITIES											
43	CASH IN BANK CREDIT BALANCE	202										
44	ACCOUNTS PAYABLE-TRADE CREDITORS	300	1242366									
45	ACCOUNTS RECEIVABLE CREDIT BALANCE	220										
46	CUSTOMER DEPOSITS	220										
47	WARRANTY CLAIMS ADVANCE	305	44782									
48	NOTES PAYABLE-NEW VEH. & DEMOS	310	16701031									
49	NOTES PAYABLE-LEASE & RENTAL UNITS	312	2209073									
50	NOTES PAYABLE-OTHER	314	1123810									
51	★ MEMO. DELAYED PAYMENTS-ACCT. 310		4492066									
52	INTEREST PAYABLE	320	89211									
53	SALARIES, WAGES & COMMISSIONS PAYABLE	321	229617									
54	INSURANCE PAYABLE	322	3000									
55	PAYROLL TAXES PAYABLE	323	4540									
56	SALES TAXES PAYABLE	324	110991									
57	OTHER TAXES PAYABLE	325	191961									
58	INCOME TAXES PAYABLE	327										
59	EMPLOYEE'S BONUSES PAYABLE	328										
60	OWNER'S BONUSES PAYABLE	329										
61	PENSION FUND PAYABLE	330	9143									
62	OTHER PAYABLES	331	40152									
63	TOTAL CURRENT LIABILITIES (LINES 43 THRU 62)		21999677									
64	LONG TERM DEB	334										
65	TOTAL (LINES 63 THRU 64)		21999677									
66	MORTGAGES PAYABLE-REAL ESTATE	335	575000									
67	TOTAL LIABILITIES (LINES 63 THRU 67)		22574677									
68	★ QUALIFIED L.T.D. \$		3,547,087									
69	★ ASSET L.C. - LAB L.C. - C.L.T.D. L.C. - TOT. L.F.D. PG. 4 L.SB.											
70	STANDARD \$											
71	PROFIT OR LOSS SUMMARY											
72	NEW UNITS	264	147264									
73	PROFIT OR LOSS	346	183903									
74		394	108101									
75		483	312029									
76	TOTALS (LINES 72 THRU 75)		1105622									
77	★ MEMO: COMPANY VEHICLES CARS 8 TRUCKS											
78	LIFE INSURANCE-CASH VALUE	291	94000									
79	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293										
80	NOTES & ACCOUNTS RECEIVABLE-OTHER	294										
81	OTHER INVESTMENTS & MISCELLANEOUS ASSETS	296	58360									
82	TOTAL OTHER ASSETS (LINES 78 THRU 81)		152360									
83	TOTAL ASSETS (LINES 42, 53 & 82)		23996748									
84	NET WORTH											
85	CAPITAL STOCK & ADD'L PAID IN CAPITAL	360	191000									
86	RETAINED EARNINGS	370	479774									
87	DIVIDENDS	375										
88	INVESTMENTS	380										
89	DRAWINGS	390										
90	PROFIT OR LOSS	399	751297									
91	TOTAL (LINES 84 THRU 90)		1422071									
92	ASSETS AND NET WORTH (LINES 83 & 91)		23996748									

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO
NET SALES (PAGE 3, LINE 60)		9614235		31741053		1
GROSS PROFIT (PAGE 3, LINE 60)		1012124	053	3612059	138	2
VARIABLE	EXPENSES		PNUS		PNUS	3
	COMPENSATION-VEHICLE AND L & R SALESPEOPLE	11	139657	289	446105	300
	DELIVERY EXPENSE	13	773	2	4299	3
	POLICY WORK-VEHICLES	15	8679	18	34297	23
TOTAL VARIABLE (LINES 4 THRU 7)			149109	309	484701	326
PERSONNEL	SALARIES-OWNERS	20	22000	23	88000	28
	SALARIES-SUPERVISION	21	136193	142	471740	149
	SALARIES-CLERICAL	22	38271	40	168084	53
	OTHER SALARIES AND WAGES	23	79530	83	302516	95
	ABSENTEE COMPENSATION	24	3110	3	11438	4
	TAXES-PAYROLL	25	36699	38	165575	52
	EMPLOYEE BENEFITS	27	2357	2	41547	13
	PENSION FUND	29	-2515	-3	9970	3
TOTAL PERSONNEL (LINES 8 THRU 16)			315645	328	1258870	397
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33				18
	COMPANY VEHICLE EXPENSE	51	11908	12	48850	15
	OFFICE SUPPLIES AND EXPENSES	60	6069	6	29813	9
	OTHER SUPPLIES	61	5187	5	27567	9
	ADVERTISING	65	86196	90	313667	99
	CONTRIBUTIONS	66	2060	2	6898	2
	POLICY WORK-PARTS AND SERVICE	67	4691	5	17359	5
	OUTSIDE SERVICES-DATA PROCESSING	68	27964	29	114190	36
	OUTSIDE SERVICES-OTHER	69	23812	25	109776	35
	TRAVEL AND ENTERTAINMENT	70	4450	5	31411	10
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	2446	3	9156	3
	LEGAL AND AUDITING EXPENSE	72	3165	3	47784	15
	TELEPHONE AND TELEGRAPH	74	9753	10	33555	11
	TRAINING EXPENSE	75	7166	7	27960	9
	INTEREST-NOTES PAYABLE & OTHER	76	30191	31	109226	34
	MISCELLANEOUS EXPENSE	77	5268	5	18133	6
						34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		230326	240	945345	298
FIXED	RENT	80	54189	56	211810	67
	AMORTIZATION-LEASE-HOLDS	81	4960	5	19840	6
	REPAIRS-REAL ESTATE	82	8977	9	23313	7
	DEPRECIATION-BLDGS. & IMPROVEMENTS	83				39
	TAXES-REAL ESTATE	84	2900	3	11600	4
	INSURANCE-BLDGS. & IMPROVEMENTS	85				41
	INTEREST-MORTGAGES	86				42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		71026	74	266563	84
	HEAT, LIGHT, POWER AND WATER	87	15121	16	56046	18
	INSURANCE-OTHER	88	11091	12	77016	24
	TAXES-OTHER	89	3744	4	19174	6
	REPAIRS-EQUIPMENT	90	115	0	1767	1
FIXED	DEPRECIATION-EQUIPMENT	91	18971	20	75884	24
	EQUIPMENT RENTAL	92			2333	1
	TOTAL FIXED (LINES 43 THRU 49)		120068	125	498783	157
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		666039	693	2702998	852
TOTAL EXPENSES (LINES 8 & 51)			815148	848	3187699	1004
OPERATING PROFIT OR LOSS (LINE 2 MINUS 52)			196976	205	424360	134
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)			115057	120	444391	140
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES			312033	325	868751	274
BONUSES-EMPLOYEES		97			42453	13
BONUSES-OWNERS		98			75000	24
NET PROFIT OR LOSS BEFORE INCOME TAXES			312033	325	751298	237
INCOME TAXES		99	4		1	
NET PROFIT OR LOSS AFTER INCOME TAXES			312029	325	751297	237

DEPARTMENTAL PROFITABILITY

LINE		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 32)
1	NET SALES	6932373	21767513	1608791	5877055	147710	545508	242977
2	GROSS PROFIT	353423	1309470	262342	829993	41170	125149	149445
3	EXPENSES							
4	COMPENSATION AND : & R SALES PEOPLE	11	76963	259463	59196	174561	3498	12081
5	DELIVERY EXPENSE	13	773	4154		145		
6	POLICY WORK-VEHICLES	15	7534	29541	1145	4707		49
7								
8	TOTAL VARIABLE (LINES 4 THRU 7)		85270	293158	60341	179413	3498	12130
9	SALARIES-OWNERS	20				4000	16000	
10	SALARIES-SUPERVISION	21	59083	202345	40122	137319	10681	39123
11	SALARIES-CLERICAL	22	9595	44536	8764	40547	2046	7877
12	OTHER SALARIES AND WAGES	23	9727	40075	5611	22255	1604	7652
13	ABSENTEE COMPENSATION	24				1141		43
14	TAXES-PAYROLL	25	11987	64207	7655	30746	1309	5539
15	EMPLOYEE BENEFITS	27	1685	17707	1357	17325	-352	-1782
16	PENSION FUND	29	-581	4476	-1339	903	151	690
17	TOTAL PERSONNEL (LINES 9 THRU 16)		91496	373346	62170	250236	19439	75142
18	USED VEHICLE MAINTENANCE EXPENSE	33						
19	COMPANY VEHICLE EXPENSE	51	1884	7261	1805	9553	-249	-498
20	OFFICE SUPPLIES AND EXPENSES	60	1479	7273	1345	5834	293	1189
21	OTHER SUPPLIES	61	3119	6095	796	5247	145	221
22	ADVERTISING	65	24549	98677	38270	141713	1239	2842
23	CONTRIBUTIONS	66	680	2276	618	2069		350
24	POLICY WORK, PARTS AND SERVICE	67						1962
25	C. SIDE SERVICES-34-A PROCESSING	68	9228	37493	8389	34119		4754
26	C. SIDE SERVICES-34-B	69	8337	34090	6111	28044	1111	5392
27	TRAVEL AND ENTERTAINMENT	70	2776	14469	672	7472		293
28	MEMBERSHIPS, DUES AND PUBLICATIONS	71	808	2709	734	2274		434
29	LEGAL AND AUDITING EXPENSE	72	460	15071	419	13701	1750	2079
30	TELEPHONE AND TELEGRAPH	74	2942	10325	2675	9386	782	1987
31	TRAINING EXPENSE	75	3002	9316	2631	6607		1051
32	INTEREST-NOTES PAYABLE AND OTHER	76	24093	67407	4345	37914		806
33	MISCELLANEOUS EXPENSE	77	3277	4042	312	559		640
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)		86634	316504	69122	304492	5071	13939
36	RENT	80	16500	64020	15000	58200	3000	12000
37	AMORTIZATION-LEASEHOLDS	81	1637	6547	1488	5952		843
38	REPAIRS-REAL ESTATE	82	2377	5319	1421	2482		4251
39	DEPRECIATION-BLDGS IMPROVEMENTS	83						
40	TAXES-REAL ESTATE	84	957	3828	870	3480		493
41	INSURANCE-BLDGS. & IMPROVEMENTS	85						
42	INTEREST-MORTGAGES	86						
43	SUB-TOTAL NEW OR EQUIPMENT (LINES 36 THRU 42)		21471	79714	18779	70114	3000	12000
44	HEAT, LIGHT, POWER AND WATER	87	4847	18031	4406	16392	433	1406
45	INSURANCE-OTHER	88	3294	38209	4097	18662		1700
46	TAXES-OTHER	89	1074	5846	985	4792	717	2866
47	REPAIRS-EQUIPMENT	90						20
48	DEPRECIATION-EQUIPMENT	91	6070	24280	5692	22768		3415
49	RENTAL	92		2333				
50	TOTAL FIXED (LINES 43 THRU 49)		36756	168413	33959	132728	4150	16272
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		214886	858263	163251	487456	28660	105353
52	TOTAL EXPENSES (LINES 3 & 51)		300156	1151421	225592	866869	32158	117483
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)		53267	158249	36750	-36876	9012	7666
54	PRORATION OF G & A		5760	23040	5400	21600		3060
55	DEPT. PROFIT OR LOSS AFTER PRORATION		47507	135209	31350	-58476	9012	7666
56	ADDITIONS TO INCOME							
	AD DEBTS RECOVERED	902	594	6770	ADJUSTMENT FOR DOUBTFUL ACCOUNTS	953	8110	12163
58	OTHER INCOME	905	122464	481435	OTHER DEDUCTIONS	955	-109	31651
59								
60	NET ADDITIONS AND DEDUCTIONS, TOTAL ADDITIONS						115057	444391

Y

PAGE 2

L. DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
859288	158653	630567	523731	2061122				1
508925	76476	288056	129268	550266				2
								3
								4
								5
								6
								7
								8
					18000	72000		9
25514	9869	39772	8912	27667				10
38138	4791	18930	4194	18056				11
75223	5277	17051	36750	140260				12
7392	508	1645	522	1217				13
31459	3877	17843	3884	15781				14
2765	-186	2705	-35	2827				15
2459	-382	656	-260	786				16
182950	23754	98602	53967	206594	18000	72000		17
								18
3427	148	1853	7729	27254				19
8252	493	2194	1697	5071				20
7743	233	6419	353	1842				21
30757	3834	7132	9583	32546				22
1173	227	759	185	621				23
7228	2729	9401		730				24
19122	3076	12373	2517	11083				25
24139	2449	10458	1536	7653				26
4283	458	2771	168	2123				27
2042	269	834	219	863				28
7764	173	5059	126	4110				29
5319	981	3442	857	3096				30
7608	165	2550	317	1879				31
1794	521	1161	426	950				32
2753	137	1514	902	9265				33
								34
133404	15893	67920	26615	109086				35
33070	5500	21340	5689	23180				36
3373	546	2182	446	1786				37
9377	533	4841	395	1294				38
								39
1972	319	1276	261	1044				40
								41
								42
47792	6898	29639	6791	27304				43
9289	1616	6010	1322	4918				44
9256	1100	5989	900	4900				45
2605	288	1686	235	1379				46
20	72	767	23	980				47
13660	1897	7588	1897	7588				48
								49
82622	11871	51679	11168	47069				50
398976	51518	218201	91750	362749	18000	72000		51
398976	51518	218201	91750	362749	18000	72000		52
109949	24958	69855	37518	187517				53
12240	1980	7920	1800	7200				54
97709	22978	61935	35718	180317				55
REPAIR ORDERS RECEIVED	MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED	MONTH	YEAR-TO-DATE			56
MECHANICAL CARS	536	1874	BODY SHOP-TRUCKS	52	149			57
MECHANICAL TRUCKS	194	658	INTERNAL	1868	6125			58
BODY SHOP CARS	83	365	WARRANTY CLAIM	593	2042			59
TOTAL REPAIR ORDERS RECORDED LINES 57-59				3326	11213			60

295

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	A/C	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400	1	19983	1521	1521	5	80988	4371	874
2	LUMINA	401	3	54431	2805	935	12	194470	11282	940
3	CELE/MC	402								
4	BERETTA	403					3	45192	4011	1337
5	CORSICA	404	2	26419	257	129	8	104418	894	112
6	CAMARO	405	6	127416	21192	3532	12	243368	40305	3359
7	CAVALIER	406	49	560736	52668	1075	143	1620657	118697	830
8	CORVETTE	407	4	130813	3539	885	18	609454	25050	1392
9	PRIZM/NO	408	14	186942	19806	1415	52	671945	39951	768
10	G SPECTR	409	7	97618	9089	1298	18	237123	14520	807
11	GEO METR	410	22	202202	25875	1176	88	743299	51423	584
12		411								
13		412								
14		413								
15		414								
16	PEUGEOT	415								
17	CHARADE	416								
18	SUBARU	417	11	150381	12385	1126	32	447201	29660	927
19		418								
20	TOTAL NEW CARS-RETAIL (LINES 1-19)		119	1556941	149137	1253	391	4998115	340164	870
21	CONTACT DIVISION	419	222	2911784	111679	503	661	8752075	363468	550
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS-RETAIL (LINES 21-23)		222	2911784	111679	503	661	8752075	363468	550
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		341	4468725	260816	765	1052	13750190	703632	669
29										
30	G-VAN	425	11	267817	16469	1497	46	1095572	82091	1785
31	M VANS	426	5	101153	5246	1049	19	357187	8202	432
32	LUMINA A	427	3	54430	1260	420	9	159686	5941	660
33	TRACKER	428	8	102434	7980	998	20	274486	18260	913
34	S10 P/U	429	13	157160	10473	806	64	736371	31423	491
35	S10 BLAZ	430	4	92084	6974	1744	28	607423	33881	1210
36	SUB/VBLA	431	4	106046	5034	1259	14	359881	21466	1533
37	D 1500	432	12	209224	5780	482	52	885992	18388	354
38	D 25-35	433					1	18300	1480	1480
39	ED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS-RETAIL (LINES 40-41)		60	1090348	59216	987	253	4494898	221132	874
43	CONTACT DIVISION	437	82	1320064	38413	468	182	2962452	92533	508
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL NEW TRUCKS-RETAIL (LINES 43-45)		82	1320064	38413	468	182	2962452	92533	508
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)		142	2410412	97629	688	435	7457350	313665	721
51										
52	GM PROT. PLANS	443	11	9979	2003	182	198	181753	66733	337
53	OTHER PLANS	444	14	11998	2002	143	55	48285	15548	283
54	TOTAL GM PROT. PLANS (LINES 52 & 53)			21977	4005	165		230038	82281	165
55										
56	NEW F & I INCOME (PAGE 4, LINE 36)			12676	-9027	-19		256323	198660	134
57										
58	NEW OTH AUTO	445		18583				73612	11432	8
59										
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)		483	6932373	353423	732	1487	21767513	1309670	881

VAR. OPER. CONTINUED	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PLUS	UNITS SOLD	SALES	GROSS PROFIT	PLUS	
USED CARS RETAIL	446	91	688336	140407	543	323	2474838	466709	445	1
USED CARS RETAIL-RECOND	447			-4717	52			-20178	62	2
USED CARS WHOLESALE	448	59	173395	-6979	-118	196	623732	-55677	-284	3
ADJ. USED CAR INVENTORY	449			-133				-133		4
TOTAL USED CARS (LINES 446-449)		150	861731	128578	857	519	3098570	390721	753	5
USED TRUCKS RETAIL	450	32	364865	59685	1865	152	1527613	238573	1570	6
USED TRUCKS RETAIL-RECOND	451			-1401	44			-7656	50	7
USED TRUCKS WHOLESALE	452	21	107735	-3627	-173	60	371280	-19670	-328	8
ADJ. USED TRUCK INVENTORY	453									9
TOTAL USED TRUCKS (LINES 450-453)		53	472600	54657	1031	212	1898895	211247	996	10
GM PLANS-PROT.	454	5	5722	-1033	-207	53	54825	17600	-382	11
OTHER PLANS-PROT.	455	31	29189	12573	406	83	73275	35038	422	12
TOTAL PROT. PLANS (LINES 454-455)			34911	11540	57		128100	52638	72	13
USED & S. INCOME (PAGE 4)			18557	-3672	-18		103171	35543	49	14
USED OTHER AUTO	456		220992	71239	354		648319	139844	191	15
TOTAL USED VEH. (LINES 454-456)		203	1608791	262342	1292	731	5877055	829993	135	16
TOTAL NEW & USED (LINES 456-457)		686	8541164	615765	1275	2218	27644568	2139663	1439	17
TOTAL VAR. & R. (PAGE 4)			147710	41170	PNUS		545508	125149	PNUS	18
TOTAL VARIABLE (LINES 456-457)			8688874	656935	1360		28190076	2264812	1523	19
FIXED OPERATIONS	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	38555	257126	669		147432	992206	730		21
CUSTOMER LABOR- TRUCKS	461	17827	123086	904		56827	388706	840		22
WARRANTY CLAIM LABOR	462	34215	246187	7195		118519	852877	7196		23
INTERNAL LABOR	463	53823	373376	937		190597	1284556	740		24
NEW VEHICLE INSPECTION LABOR	464	38408	317338	262		116460	951338	169		25
ADJ. COST OF LABOR SALES	465		4078				8955			26
SUB TOTAL (LINES 460-465)		182828	1357867	7427		629835	4559207	239		27
SUBLET REPAIRS	466	3734	66717	86		16906	294617	743		28
P & A CUSTOMER CARS	467	39559	90752	294		156183	363392	237		29
P & A CUSTOMER TRUCKS	468	16856	39172	324		56364	137202	434		30
TOTAL MECHANICAL (LINES 466-468)		242977	149445	6151		859288	508925	5923		31
CUSTOMER LABOR- CARS	470	29679	178596	6017		164691	1000376	6074		32
CUSTOMER LABOR- TRUCKS	471	23184	135995	866		63050	378445	6002		33
WARRANTY CLAIM LABOR	472	25923	204557	891		92390	720707	801		34
INTERNAL LABOR	473	11372	70916	235		34883	216906	218		35
ADJ. COST OF LABOR SALES	475		2405				3232			36
SUB TOTAL (LINES 470-475)		90158	614096	811		355014	2348736	616		37
SUBLET REPAIRS	476	3299	56217	704		15595	25581	640		38
P & A CUSTOMER CARS	477	23387	31111	1330		134860	22525	1670		39
P & A CUSTOMER TRUCKS	478	23125	42581	841		60802	11106	1827		40
PAINT & BODY SHOP MATERIALS	479	18684	71368	819		64296	169942	643		41
TOTAL BODY SHOP (LINES 476-479)		158653	764764	820		630567	2880564	568		42
TOTAL SERVICE DEPT. (LINES 466-479)		401630	2259216	625		1489855	7969815	349		43
WARRANTY CLAIMS	480	77637	174252	244		254663	531552	2087		44
INTERNAL	481	78429	195802	497		336606	780342	318		45
COUNTER-RETAIL	482	21901	97314	443		77866	346504	450		46
WHOLESALE	483	345503	486121	407		1391439	188546	1355		47
WHOLESALE PARTS COMPENSATION	484									48
STOCK ORDER ALLOWANCE	487		29348				120043			49
ADJUSTMENT P & A INVENTORY	488		4545				75740			50
TOTAL P & A (LINES 480-488)		523470	1292412	469		2060574	5501682	670		51
TIRES	490						9			52
GAS OIL & GREASE	491	219	21	959		412	80	1942		53
MISCELLANEOUS	492	42	6	1429		136	9	662		54
TOTAL OTHERS (LINES 490-492)		261	27	1034		548	98	1788		55
TOTAL P & A DEPT. (LINES 480-492)		523731	1292682	468		2061122	5502662	670		56
TOTAL FIXED (LINES 460-492)		925361	3551898	838		3550977	1347247	794		57
TOTAL ALL DEPTS. (LINES 446-492)		9614235	1012124	1053		31741053	3612059	1138		58

LEASE AND

LINE NO.	DESCRIPTION	ACCT. NO.	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	500	16671	278	69058	1114				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		16671	278	69058	1114				
4	INTEREST	720	2104	35	8027	129				
5	DEPRECIATION	721	11953	199	45530	735	374		1635	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	55	1	2848	46				
10	GASOLINE	726	492	8	1329	21				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		14604	243	57754	932	374		1635	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2067	34	11304	182	-374		-1635	
14	INCOME AND SALES	510	90736	451	347349	1754	590	590	3699	1850
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		90736	451	347349	1754	590	590	3699	1850
17	INTEREST	730	9465	47	37059	187	21	21	82	41
18	DEPRECIATION	731	58201	290	231659	1170				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	175	1	8754	44				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	2823	14	10563	53				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	1961	10	5324	27				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		72625	361	293359	1482	21	21	82	41
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		18111	90	53990	273	569	569	3617	1809
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		20178	77	65294	251	195	195	1962	991
28	BEGINNING BALANCE	C/T	60	199	EFFECTIVE UNITS		1		EFFECTIVE UNITS	
29	ENDING BALANCE	C/T	60	201	62	198	1		2	

LINE NO.	DESCRIPTION	ACCT. NO.	MONTH				YEAR - TO - DATE			
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT
33	FINANCE INCOME-NEW	806	100	12248	-13610	-136	450	255127	162725	362
34	INSURANCE COMMISSIONS EARNED-NEW	807	16	428	428	27	50	1196	1196	24
35	REPOSESSION LOSSES-NEW	853			(-4155)				(-34739)	
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			12676	-9027			256323	198660	
37	FINANCE INCOME-USED	808	72	13269	13269	184	283	96449	96449	341
38	INSURANCE COMMISSIONS EARNED-USED	809	64	5288	5288	83	103	6722	6722	65
39	REPOSESSION LOSSES-USED	854			(22229)				(67628)	
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			18557	-3672			103171	35543	
41	TOTAL F & I INCOME (LINES 36 AND 40)			31233	-12699			359494	234203	

SUPPLEMENTAL INVENTORY ANALYSIS										
LINE NO.	INVENTORIES	ACCT. NO.	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN		
			GM	CONTACT DIVISION	GM-OTHER	OTHER				
46	NEW DEMOS	230	46				624327			
47	CARS						46			
48	TRUCKS									
49	NEW CARS	231	287				3541166	1454309		
50	NEW TRUCKS	237	373				6601257	1221356		
51	OTHER AUTO	238								
52	USED		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT				
53	CARS	240	182	OVER 30 DAYS	96	688828	887823			
54	TRUCKS	241	76	OVER 60 DAYS	21	216802	722995			
55	PARTS AND ACCESSORIES	242					1473666	132333		
56	OTHER INVENTORIES	243, 244, 245, 252 TO 254					25161			
298 TOTALS LINES 46 THRU 57							13876395	2807998		

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L I N E
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
26203	749	94932	2712					10974		24207		1
												2
26203	749	94932	2712					10974		24207		3
2259	65	9214	263									4
9428	269	33250	950									5
2877	82	11958	342									6
		488	14									7
1932	55	3981	114									8
												9
73	2	678	19									10
												11
16569	473	59569	1702									12
9634	275	35363	1010					10974		24207		13
2536	634	6263	1566									14
												15
2536	634	6263	1566									16
386	97	1273	318									17
1582	396	5102	1276									18
379	95	1419	355									19
												20
		166	42									21
												22
												23
												24
2347	587	7960	1990									25
189	47	-1697	-424									26
9823	252	33666	863					10974		24207		27
34	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
35	4	35	4									29

DEALERSHIP PERSONNEL COUNT								
POSITION	A	B	C	D	E	F	Z	TOTAL
OWNERS							2	2
SUPERVISORS	6	6		2	1	1		16
VEHICLE SERVICE & PARTS SALESPERSONS	38	16	2					56
TECHNICIANS				19	10			29
CLERICAL	10	9	4	3	2	1		29
OTHERS	10	6	2	15	4	22		59
TOTAL (LINES 33 THRU 38)	64	37	8	39	17	24	2	191
TOTAL MINUS Y-T-D	42	29	2	8	3	8		92
TOTAL TERMINATED Y-T-D	27	27	1	6	3	6		70

DEALERSHIP CUSTOMER RECEIVABLES						
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS	
210 VEHICLES	116754	116754				44
210 OTHER						45
220 VEHICLES	5610540	5450285	94543	24632	41080	46
220 L & R	277410	127957	56316	22526	70611	47
220 SERVICE & PARTS	550175	418814	50995	44526	35840	48
220 OTHER	322886	244201	33708	41967	3010	49
TOTAL CUSTOMER REC.	6877765	6358011	235562	133651	150541	50
300 A/P DEBIT BAL						51
340 LESS ALLOW FOR DOUBTFUL ACCTS	252255					52
NET CUSTOMER REC.	6625510					53
(LINES 45 THRU 50)						
(LINES 51 & 52 MINUS 53)						
MEMO ITEMS	MONTH	YEAR TO DATE				54
CASH SALES SERVICE & PARTS	259790	1002575				55
76 INTEREST P.L.R. PLAN NEW	24093	67408				56
76 INTEREST OTHER	6098	41817				57
76 INT P.L.R. PLAN NEW PER UNIT	25	21				58

INVENTORY AMOUNT
624327
2086857
5379901
887823
722995
1341333
25161
11068397

299

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP						
CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL									
DEALER NUMBER																	
1141326		DEALER NAME R. K. CHEVROLET															
FROM 01 JAN 1993		ADDRESS 2661 VIRGINIA BEACH BLVD.															
THRU 31 MAR 1993		CITY & STATE VIRGINIA BEACH, VA															
ASSETS				ACCT NO	AMOUNT				LIABILITIES				ACCT NO	AMOUNT			
CASH	CASH ON HAND			200	21527				ACCOUNTS	CASH IN BANK CREDIT BALANCE			202				
	CASH IN BANK			202	-899074					ACCOUNTS PAYABLE-TRADE CREDITORS			300	1441918			
	CONTRACTS IN TRANSIT			205	2068292					ACCOUNTS RECEIVABLE CREDIT BALANCE			220				
	TOTAL CASH AND CONTRACTS (LINES 7 & 9)				1190745					CUSTOMER DEPOSITS			220				
CURRENT INVENTORIES	TOTAL RECEIVABLES (PAGE 4 LINE 54)			210	3505066				LIABILITIES	WARRANTY CLAIMS ADVANCE			305	40876			
	DEMONSTRATORS (PAGE 4 LINE 46)			230	632782					NOTES PAYABLE-NEW VEH. & DEMOS			310	13141232			
	NEW CARS (PAGE 4 LINE 49)			231	1822949					NOTES PAYABLE-LEASE & RENTAL UNITS			312	2317697			
	NEW TRUCKS (PAGE 4 LINE 50)			237	4793457					NOTES PAYABLE-OTHER			314	1123810			
	OTHER AUTOMOTIVE (PAGE 4 LINE 51)			238						★ MEMO: DELAYED PAYMENTS-ACCT. 310							
	USED CARS (PAGE 4 LINE 53)			240	1105767					\$ 2085522							
	USED TRUCKS (PAGE 4 LINE 54)			241	721335					INTEREST PAYABLE			320				
	PARTS AND ACCESSORIES (PAGE 4 LINE 56)			242	1350473					SALARIES, WAGES & COMMISSIONS PAYABLE			321	91270			
	TIRES			243						INSURANCE PAYABLE			322				
	GAS, OIL AND GREASE			244						PAYROLL TAXES PAYABLE			323	33574			
OTHER ASSETS	PAINT AND BODY SHOP MATERIALS			245	15874				SALES TAXES PAYABLE			324	80061				
	SUBLET REPAIRS			246	2497				OTHER TAXES PAYABLE			325	159296				
	WORK IN PROCESS-LABOR			247	8460				INCOME TAXES PAYABLE			327					
	OTHER			252					EMPLOYEE'S BONUSES PAYABLE			328					
	MISCELLANEOUS ASSETS RECEIVED IN TRADE			258	9308				OWNER'S BONUSES PAYABLE			329					
	TOTAL INVENTORIES (LINES 14 THRU 27)				10462902				PENSION FUND PAYABLE			330	37405				
	SECURITIES			260	7500				OTHER PAYABLES			331	31543				
	FACTORY RECEIVABLES			261	316629				TOTAL CURRENT LIABILITIES (LINES 7 THRU 28)				19498682				
	DUE FROM FINANCE COMPANIES			262	728737				LONG TERM DEB			334					
	WARRANTY CLAIMS			263	72800				TOTAL (LINES 29 THRU 33)				18498682				
OTHER	INSURANCE COMMISSIONS RECEIVABLE			264	1850				MORTGAGES PAYABLE-REAL ESTATE			335	575000				
	PREPAID EXPENSES, TAXES			270					TOTAL LIABILITIES (LINES 34 THRU 37)				19073682				
	INSURANCE			271	-21018				QUALIFIED LTD S								
	OTHER			274	29806				DEALER \$ 3,208,270								
	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)				16295017				★ ASSET - L2 - L4B - C2 - D2 - D3 - D4 - D5 - D6 - D7 - D8 - D9 - D10 - D11 - D12 - D13 - D14 - D15 - D16 - D17 - D18 - D19 - D20 - D21 - D22 - D23 - D24 - D25 - D26 - D27 - D28 - D29 - D30 - D31 - D32 - D33 - D34 - D35 - D36 - D37 - D38 - D39 - D40 - D41 - D42 - D43 - D44 - D45 - D46 - D47 - D48 - D49 - D50 - D51 - D52 - D53 - D54 - D55 - D56 - D57 - D58 - D59 - D60 - D61 - D62 - D63 - D64 - D65 - D66 - D67 - D68 - D69 - D70 - D71 - D72 - D73 - D74 - D75 - D76 - D77 - D78 - D79 - D80 - D81 - D82 - D83 - D84 - D85 - D86 - D87 - D88 - D89 - D90 - D91 - D92 - D93 - D94 - D95 - D96 - D97 - D98 - D99 - D100 - D101 - D102 - D103 - D104 - D105 - D106 - D107 - D108 - D109 - D110 - D111 - D112 - D113 - D114 - D115 - D116 - D117 - D118 - D119 - D120 - D121 - D122 - D123 - D124 - D125 - D126 - D127 - D128 - D129 - D130 - D131 - D132 - D133 - D134 - D135 - D136 - D137 - D138 - D139 - D140 - D141 - D142 - D143 - D144 - D145 - D146 - D147 - D148 - D149 - D150 - D151 - D152 - D153 - D154 - D155 - D156 - D157 - D158 - D159 - D160 - D161 - D162 - D163 - D164 - D165 - D166 - D167 - D168 - D169 - D170 - D171 - D172 - D173 - D174 - D175 - D176 - D177 - D178 - D179 - D180 - D181 - D182 - D183 - D184 - D185 - D186 - D187 - D188 - D189 - D190 - D191 - D192 - D193 - D194 - D195 - D196 - D197 - D198 - D199 - D200 - D201 - D202 - D203 - D204 - D205 - D206 - D207 - D208 - D209 - D210 - D211 - D212 - D213 - D214 - D215 - D216 - D217 - D218 - D219 - D220 - D221 - D222 - D223 - D224 - D225 - D226 - D227 - D228 - D229 - D230 - D231 - D232 - D233 - D234 - D235 - D236 - D237 - D238 - D239 - D240 - D241 - D242 - D243 - D244 - D245 - D246 - D247 - D248 - D249 - D250 - D251 - D252 - D253 - D254 - D255 - D256 - D257 - D258 - D259 - D260 - D261 - D262 - D263 - D264 - D265 - D266 - D267 - D268 - D269 - D270 - D271 - D272 - D273 - D274 - D275 - D276 - D277 - D278 - D279 - D280 - D281 - D282 - D283 - D284 - D285 - D286 - D287 - D288 - D289 - D290 - D291 - D292 - D293 - D294 - D295 - D296 - D297 - D298 - D299 - D300 - D301 - D302 - D303 - D304 - D305 - D306 - D307 - D308 - D309 - D310 - D311 - D312 - D313 - D314 - D315 - D316 - D317 - D318 - D319 - D320 - D321 - D322 - D323 - D324 - D325 - D326 - D327 - D328 - D329 - D330 - D331 - D332 - D333 - D334 - D335 - D336 - D337 - D338 - D339 - D340 - D341 - D342 - D343 - D344 - D345 - D346 - D347 - D348 - D349 - D350 - D351 - D352 - D353 - D354 - D355 - D356 - D357 - D358 - D359 - D360 - D361 - D362 - D363 - D364 - D365 - D366 - D367 - D368 - D369 - D370 - D371 - D372 - D373 - D374 - D375 - D376 - D377 - D378 - D379 - D380 - D381 - D382 - D383 - D384 - D385 - D386 - D387 - D388 - D389 - D390 - D391 - D392 - D393 - D394 - D395 - D396 - D397 - D398 - D399 - D400 - D401 - D402 - D403 - D404 - D405 - D406 - D407 - D408 - D409 - D410 - D411 - D412 - D413 - D414 - D415 - D416 - D417 - D418 - D419 - D420 - D421 - D422 - D423 - D424 - D425 - D426 - D427 - D428 - D429 - D430 - D431 - D432 - D433 - D434 - D435 - D436 - D437 - D438 - D439 - D440 - D441 - D442 - D443 - D444 - D445 - D446 - D447 - D448 - D449 - D450 - D451 - D452 - D453 - D454 - D455 - D456 - D457 - D458 - D459 - D460 - D461 - D462 - D463 - D464 - D465 - D466 - D467 - D468 - D469 - D470 - D471 - D472 - D473 - D474 - D475 - D476 - D477 - D478 - D479 - D480 - D481 - D482 - D483 - D484 - D485 - D486 - D487 - D488 - D489 - D490 - D491 - D492 - D493 - D494 - D495 - D496 - D497 - D498 - D499 - D500 - D501 - D502 - D503 - D504 - D505 - D506 - D507 - D508 - D509 - D510 - D511 - D512 - D513 - D514 - D515 - D516 - D517 - D518 - D519 - D520 - D521 - D522 - D523 - D524 - D525 - D526 - D527 - D528 - D529 - D530 - D531 - D532 - D533 - D534 - D535 - D536 - D537 - D538 - D539 - D540 - D541 - D542 - D543 - D544 - D545 - D546 - D547 - D548 - D549 - D550 - D551 - D552 - D553 - D554 - D555 - D556 - D557 - D558 - D559 - D560 - D561 - D562 - D563 - D564 - D565 - D566 - D567 - D568 - D569 - D570 - D571 - D572 - D573 - D574 - D575 - D576 - D577 - D578 - D579 - D580 - D581 - D582 - D583 - D584 - D585 - D586 - D587 - D588 - D589 - D590 - D591 - D592 - D593 - D594 - D595 - D596 - D597 - D598 - D599 - D600 - D601 - D602 - D603 - D604 - D605 - D606 - D607 - D608 - D609 - D610 - D611 - D612 - D613 - D614 - D615 - D616 - D617 - D618 - D619 - D620 - D621 - D622 - D623 - D624 - D625 - D626 - D627 - D628 - D629 - D630 - D631 - D632 - D633 - D634 - D635 - D636 - D637 - D638 - D639 - D640 - D641 - D642 - D643 - D644 - D645 - D646 - D647 - D648 - D649 - D650 - D651 - D652 - D653 - D654 - D655 - D656 - D657 - D658 - D659 - D660 - D661 - D662 - D663 - D664 - D665 - D666 - D667 - D668 - D669 - D670 - D671 - D672 - D673 - D674 - D675 - D676 - D677 - D678 - D679 - D680 - D681 - D682 - D683 - D684 - D685 - D686 - D687 - D688 - D689 - D690 - D691 - D692 - D693 - D694 - D695 - D696 - D697 - D698 - D699 - D700 - D701 - D702 - D703 - D704 - D705 - D706 - D707 - D708 - D709 - D710 - D711 - D712 - D713 - D714 - D715 - D716 - D717 - D718 - D719 - D720 - D721 - D722 - D723 - D724 - D725 - D726 - D727 - D728 - D729 - D730 - D731 - D732 - D733 - D734 - D735 - D736 - D737 - D738 - D739 - D740 - D741 - D742 - D743 - D744 - D745 - D746 - D747 - D748 - D749 - D750 - D751 - D752 - D753 - D754 - D755 - D756 - D757 - D758 - D759 - D760 - D761 - D762 - D763 - D764 - D765 - D766 - D767 - D768 - D769 - D770 - D771 - D772 - D773 - D774 - D775 - D776 - D777 - D778 - D779 - D780 - D781 - D782 - D783 - D784 - D785 - D786 - D787 - D788 - D789 - D790 - D791 - D792 - D793 - D794 - D795 - D796 - D797 - D798 - D799 - D800 - D801 - D802 - D803 - D804 - D805 - D806 - D807 - D808 - D809 - D810 - D811 - D812 - D813 - D814 - D815 - D816 - D817 - D818 - D819 - D820 - D821 - D822 - D823 - D824 - D825 - D826 - D827 - D828 - D829 - D830 - D831 - D832 - D833 - D834 - D835 - D836 - D837 - D838 - D839 - D840 - D841 - D842 - D843 - D844 - D845 - D846 - D847 - D848 - D849 - D850 - D851 - D852 - D853 - D854 - D855 - D856 - D857 - D858 - D859 - D860 - D861 - D862 - D863 - D864 - D865 - D866 - D867 - D868 - D869 - D870 - D871 - D872 - D873 - D874 - D875 - D876 - D877 - D878 - D879 - D880 - D881 - D882 - D883 - D884 - D885 - D886 - D887 - D888 - D889 - D890 - D891 - D892 - D893 - D894 - D895 - D896 - D897 - D898 - D899 - D900 - D901 - D902 - D903 - D904 - D905 - D906 - D907 - D908 - D909 - D910 - D911 - D912 - D913 - D914 - D915 - D916 - D917 - D918 - D919 - D920 - D921 - D922 - D923 - D924 - D925 - D926 - D927 - D928 - D929 - D930 - D931 - D932 - D933 - D934 - D935 - D936 - D937 - D938 - D939 - D940 - D941 - D942 - D943 - D944 - D945 - D946 - D947 - D948 - D949 - D950 - D951 - D952 - D953 - D954 - D955 - D956 - D957 - D958 - D959 - D960 - D961 - D962 - D963 - D964 - D965 - D966 - D967 - D968 - D969 - D970 - D971 - D972 - D973 - D974 - D975 - D976 - D977 - D978 - D979 - D980 - D981 - D982 - D983 - D984 - D985 - D986 - D987 - D988 - D989 - D990 - D991 - D992 - D993 - D994 - D995 - D996 - D997 - D998 - D999 - D1000								
	★ DRIVER TRAINING VEHICLES			275					STANDARD S								
	★ LEASE AND RENTAL UNITS			303	2612237				DEALER \$ 3,208,270								
	★ L & R ACCUMULATED DEPRECIATION \$			1463287					★ ASSET - L2 - L4B - C2 - D2 - D3 - D4 - D5 - D6 - D7 - D8 - D9 - D10 - D11 - D12 - D13 - D14 - D15 - D16 - D17 - D18 - D19 - D20 - D21 - D22 - D23 - D24 - D25 - D26 - D27 - D28 - D29 - D30 - D31 - D32 - D33 - D34 - D35 - D36 - D37 - D38 - D39 - D40 - D41 - D42 - D43 - D44 - D45 - D46 - D47 - D48 - D49 - D50 - D51 - D52 - D53 - D54 - D55 - D56 - D57 - D58 - D59 - D60 - D61 - D62 - D63 - D64 - D65 - D66 - D67 - D68 - D69 - D70 - D71 - D72 - D73 - D74 - D75 - D76 - D77 - D78 - D79 - D80 - D81 - D82 - D83 - D84 - D85 - D86 - D87 - D88 - D89 - D90 - D91 - D92 - D93 - D94 - D95 - D96 - D97 - D98 - D99 - D100 - D101 - D102 - D103 - D104 - D105 - D106 - D107 - D108 - D109 - D110 - D111 - D112 - D113 - D114 - D115 - D116 - D117 - D118 - D119 - D120 - D121 - D122 - D123 - D124 - D125 - D126 - D127 - D128 - D129 - D130 - D131 - D132 - D133 - D134 - D135 - D136 - D137 - D138 - D139 - D140 - D141 - D142 - D143 - D144 - D145 - D146 - D147 - D148 - D149 - D150 - D151 - D152 - D153 - D154 - D155 - D156 - D157 - D158 - D159 - D160 - D161 - D162 - D163 - D164 - D165 - D166 - D167 - D168 - D169 - D170 - D171 - D172 - D173 - D174 - D175 - D176 - D177 - D178 - D179 - D180 - D181 - D182 - D183 - D184 - D185 - D186 - D187 - D188 - D189 - D190 - D191 - D192 - D193 - D194 - D195 - D196 - D197 - D198 - D199 - D200 - D201 - D202 - D203 - D204 - D205 - D206 - D207 - D208 - D209 - D210 - D211 - D212 - D213 - D214 - D215 - D216 - D217 - D218 - D219 - D220 - D221 - D222 - D223 - D224 - D225 - D226 - D227 - D228 - D229 - D230 - D231 - D232 - D233 - D234 - D235 - D236 - D237 - D238 - D239 - D240 - D241 - D242 - D243 - D244 - D245 - D246 - D247 - D248 - D249 - D250 - D251 - D252 - D253 - D254 - D255 - D256 - D257 - D258 - D259 - D260 - D261 - D262 - D263 - D264 - D265 - D266 - D267 - D268 - D269 - D270 - D271 - D272 - D273 - D274 - D275 - D276 - D277 - D278 - D279 - D280 - D281 - D282 - D283 - D284 - D285 - D286 - D287 - D288 - D289 - D290 - D291 - D292 - D293 - D294 - D295 - D296 - D297 - D298 - D299 - D300 - D301 - D302 - D303 - D304 - D305 - D306 - D307 - D308 - D309 - D310 - D311 - D312 - D313 - D314 - D315 - D316 - D317 - D318 - D319 - D320 - D321 - D322 - D323 - D324 - D325 - D326 - D327 - D328 - D329 - D330 - D331 - D332 - D333 - D334 - D335 - D336 - D337 - D338 - D339 - D340 - D341 - D342 - D343 - D344 - D345 - D346 - D347 - D348 - D349 - D350 - D351 - D352 - D353 - D354 - D355 - D356 - D357 - D358 - D359 - D360 - D361 - D362 - D363 - D364 - D365 - D366 - D367 - D368 - D369 - D370 - D371 - D372 - D373 - D374 - D375 - D376 - D377 - D378 - D379 - D380 - D381 - D382 - D383 - D384 - D385 - D386 - D387 - D388 - D389 - D390 - D391 - D392 - D393 - D394 - D395 - D396 - D397 - D398 - D399 - D400 - D401 - D402 - D403 - D404 - D405 - D406 - D407 - D408 - D409 - D410 - D411 - D412 - D413 - D414 - D415 - D416 - D417 - D418 - D419 - D420 - D421 - D422 - D423 - D424 - D425 - D426 - D427 - D428 - D429 - D430 - D431 - D432 - D433 - D434 - D435 - D436 - D437 - D438 - D439 - D440 - D441 - D442 - D443 - D444 - D445 - D446 - D447 - D448 - D449 - D450 - D451 - D452 - D453 - D454 - D455 - D456 - D457 - D458 - D459 - D460 - D461 - D462 - D463 - D464 - D465 - D466 - D467 - D468 - D469 - D470 - D471 - D472 - D473 - D474 - D475 - D476 - D477 - D478 - D479 - D480 - D481 - D482 - D483 - D484 - D485 - D486 - D487 - D488 - D489 - D490 - D491 - D492 - D493 - D494 - D495 - D496 - D497 - D498 - D499 - D500 - D501 - D502 - D503 - D504 - D505 - D506 - D507 - D508 - D509 - D510 - D511 - D512 - D513 - D514 - D515 - D516 - D517 - D518 - D519 - D520 - D521 - D522 - D523 - D524 - D525 - D526 - D527 - D528 - D529 - D530 - D531 - D532 - D533 - D534 - D535 - D536 - D537 - D538 - D539 - D540 - D541 - D542 - D543 - D544 - D545 - D546 - D547 - D548 - D549 - D550 - D551 - D552 - D553 - D554 - D555 - D556 - D557 - D558 - D559 - D560 - D561 - D562 - D563 - D564 - D565 - D566 - D567 - D568 - D569 - D570 - D571 - D572 - D573 - D574 - D575 - D576 - D577 - D578 - D579 - D580 - D581 - D582 - D583 - D584 - D585 - D586 - D587 - D588 - D589 - D590 - D591 - D592 - D593 - D594 - D595 - D596 - D597 - D598 - D599 - D600 - D601 - D602 - D603 - D604 - D605 - D606 - D607 - D608 - D609 - D610 - D611 - D612 - D613 - D614 - D615 - D616 - D617 - D618 - D619 - D620 - D621 - D622 - D623 - D624 - D625 - D626 - D627 - D628 - D629 - D630 - D631 - D632 - D633 - D634 - D635 - D636 - D637 - D638 - D639 - D640 - D641 - D642 - D643 - D644 - D645 - D646 - D647 - D648 - D649 - D650 - D651 - D652 - D653 - D654 - D655 - D656 - D657 - D658 - D659 - D660 - D661 - D662 - D663 - D664 - D665 - D666 - D667 - D668 - D669 - D670 - D671 - D672 - D673 - D674 - D675 - D676 - D677 - D678 - D679 - D680 - D681 - D682 - D683 - D684 - D685 - D686 - D687 - D688 - D689 - D690 - D691 - D692 - D693 - D694 - D695 - D696 - D697 - D698 - D699 - D700 - D701 - D702 - D703 - D704 - D705 - D706 - D707 - D708 - D709 - D710 - D711 - D712 - D713 - D714 - D715 - D716 - D717 - D718 - D719 - D720 - D721 - D722 - D723 - D724 - D725 - D726 - D727 - D728 - D729 - D730 - D731 - D732 - D733 - D734 - D735 - D736 - D737 - D738 - D739 - D740 - D741 - D742 - D743 - D744 - D745 - D746 - D747 - D748 - D749 - D750 - D751 - D752 - D753 - D754 - D755 - D756 - D757 - D758 - D759 - D760 - D761 - D762 - D763 - D764 - D765 - D766 - D767 - D768 - D769 - D770 - D771 - D772 - D773 - D774 - D775 - D776 - D777 - D778 - D779 - D780 - D781 - D782 - D783 - D784 - D785 - D786 - D787 - D788 - D789 - D790 - D791 - D792 - D793 - D794 - D795 - D796 - D797 - D798 - D799 - D800 - D801 - D802 - D803 - D804 - D805 - D806 - D807 - D808 - D809 - D810 - D811 - D812 - D813 - D814 - D815 - D816 - D817 - D818 - D819 - D820 - D821 - D822 - D823 - D824 - D825 - D826 - D827 - D828 - D829 - D830 - D831 - D832 - D833 - D834 - D835 - D836 - D837 - D838 - D839 - D840 - D841 - D842 - D843 - D844 - D845 - D846 - D847 - D848 - D849 - D850 - D851 - D852 - D853 - D854 - D855 - D856 - D857 - D858 - D859 - D860 - D861 - D862 - D863 - D864 - D865 - D866 - D867 - D868 - D869 - D870 - D871 - D872 - D873 - D874 - D875 - D876 - D877 - D878 - D879 - D880 - D8								

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO	
NET SALES (PAGE 3, LINE 60)		8348147		22126820		1	
GROSS PROFIT (PAGE 3, LINE 60)		8453311	1037	25999321	1175	2	
VARIABLE	EXPENSES		PNUS		PNUS	3	
	COMPENSATION-VEHICLE AND L & R SALESPeople	11	111039	282	306448	305	4
	DELIVERY EXPENSE	13	1415	4	3526	4	5
	POLICY WORK-VEHICLES	15	8501	22	25617	26	6
							7
TOTAL VARIABLE (LINES 4 THRU 7)		121155	308	335591	334	8	
PERSONNEL	SALARIES-OWNERS	20	22000	26	64000	30	9
	SALARIES-SUPERVISION	21	112908	135	335547	152	10
	SALARIES-CLERICAL	22	50450	60	129812	59	11
	OTHER SALARIES AND WAGES	23	71711	86	222988	101	12
	ABSENTEE COMPENSATION	24	2833	3	8328	4	13
	TAXES-PAYROLL	25	42139	50	128876	58	14
	EMPLOYEE BENEFITS	27	9077	11	39190	18	15
	PENSION FUND	29	3355	4	12485	6	16
TOTAL PERSONNEL (LINES 9 THRU 16)		314473	377	943226	426	17	
FIXED	USED VEHICLE MAINTENANCE EXPENSE	33					18
	COMPANY VEHICLE EXPENSE	51	13972	17	36940	17	19
	OFFICE SUPPLIES AND EXPENSES	60	7273	9	23743	11	20
	OTHER SUPPLIES	61	1911	2	22379	10	21
	ADVERTISING	65	82264	99	227472	103	22
	CONTRIBUTIONS	66	336	0	4836	2	23
	POLICY WORK-PARTS AND SERVICE	67	4304	5	12668	6	24
	OUTSIDE SERVICES-DATA PROCESSING	68	41349	50	86226	39	25
	OUTSIDE SERVICES-OTHER	69	31148	37	85964	39	26
	TRAVEL AND ENTERTAINMENT	70	11379	14	26960	12	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	2347	3	6710	3	28
	LEGAL AND AUDITING EXPENSE	72	14049	17	44618	20	29
	TELEPHONE AND TELEGRAPH	74	10880	13	23800	11	30
	TRAINING EXPENSE	75	16312	20	20791	9	31
	INTEREST-NOTES PAYABLE & OTHER	76	37056	44	79033	36	32
	MISCELLANEOUS EXPENSE	77	4281	5	12864	6	33
							34
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		278861	334	715004	323	35
FIXED	RENT	80	51369	62	157621	71	36
	AMORTIZATION-LEASEHOLDS	81	4960	6	14880	7	37
	REPAIRS-REAL ESTATE	82	7840	9	14336	6	38
	DEPRECIATION-BLDGS & IMPROVEMENTS	83					39
	TAXES-REAL ESTATE	84	2900	3	8700	4	40
	INSURANCE-BLDGS & IMPROVEMENTS	85					41
	INTEREST-MORTGAGES	86					42
	SUB-TOTAL - RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		67069	80	195537	88	43
	HEAT, LIGHT, POWER AND WATER	87	8664	10	40926	18	44
	INSURANCE-OTHER	88	22479	27	65926	30	45
	TAXES-OTHER	89	3032	4	15434	7	46
	REPAIRS-EQUIPMENT	90	958	1	1653	1	47
FIXED	DEPRECIATION-EQUIPMENT	91	18971	23	56913	26	48
	EQUIPMENT RENTAL	92	2333	3	2333	1	49
							50
	TOTAL FIXED (LINES 43 THRU 49)	123506	148	378722	171	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		716840	859	2036952	921	51	
TOTAL EXPENSES (LINES 8 & 51)		8379951	1004	23725431	1072	52	
OPERATING PROFIT OR LOSS (LINE 2 MINUS 52)		27336	33	227389	103	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)		123215	148	329332	149	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		150551	180	556721	252	55	
BONUSES-EMPLOYEES		97	42453	51	42453	19	56
BONUSES-OWNERS		98			75000	34	57
NET PROFIT OR LOSS BEFORE INCOME TAXES		108098	129	439268	199	58	
INCOME TAXES		99	-3				59
NET PROFIT OR LOSS AFTER INCOME TAXES		108101	129	439268	199	60	

DEPARTMENTAL PROFITABILITY

LINE NO.		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANIC DEPARTMENT
		MONTH (PAGE 3, LINE 80)	YEAR-TO-DATE (PAGE 3, LINE 80)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 18)	YEAR-TO-DATE (PAGE 3, LINE 18)	MONTH (PAGE 3, LINE 32)
1	NET SALES	5748646	14835147	1503383	4268263	129859	397798	230384
2	GROSS PROFIT	315334	956244	197260	567649	21849	83984	125615
3	EXPENSES							
4	COMPENSATION AND L & R SALESPEOPLE	62009	182500	45580	115365	3450	8583	
5	DELIVERY EXPENSE	1559	3381	56	145			
6	POLICY WORK-VEHICLES	8001	22006	463	3562	37	49	
7								
8	TOTAL VARIABLE (LINES 4 THRU 7)	71569	207887	46099	119072	3487	8632	
9	SALARIES-OWNERS					4000	12000	
10	SALARIES-SUPERVISION	48167	143262	32204	97197	9444	28442	6724
11	SALARIES-CLERICAL	13701	34941	12473	31783	2028	5831	11234
12	OTHER SALARIES AND WAGES	8465	30348	6482	16645	2344	6048	19238
13	ABSENTEE COMPENSATION			1141	1141		43	1160
14	TAXES-PAYROLL	14942	52220	7695	23091	1457	4230	8704
15	EMPLOYEE BENEFITS	4405	16021	3916	15968	-491	-1430	472
16	PENSION FUND	1392	5057	469	2241	179	539	771
17	TOTAL PERSONNEL (LINES 9 THRU 16)	91072	281849	64380	188066	18961	55703	48303
18	VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	3942	5377	2550	7747	-249	-249	785
20	OFFICE SUPPLIES AND EXPENSES	2106	5794	1586	4489	748	895	1408
21	OTHER SUPPLIES	-2271	2976	1615	4451	63	75	555
22	ADVERTISING	24592	74128	41054	103444	534	1603	8215
23	CONTRIBUTIONS	111	1596	101	1451			57
24	POLICY WORK-PARTS AND SERVICE							1490
25	CUSTOMER SERVICES-DATA PROCESSING	13619	28265	12415	25730			6823
26	OUTSIDE SERVICES-OTHER	9487	25753	8197	21933	1156	4282	7146
27	TRAVEL AND ENTERTAINMENT	4912	11693	2801	6799	125	293	1687
28	MEMBERSHIP DUES AND PUBLICATIONS	687	1901	436	1540		434	751
29	LEGAL AND AUDITING EXPENSE	4596	14610	4178	13282	107	329	2368
30	TELEPHONE AND TELEGRAPH	3401	7382	3092	6711	438	1205	1752
31	TRAINING EXPENSE	4831	6313	3920	3976			4277
32	INTEREST-NOTES PAYABLE AND OTHER	30460	43314	4446	33569			988
33	MISCELLANEOUS EXPENSE	583	764	107	247			542
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	101056	229866	86498	235369	2922	8867	38844
36	RENT	15510	47520	14100	43200	3000	9000	8080
37	AMORTIZATION-LEASEHOLDS	1637	4910	1488	4464			843
38	REPAIRS-REAL ESTATE	2161	2942	84	1061			3111
39	DEPRECIATION-BLDGS IMPROVEMENTS							
40	TAXES-REAL ESTATE	957	2871	870	2610			493
41	INSURANCE-BLDGS. & IMPROVEMENTS							
42	INTEREST-MORTGAGES							
43	SUB-TOTAL RENT OR EQUIPMENT (LINES 36 THRU 42)	20265	58243	16542	51335	3000	9000	12527
44	HEAT, LIGHT, POWER AND WATER	2777	13184	2525	11986	248	973	1431
45	INSURANCE-OTHER	15887	34915	3632	14566			1360
46	TAXES-OTHER	737	4773	707	3808	717	2150	400
47	REPAIRS-EQUIPMENT							
48	DEPRECIATION-EQUIPMENT	6070	18210	5692	17076			3415
49	EQUIPMENT RENTAL	2333	2333					
50	TOTAL FIXED (LINES 43 THRU 49)	48069	131658	29098	98771	3965	12123	19133
51	TOTAL FIXED OVERHEAD (LINES 50 & 51)	240197	643373	179976	522206	25848	76693	106280
52	TOTAL EXPENSES (LINES 35 & 51)	311766	851260	226075	641278	29335	85325	106280
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)	3568	104984	-28815	-73629	-7486	-1341	19335
54	PRORATION OF G & A	5760	17280	5400	16200			3060
55	DEPT. PROFIT OR LOSS AFTER PRORATION	-2192	87704	-34215	-89829	-7486	-1341	16275
56	ADDITIONS TO INCOME							
57	ADJUSTMENTS FOR DOUBTFUL ACCOUNTS	902	1987	6175		953	2185	4053
58	OTHER INCOME	905	130432	358971		955	7019	31761
59								
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS (LINES 57-59) MINUS TOTAL DEDUCTIONS (LINES 53-55)						123215	329332

Y

PAGE 2

U. DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
616310	178665	471912	557210	1537390				1
359478	76785	211580	128488	420997				2
								3
								4
								5
								6
								7
								8
					18000	54000		9
17988	8759	29903	7610	18755				10
29257	5914	14138	5100	13862				11
54662	5978	11775	29204	103510				12
5312	312	1137	220	695				13
23472	5085	13966	4256	11897				14
2877	288	2892	487	2862				15
2563	242	1039	302	1046				16
136131	26578	74850	47179	152627	18000	54000		17
								18
2836	558	1705	6386	19524				19
7490	582	1701	843	3374				20
7202	1440	6186	509	1489				21
22036	2015	3298	5854	22963				22
822	37	532	30	435				23
5266	2814	6672		730				24
14368	4415	9297	4077	8566				25
19870	2974	8009	2188	6117				26
3908	1002	2312	852	1955				27
1626	160	565	313	644				28
7527	1547	4885	1253	3985				29
3803	1134	2461	1063	2238				30
6556	2018	2385	1266	1561				31
988	639	639	523	523				32
2113	527	1377	2522	8363				33
								34
106411	21862	52024	27679	82467				35
24570	5170	15840	5509	17491				36
2530	546	1637	446	1339				37
5126	1897	4308	587	899				38
								39
1479	319	957	261	783				40
								41
								42
33705	7932	22742	6803	20512				43
6792	926	4395	757	3596				44
7556	880	4889	720	4000				45
2161	259	1398	212	1144				46
		695	958	958				47
10245	1897	5691	1897	5691				48
								49
60459	11894	39810	11347	35901				50
303001	60334	166684	86205	270995	18000	54000		51
303001	60334	166684	86205	270995	18000	54000		52
56477	16451	44896	42283	150002				53
9180	1980	5940	1800	5400				54
47297	14471	38956	40483	144602				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CAPS		511	1338	BODY SHOP TRUCKS		30	97	57
MECHANICAL TOLDS		183	464	INTERNAL		1644	4257	58
BODY SHOP CARE		107	282	WARRANTY CLAIM		556	1449	59
TOTAL REPAIR ORDERS RECORDED (LINES 57-59, 55)						3031	7887	60

303

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO.	VARIABLE OPERATIONS	A C C T	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400					4	61005	2850	713
2	LUMINA	401	3	50920	3197	1066	9	140040	8477	942
3	CELE/MC	402								
4	BERETTA	403	3	45192	4011	1337	3	45192	4011	1337
5	CORSICA	404	2	27321	162	81	6	77999	637	106
6	GAHARO	405	4	80103	12538	3135	6	115952	19113	3186
7	CAVALIER	406	42	475754	18729	446	94	1059922	66029	702
8	CORVETTE	407	6	202315	7440	1240	14	478641	21511	1537
9	PRIZM/NO	408	17	212524	8638	508	38	485003	20145	530
10	S SPECTR	409	2	25202	1290	645	11	139505	5431	494
11	GEO METR	410	32	274011	14992	469	66	541098	25548	387
12		411								
13		412								
14		413								
15		414								
16	PEUGEOT	415								
17	CHARADE	416								
18	IOBARU	417	8	108411	2892	362	21	296821	17275	823
19		418								
20	TOTAL NEW CARS RETAIL (LINES 1-18)		119	1501953	73889	621	272	3441178	191027	702
21	CONTACT DIVISION	419	152	2020941	95111	626	439	5840291	251789	574
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS FLEET (LINES 21-23)		152	2020941	95111	626	439	5840291	251789	574
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		271	3522894	169000	624	711	9281469	442816	623
29										
30	E-VAN	425	10	240168	25811	2581	35	827755	65621	1875
31	M VANS	426	3	58835	1	0	14	256033	2956	211
32	LUMINA A	427	2	36642	2901	1451	6	105256	4681	780
33	TRACKER	428	4	50150	1656	414	12	172053	10280	857
34	S10 P/U	429	19	207426	1	0	51	579211	20950	411
35	S10 BLAZ	430	9	199606	14736	1637	24	515339	26906	1121
36	SUB/VBLA	431	4	103447	10923	2731	10	253835	16431	1643
37	LD 1500	432	17	288273	8220	484	40	676769	12608	315
38	D 25-35	433					1	18300	1480	1480
39	ED RUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS RET (LINES 30-39)		68	1184547	64249	945	193	3404551	161913	839
43	CONTACT DIVISION	437	55	911503	30563	556	100	1642389	54120	541
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL NEW TRUCKS FLEET (LINES 42-45)		55	911503	30563	556	100	1642389	54120	541
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 46 & 49)		123	2096050	94814	771	293	5046940	216033	737
51										
52	GM PROT. PLANS	443	64	51036	13966	218	187	171775	64731	346
53	OTHER PLANS	444	24	20301	7599	317	41	36287	13546	330
54	TOTAL GM PROT. PLANS (LINES 52 & 53)			71337	21565	305		208062	78277	376
55										
56	NEW F & I COME (PAGE 4, LINE 28)			40546	29955	76		243647	207687	207
57										
58	NEW CTR AUTO	445		17819				55029	11431	11
59										
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)		394	5748646	315334	800	1004	14835147	956244	952

VAR. OPER. CONTINUED	LINE NO.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUUS	UNITS SOLD	SALES	GROSS PROFIT	PUUS	
USED CARS RETAIL	446	90	720336	115590	1284	232	1786501	326303	406	1
USED CARS RETAIL-RECOND	647			-7679	85			-15460	67	2
USED CARS WHOLESALE	448	41	101774			137	1150337	-48699	-355	3
ADV. USED CAR INVENT. ORV	649									4
TOTAL USED CARS (LINES 1-4)		131	822110	107911	824	369	2236838	262144	710	5
USED TRUCKS RETAIL	450	47	427573	51049	1086	120	1162750	178888	1491	6
USED TRUCKS RETAIL-RECOND	651			-3905	83			-6255	52	7
USED TRUCKS WHOLESALE	452	15	109975			39	263545	-16044	-411	8
ADV. USED TRUCK INVENT. ORV	653									9
TOTAL USED TRUCKS (LINES 5-8)		62	537548	47144	760	159	1426293	156589	985	10
GM PLANS-PROT	454	17	17256	7925	466	48	49104	18632	388	11
OTHER PROT. PLANS	455	15	10922	3964	264	52	44086	22465	432	12
TOTAL PROT. PLANS (LINES 11-12)			28178	11889	62		93190	41097	78	13
USED F & INCOME (PAGE 4 LINE 3F)			17816	5515	29		84614	39214	74	14
USED OTHER AUTO	456		97731	24801	129		427326	68605	130	15
TOTAL USED VEH. (LINES 1-15)		193	1503383	197260	1022	528	4268263	567649	1075	16
TOTAL NEW & USED (LINES 16-17)		587	7252029	512594	1301	1532	19103410	1523893	1518	17
TOT. VAR. PAGE 4 TABLE 1 & 2 (LINE 18)			129859	21849	PNUS		397798	83984	PNUS	18
TOTAL VARIANCE (LINES 1-18)			7381888	534443	1356		19501208	1607877	1601	19
FIXED OPERATIONS	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR- CARS	460	39885	26865	6736		108877	73508	6751		22
CUSTOMER LABOR- TRUCKS	461	15628	10745	6875		39000	26562	6811		23
WARRANTY CLAIM LABOR	462	31776	22814	7180		84304	60669	7196		24
INTERNAL LABOR	463	45095	28374	6292		136774	91117	6662		25
NEW VEHICLE INSPECTION LABOR	464	28205	23068	8179		78051	63400	8123		26
ADV. COST OF LABOR SALES	665		-421				4877			27
SUB TOTAL (LINES 22-27)		160589	111445	6940		447006	320133	7162		28
SUBLET REPAIRS	466	4081	750	1838		13172	2279	1730		29
P & A CUSTOMER CARS	467	45430	10308	2269		116624	27264	2338		30
P & A CUSTOMER TRUCKS	468	20284	3112	1534		39508	9802	2481		31
TOTAL MECHANICAL (LINES 28-31)		230384	125615	5452		616310	359478	5833		32
CUSTOMER LABOR- CARS	470	52458	31650	6033		135012	82179	6087		33
CUSTOMER LABOR- TRUCKS	471	13198	8012	6071		39866	24245	6082		34
WARRANTY CLAIM LABOR	472	25726	20308	7894		66466	51615	7766		35
INTERNAL LABOR	473	9821	6124	6236		23511	14598	6209		36
ADV. COST OF LABOR SALES	675		-3255				827			37
SUB TOTAL (LINES 32-37)		101203	62839	6209		264855	173466	6549		38
SUBLET REPAIRS	475	2799	476	1701		12295	1996	1623		39
P & A CUSTOMER CARS	477	44746	7567	1691		111472	19414	1742		40
P & A CUSTOMER TRUCKS	478	10911	2218	2033		37677	6848	1818		41
PAINT & BODY SHOP MATERIAL	479	19006	3685	1939		45613	9858	2161		42
TOTAL BODY SHOP (LINES 38-42)		178665	76785	4298		471912	211580	4483		43
TOTAL SERVICE DEPT. (LINES 32-43)		409049	202400	4948		1088222	571058	5248		44
WARRANTY CLAIMS	480	70225	14991	2135		177027	35730	2018		45
INTERNAL	481	96659	24341	2518		258177	58453	2264		46
COUNTER-RETAIL	482	22564	9890	4383		55964	24919	4453		47
WHOLESALE	483	367646	48289	1313		1045935	139934	1338		48
WHOLESALE CARS COMPENSATION	686									49
STOCK ORDER ALLOWANCE	687		26398				90695			50
ADJUSTMENT P & A INVENT. ORV	688		4545				71195			51
TOTAL P & A (LINES 43-52)		557094	128454	2306		1537103	420926	2738		52
TIRES	498		9				9			53
GAS OIL & GREASE	491	71	253521			193	593057			54
MISCELLANEOUS	492	45				94	3319			55
TOTAL OTHER (LINES 53-56)		116	342931			287	712474			56
TOTAL P & A DEPT. (LINES 53-56)		557210	128488	2306		1537390	420997	2738		57
TOTAL FIXED (LINES 44-56)		966259	330888	3424		2625612	992055	3778		58
TOTAL ALL DEPTS. (LINES 19-59)		8348147	863331	1037		22126920	2599932	1175		59

21 NOV 1964

FINANCE AND INSURANCE ACTIVITY			MONTH				YEAR - TO - DATE			
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT
F & I	FINANCE INCOME-NEW	806 856	132	38936	15982	121	350	242879	176335	504
	INSURANCE COMMISSIONS EARNED-NEW	807 857	25	1610	1610	64	34	768	768	23
	REPOSSESSION LOSSES-NEW	853			(-12363)				(-30584)	
	NEW F & I (LINES 33 AND 34 LESS LINE 35)			40546	29955			243647	207687	
	FINANCE INCOME-USED	808 858	70	15861	15861	227	211	83180	83180	394
DRUG	INSURANCE COMMISSIONS EARNED-USED	809 859	33	1955	1955	59	39	1434	1434	37
	REPOSSESSION LOSSES-USED	854			(12301)				(45400)	
	USED F & I (LINES 37 AND 38 LESS LINE 39)			17816	5515			84614	39214	
	TOTAL F & I INCOME (LINES 36 AND 40)			58362	35470			328261	246901	

INVENTORIES		UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN
		ACCT	GM CONTACT DIVISION	GM-OTHER	OTHER		
NEW DEMOS	230	51			51	632782	
CARS		51			51		
TRUCKS							
NEW CARS	231	292			292	3268958	1446009
NEW TRUCKS	237	350			350	6014813	1221356
OTHER AUTO	238						
USED		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT		
CARS	240	196	OVER 30 DAYS	135	854645	1105767	
TRUCKS	241	80	OVER 60 DAYS	48	466042	721335	
PARTS AND ACCESSORIES		ACCT	GM				
		242				1482806	132333
OTHER INVENTORIES		243, 244, 245, 252 TO 258			306	25182	
TOTALS						13251643	2799698

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
20272	596	68730	1964					1974		13232		1
												2
20272	596	68730	1964					1974		13232		3
2317	68	6955	199									4
9428	277	23822	681									5
2992	88	9081	259									6
148	4	488	14									7
694	20	2049	59									8
												9
46	1	605	17									10
												11
15625	460	43000	1229									12
4647	137	25730	735					1974		13232		13
1267	317	3727	932									14
												15
1267	317	3727	932									16
396	99	887	222									17
1582	396	3520	880									18
379	95	1040	260									19
												20
		166	42									21
												22
												23
												24
2357	589	5613	1403									25
-1090	-273	-1886	-472									26
3557	94	23844	611					1974		13232		27
35	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		28
34	4	35	4									29

DEALERSHIP PERSONNEL COUNT									LINE NO
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	32
SUPERVISORS	6	6	2	2	1	1		18	34
VEHICLE SERVICE & PARTS SALESPERSONS	30	20	2					52	35
TECHNICIANS				19	11			30	36
CLERICAL	12	11	4	2	2	1		32	37
OTHERS	10	6	2	14	4	20		56	38
TOTAL (LINES 33 THRU 38)	58	43	10	37	18	22	2	190	39
TOTAL HIRE Y.T.D.	36	23	1	6	3	3		72	40
TOTAL TERMINATED Y.T.D.	26	19	1	4	2	4		56	41

INVENTORY AMOUNT
632782
1822949
4793457
1105767
721335
1350473
25182
10451945

DEALERSHIP CUSTOMER RECEIVABLES							LINE NO
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-60 DAYS	OVER 90 DAYS		
210 VEHICLES	78119	78119					44
210 OTHER							45
220 VEHICLES	2571814	2514857	11820	18582	26555		46
220 L & R	271582	122129	56316	22526	70611		47
220 SERVICE & PARTS	463349	349204	67908	10937	35300		48
220 OTHER	406233	290054	48333	64668	3178		49
TOTAL CUSTOMER REC.	3791097	3354363	184377	116713	135644		50
300 A/P DEBIT BAL.							51
340 LESS ALLOW FOR DOUBTFUL ACCTS	286031						52
NET CUSTOMER REC.	3505066						53
MEMO ITEMS							54
CASH SALES SERVICE & PARTS	288191	742785					55
INTEREST FLR PLAN-NEW	30460	43315					56
INTEREST-OTHER	6596	35719					57
INT FLR PLAN, NEW PER UNIT	35	19					58

307

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL GM			COMPOSITE GROUP	
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1	DEALER NUMBER											
2	1141326											
3	DEALER NAME	R. K. CHEVROLET										
4	FROM 01 JAN 1993	ADDRESS 2661 VIRGINIA BEACH BLVD.										
5	THRU 28 FEB 1993	CITY & STATE VIRGINIA BEACH, VA										
6	ASSETS											
7	CASH ON HAND	200			201							
8	CASH IN BANK	202										
9	CONTRACTS IN TRANSIT	205										
10	TOTAL CASH AND CONTRACTS (LINES 7 & 9)											
11												
12	TOTAL RECEIVABLES (PAGE 4 LINE 54)	210			220							
13												
14	DEMONSTRATORS (PAGE 4 LINE 46)	230										
15	NEW CARS (PAGE 4 LINE 48)	231										
16	NEW TRUCKS (PAGE 4 LINE 50)	237										
17	OTHER AUTOMOTIVE (PAGE 4 LINE 51)	238										
18	USED CARS (PAGE 4 LINE 53)	240										
19	USED TRUCKS (PAGE 4 LINE 54)	241										
20	PARTS AND ACCESSORIES (PAGE 4 LINE 56)	242										
21	TIRES	243										
22	GAS, OIL AND GREASE	244										
23	PAINT AND BODY SHOP MATERIALS	245										
24	SUBLET REPAIRS	246										
25	WORK IN PROCESS-LABOR	247										
26	OTHER	252										
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE	258										
28	TOTAL INVENTORIES (LINES 14 THRU 27)											
29												
30	SECURITIES	260										
31	FACTORY RECEIVABLES	261										
32	DUE FROM FINANCE COMPANIES	262										
33	WARRANTY CLAIMS	263										
34	INSURANCE COMMISSIONS RECEIVABLE	264										
35	PREPAID EXPENSES, TAXES	270										
36	INSURANCE	271										
37	OTHER	274										
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)											
39	★ DRIVER TRAINING VEHICLES	275										
40	★ LEASE AND RENTAL UNITS	298										
41	★ L & R ACCUMULATED DEPRECIATION \$	1432007										
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)											
43												
44	ACCOUNT	COST	ACCUMULATED DEPRECIATION									
45	LAND	280										
46	BLDG. & EQUIP.	281										
47	M & S EQUIP.	282										
48	P & A EQUIP.	283										
49	FURN. & FIXTURES	284										
50	COMPANY VEHICLES	285										
51	LEASE HOLDS	286										
52	TOTALS (LINES 45 THRU 51)	3183906	2098149									
53	★ MEMO: COMPANY VEHICLES CARS	8	TRUCKS									
54	LIFE INSURANCE-CASH VALUE	291										
55	NOTES & ACCOUNTS RECEIVABLE-OFFICERS	293										
56	NOTES & ACCOUNTS RECEIVABLE-OTHER	294										
57	OTHER INVESTMENTS & MISCELLANEOUS ASSETS	296										
58	TOTAL OTHER ASSETS (LINES 53 THRU 57)											
59	TOTAL ASSETS (LINES 42, 53 & 59)											
60	SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE											
61												
62												
63												
64												
65												
66												
67												
68												
69												
70												
71												
72												
73												
74												
75												
76												
77												
78												
79												
80												
81												
82												
83												
84												
85												
86												
87												
88												
89												
90												
91												
92												
93												
94												
95												
96												
97												
98												
99												
100												

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO	
NET SALES (PAGE 3, LINE 50)		7483334		13778677		1	
GROSS PROFIT (PAGE 3, LINE 80)		8334991	1114	17345991	1259	2	
EXPENSES			PNUS		PNUS	3	
VARIABLE	COMPENSATION-VEHICLE AND L & R SALESPERSON	11	104424	302	195409	320	4
	DELIVERY EXPENSE	13	1309	4	1912	3	5
	POLICY WORK-VEHICLES	15	8929	26	17117	28	6
							7
TOTAL VARIABLE (LINES 4 THRU 7)		114662	331	214438	352	8	
PERSONNEL	SALARIES-OWNERS	20	22000	29	44000	32	9
	SALARIES-SUPERVISION	21	119642	160	222639	162	10
	SALARIES-CLERICAL	22	38810	52	79363	58	11
	OTHER SALARIES AND WAGES	23	66377	89	151277	110	12
	ABSENTEE COMPENSATION	24	2253	3	5495	4	13
	TAXES-PAYROLL	25	39403	53	86734	63	14
	EMPLOYEE BENEFITS	27	21580	29	30112	22	15
	PENSION FUND	29	3606	5	9130	7	16
TOTAL PERSONNEL (LINES 9 THRU 16)		313671	419	628750	456	17	
FIXED OVERHEAD	USED VEHICLE MAINTENANCE EXPENSE	33					18
	COMPANY VEHICLE EXPENSE	51	9115	12	22969	17	19
	OFFICE SUPPLIES AND EXPENSES	60	9343	12	16469	12	20
	OTHER SUPPLIES	61	6803	9	20469	15	21
	ADVERTISING	65	70153	94	145209	105	22
	CONTRIBUTIONS	66	4500	6	4500	3	23
	POLICY WORK-PARTS AND SERVICE	67	3643	5	8363	6	24
	OUTSIDE SERVICES-DATA PROCESSING	68	25995	35	44876	33	25
	OUTSIDE SERVICES-OTHER	69	29363	39	54817	40	26
	TRAVEL AND ENTERTAINMENT	70	7794	10	15582	11	27
	MEMBERSHIPS, DUES AND PUBLICATIONS	71	1682	2	4363	3	28
	LEGAL AND AUDITING EXPENSE	72	14764	20	30568	22	29
	TELEPHONE AND TELEGRAPH	74	6851	9	12920	9	30
	TRAINING EXPENSE	75	2428	3	4481	3	31
	INTEREST-NOTES PAYABLE & OTHER	76	29625	40	41979	30	32
	MISCELLANEOUS EXPENSE	77	3129	4	8584	6	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)		225188	301	436149	317	35
FIXED OVERHEAD	RENT	80	54189	73	106252	77	36
	AMORTIZATION-LEASEHOLDS	81	4960	7	9920	7	37
	REPAIRS-REAL ESTATE	82	2756	4	6497	5	38
	DEPRECIATION-BLDGS & IMPROVEMENTS	83					39
	TAXES-REAL ESTATE	84	2900	4	5800	4	40
	INSURANCE-BLDGS & IMPROVEMENTS	85					41
	INTEREST-MORTGAGES	86					42
	SUB-TOTAL RENT AND RENT EQUIVALENT (LINES 36 THRU 42)		64805	87	128469	93	43
	HEAT, LIGHT, POWER, AND WATER	87	16160	22	32261	23	44
	INSURANCE-OTHER	88	22000	29	43447	32	45
	TAXES-OTHER	89	2977	4	12402	9	46
	REPAIRS-EQUIPMENT	90			695	1	47
DEPRECIATION-EQUIPMENT	91	18971	25	37942	28	48	
EQUIPMENT RENTAL	92					49	
TOTAL FIXED (LINES 43 THRU 49)		124913	167	255216	185	50	
TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)		663772	887	1320115	958	51	
TOTAL EXPENSES (LINES 8 & 51)		778434	1040	1534553	1114	52	
OPERATING PROFIT OR LOSS (LINE 52 MINUS 52)		55065	74	200046	145	53	
NET ADDITIONS & DEDUCTIONS (PAGE 2 LINE 60)		128834	172	206118	150	54	
NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES		183899	246	406164	295	55	
BONUSES-EMPLOYEES		97				56	
BONUSES-OWNERS		98		75000	54	57	
NET PROFIT OR LOSS BEFORE INCOME TAXES		183899	246	331164	240	58	
INCOME TAXES		-4		-3		59	
NET PROFIT OR LOSS AFTER INCOME TAXES		83903	246	331167	240	60	

DEPARTMENTAL PROFITABILITY

		A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL	
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)	
1	NET SALES	5206978	9086498	1364451	2764882	133174	267939	190166	
2	GROSS PROFIT	367398	640908	139098	370388	29528	62133	117045	
3	EXPENSES								
4	COMPENSATION-OWNERS AND SALESPEOPLE	69672	120491	30119	69785	4633	5133		
5	DELIVERY EXPENSE	1259	1822	50	90				
6	POLICY WORK-VEHICLES	7374	14006	1555	3099		12		
7									
8	TOTAL VARIABLE (LINES 4 THRU 7)	78305	136319	31724	72974	4633	5145		
9	SALARIES-OWNERS					4000	8000		
10	SALARIES-SUPERVISION	50126	95095	34105	64993	10532	18998	6921	
11	SALARIES-CLERICAL	10328	21240	9390	19310	1685	3804	8790	
12	OTHER SALARIES AND WAGES	10565	21882	4520	10163	1835	3704	18075	
13	ABSENTEE COMPENSATION						43	2057	
14	TAXES-PAYROLL	13693	37277	8048	15396	1620	2773	7655	
15	EMPLOYEE BENEFITS	8029	11616	7646	12052	-454	-940	2337	
16	PENSION FUND	1556	3665	623	1772	201	360	657	
17	TOTAL PERSONNEL (LINES 9 THRU 16)	94297	190775	64332	123686	19419	36742	46492	
18	VEHICLE MAINTENANCE EXPENSE								
19	COMPANY VEHICLE EXPENSE	1783	1435	-152	5198			482	
20	OFFICE SUPPLIES AND EXPENSES	2942	3687	2190	2902	89	148	1413	
21	OTHER SUPPLIES	1957	5247	455	2836	6	13	1377	
22	ADVERTISING	25957	49536	26929	62390	534	1069	6704	
23	CONTRIBUTIONS	1485	1485	1350	1350			765	
24	POLICY WORK-PARTS AND SERVICE							1802	
25	OUTSIDE SERVICES-DATA PROCESSING	8453	14646	7684	13314			4355	
26	OUTSIDE SERVICES-OTHER	9071	16266	7742	13736	1302	3125	6962	
27	TRAVEL AND ENTERTAINMENT	3459	6781	2148	3998	140	168	987	
28	MEMBERSHIPS, DUES AND PUBLICATIONS	515	1214	469	1104	119	434	266	
29	LEGAL AND AUDITING EXPENSE	4872	10014	4429	9104		222	2510	
30	TELEPHONE AND TELEGRAPH	2083	3981	1894	3619	495	767	1073	
31	TRAINING EXPENSE	338	1483	37	56			1686	
32	INTEREST-NOTES PAYABLE AND OTHER	19849	12855	9776	29124				
33	MISCELLANEOUS EXPENSE	109	181	75	141			419	
34									
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	82873	128811	65026	148872	2685	5946	30801	
36	RENT	16500	32010	15000	29100	3000	6000	8500	
37	AMORTIZATION-LEASEHOLDS	1637	3274	1488	2976			843	
38	REPAIRS-REAL ESTATE	2	781	64	977			897	
39	DEPRECIATION-BLDGS & IMPROVEMENTS								
40	TAXES-REAL ESTATE	957	1914	870	1740			493	
41	INSURANCE-BLDGS & IMPROVEMENTS								
42	INTEREST-MORTGAGES								
43	SUB-TOTAL RENT OR EQUIVALENT (LINES 36 THRU 42)	19096	37979	17422	34793	3000	6000	10733	
44	HEAT, LIGHT, POWER AND WATER	5206	10407	4733	9461	384	725	2682	
45	INSURANCE-OTHER	11950	19028	4500	10934			2550	
46	TAXES-OTHER	623	4036	729	3101	717	1433	417	
47	REPAIRS-EQUIPMENT								
48	DEPRECIATION-EQUIPMENT	6070	12140	5692	11384			3415	
49	EQUIPMENT RENTAL								
50	TOTAL FIXED (LINES 43 THRU 49)	42945	83590	33076	69673	4101	8158	19797	
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	220115	403176	162434	342231	26205	50846	97090	
52	TOTAL EXPENSES (LINES 8 & 51)	298420	539495	194158	415205	30838	55991	97090	
53	DEPT. PROFIT OR LOSS (LINES 2)	68978	101413	-55060	-44817	-1310	6142	19955	
54	PRORATION OF G & A	5760	11520	5400	10800			3060	
55	DEPT. PROFIT OR LOSS AFTER PRORATION	63218	89893	-60460	-55617	-1310	6142	16895	
56	ADDITIONS TO INCOME								
57	AD DEBTS RECOVERED	902	54	4188		953		1868	
58	OTHER INCOME	905	138961	228540		955	10181	24742	
59									
60	NET ADDITIONS AND DEDUCTIONS: TOTAL ADDITIONS								
				310					
							128834	206118	

DEPARTMENT		E - BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z - GENERAL AND ADMINISTRATIVE		LINE NO
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 56)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
385928	138066	293248	450499	980182				1
233864	64604	134796	115826	292510				2
								3
								4
								5
								6
								7
								8
					18000	36000		9
11264	10625	21144	7333	11145				10
18023	4587	8224	4030	8762				11
35424	2262	5797	29120	74307				12
4152	196	825		475				13
14767	4481	8880	3906	7641				14
2405	2150	2604	1872	2375				15
1792	287	797	282	744				16
87827	24588	48271	46543	105449	18000	36000		17
								18
2051	253	1147	6749	13138				19
6082	805	1119	1904	2531				20
6647	2757	4746	251	980				21
13821	1520	1284	8509	17109				22
765	495	495	405	405				23
3775	1841	3858		730				24
7545	2818	4882	2685	4489				25
12725	2603	5035	1683	3930				26
2221	572	1311	488	1103				27
875	172	405	141	331				28
5159	1624	3338	1329	2731				29
2051	694	1327	612	1175				30
2280	163	367	204	295				31
								32
1571	701	850	1825	5841				33
								34
67568	17018	30164	26785	54788				35
16490	5500	10670	5689	11982				36
1686	546	1091	446	893				37
2016	1774	2411	19	312				38
								39
986	319	638	261	522				40
								41
								42
21178	8139	14810	6415	13709				43
5361	1735	3469	1420	2838				44
6196	1650	4009	1350	3280				45
1761	270	1139	221	932				46
		695						47
6830	1897	3794	1897	3794				48
								49
41326	13691	27916	11303	24553				50
196721	55297	106351	84631	184790	18000	36000		51
196721	55297	106351	84631	184790	18000	36000		52
37143	9307	28445	31195	107720				53
6120	1980	3960	1800	3600				54
31023	7327	24485	29395	104120				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MECHANICAL CARS		397	827	BODY SHOP TRUCKS		33	67	57
MECHANICAL TRUCKS		140	281	INTERNAL		1437	2613	58
BODY SHOP TRUCKS		98		CLAY		458	893	59
TOTAL REPAIR ORDERS RECORDED						2563	4856	60

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS

LINE NO	VARIABLE OPERATIONS	A C C T	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400	1	20300	736	736	4	61005	2850	713
2	LUMINA	401	4	55369	3465	866	6	89119	5280	880
3	CELE/MC	402								
4	BERETTA	403								
5	CORSICA	404					4	50678	475	119
6	CAMARO	405	1	23520	5367	5367	2	35849	6575	3288
7	CAVALIER	406	23	259726	15226	662	52	584168	47300	910
8	CORVETTE	407	4	130681	7110	1778	8	276126	14071	1759
9	PRIZM/NO	408	10	131587	3697	370	21	272478	11507	548
10	G SPECTR	409	4	53271	2984	746	9	114303	4142	460
11	GEO METR	410	18	143760	5643	314	34	267087	10556	310
12		411								
13		412								
14		413								
15		414								
16	PEUGEOT	415								
17	CHARADE	416								
18	UBARU	417	8	123197	10157	1270	13	188410	14383	1106
19		418								
20	TOTAL NEW CARS-RETAIL (LINES 1-19)		73	941411	54385	745	153	1939223	117139	766
21	CONTACT DIVISION	419	168	2236269	94093	560	287	3819351	156677	546
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS-FLEET (LINES 21-23)		168	2236269	94093	560	287	3819351	156677	546
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20 & 24 THRU 27)		241	3177680	148478	616	440	5758574	273816	622
29										
30	G-VAN	425	14	329318	24872	1777	25	587587	39810	1592
31	H VANS	426	3	58945	2321	774	11	197198	2955	269
32	LUMINA A	427	2	34530	1974	987	4	68614	1780	445
33	TRACKER	428	4	55329	9007	2252	8	121903	8623	1078
34	S10 P/U	429	17	201213	8117	477	32	371785	20948	655
35	S10 BLAZ	430	11	235723	5152	468	15	315733	12170	811
36	SUB/VBLA	431	2	50014	3420	1710	4	150387	5508	918
37	LD 1500	432	14	240175	1231	88	23	388496	4388	191
38	LD 25-35	433	1	18300	1480	1480	1	18300	1480	1480
39	IED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS-RE (LINES 40-41)		68	1223547	57574	847	125	2220003	97662	781
43	CONTACT DIVISION	437	37	591482	18513	500	45	730885	23555	523
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL NEW TRUCKS-FLEET (LINES 43-45)		37	591482	18513	500	45	730885	23555	523
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 42 & 46 THRU 49)		105	1815029	76087	725	170	2950888	121217	713
51										
52	GM PROT. PLANS	443	56	57847	21801	389	123	120739	50755	413
53	OTHER PLANS	444	4	3916	-1504	-376	17	15986	5947	350
54	TOTAL GM PROT. PLANS (LINES 52 & 53)			61763	20297			136725	56712	
55	NEW F & I INCOME (PAGE 4, LINE 36)			131956	122132	353		203101	177732	291
56										
57	NEW OTH AUTO	445		20550	404	1		37210	11431	19
58										
59	TOTAL NEW VEHICLE (LINES 50, 54, 56 & 58)		346	5206978	367396		610	9086498	640908	1051

VAR. OPER. CONTINUED	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUUS	UNITS SOLD	SALES	GROSS PROFIT	PUUS	
USED CARS RETAIL	446	72	507809	108864	1512	142	1066165	210713	1484	1
USED CARS RETAIL-RECOND.	647			-2239	31			-7782	55	2
USED CARS WHOLESALE	448	52	226951	-27658	532	96	348563	-48699	507	3
ADJ-USED CAR INVENTORY	649									4
TOTAL USED CARS (LINES 1-4)		124	734760	78967	637	238	1414728	154232	648	5
USED TRUCKS RETAIL	450	36	354862	52276	1452	73	735178	127839	1751	6
USED TRUCKS RETAIL-RECOND.	651			-1238	34			-2350	32	7
USED TRUCKS WHOLESALE	452	-15	87195	-10687	712	24	153570	-16044	669	8
ADJ-USED TRUCK INVENTORY	653									9
TOTAL USED TRUCKS (LINES 6-9)		51	442057	40351	791	97	888748	109445	1128	10
GM PLANS-PROT	454	8	6592	-2657	882	31	31848	10707	845	11
OTHER PLANS-PROT	455	16	12469	3768	236	37	33164	18501	500	12
TOTAL PROT PLANS (LINES 11-12)			19061	1111	6		65012	29208	87	13
USED P & A INCOME (PAGE 4)			17355	3130	18		66798	33700	101	14
USED OTHER AUTO	456		151218	15539	89		329596	43803	131	15
TOTAL (LINES 5, 10)		175	1364451	139098	795	335	2764882	370388	1106	16
TOTAL NEW & USED (LINES 16-17)		521	6571429	506498	1464	945	11851380	1011296	1658	17
OT. VARI. (PAGE 4)			133174	29528	PNUS		267939	62133	PNUS	18
TOTAL VARIABLE (LINES 18-19)			6704603	536024	1549		12119319	1073429	1760	19
FIXED OPERATIONS	A C C T	MONTH				YEAR-TO-DATE				LINE NO.
		SALES	GROSS PROFIT	% SALES		SALES	GROSS PROFIT	% SALES		
CUSTOMER LABOR-CARS	460	32471	22030	6785		68993	46643	6761		22
CUSTOMER LABOR-TRUCKS	461	10858	7254	6381		23372	15818	6768		23
WARRANTY CLAIM LABO	462	26536	19063	7184		52528	37855	7207		24
INTERNAL LABOR	463	47675	32056	6724		91679	62743	6844		25
NEW VEHICLE INSPECTION LABO	464	28506	23587	8274		49846	40331	8091		26
ADJ. COST OF LABO	665		2570				5298			27
SUB TOTAL (LINES 22-27)		146046	106560	7296		286418	208688	7286		28
SUBS-E REPAIRS	466	3138	666	2122		9092	1529	1682		29
P & A CUSTOMER CAR P.C.S	467	33153	7591	2290		71194	16957	2382		30
P & A CUSTOMER TRUCK P.C.S	468	7829	2228	2846		19224	6690	3480		31
TOTAL MECHANICAL (LINES 28-31)		190166	117045	6155		385928	233864	6060		32
CUSTOMER LABOR-CARS	470	41190	25353	6155		82554	50529	6121		33
CUSTOMER LABOR-TRUCKS	471	12627	7917	6270		26668	16233	6087		34
WARRANTY CLAIM LABO	472	18988	14978	7888		40740	31307	7685		35
INTERNAL LABOR	473	7961	4908	6135		13690	8474	6190		36
ADJ. COST OF LABO	675		2345				4082			37
SUB TOTAL (LINES 32-37)		80763	55501	6872		163652	110625	6760		38
SUBS-E REPAIRS	476	3768	603	1601		9496	1520	1601		39
P & A CUSTOMER CAR P.C.S	477	27469	4285	1560		66727	11848	1776		40
P & A CUSTOMER TRUCK P.C.S	478	12296	1535	1248		26766	4630	1730		41
PAINT & BODY SHOP MATERIALS	479	13769	2680	1946		26607	6173	2320		42
TOTAL BODY SHOP (LINES 38-42)		138063	64604	4679		293248	134796	4597		43
TOTAL SERVICE DEPT. (LINES 32-43)		328232	181649	5534		679176	368660	5428		44
WARRANTY CLAIMS	480	50229	8071	1607		106802	20739	1942		45
INTERNAL	481	76362	16407	2149		161519	34113	2112		46
COUNTER-RETAIL	482	18933	8127	4293		33401	15029	4500		47
WHOLESALE	483	304885	44913	1473		678289	91645	1351		48
WHOLESALE PARTS COMPENSATION	686									49
STOCK ORDER ALLOWANCE	687		33748				64297			50
ADJUSTMENT P & A INVENTORY	688		4545				66650			51
TOTAL P & A (LINES 45-52)		450409	115811	2571		980011	292473	2784		52
TIRES	490									53
GAS OIL & GREASE	491	47		122553		122		342787		54
MISCELLANEOUS	492	43		3 598		49		3 612		55
TOTAL OTHER (LINES 53-56)		90		151667		171		372164		56
TOTAL P & A DEPT. (LINES 51-57)		450499	115826	2571		980182	292510	2784		57
TOTAL FIXED (LINES 44-58)		778731	297475	3820		1659358	661170	3984		58
TOTAL ALL DEPTS. (LINES 19-59)		7483334	8334991	111,313		13778677	17345991	1259		59

LEASE AND

LINE NO	LEASE AND RENTAL OPERATIONS	ACCT	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.U.
1	INCOME AND SALES	500 506	18024	286	35502	564				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		18024	286	35502	564				
4	INTEREST	720	1980	31	3934	62				
5	DEPRECIATION	721	11235	178	22471	357	374		886	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	165	3	1175	19				
10	GASOLINE	726	444	7	1837	13				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		13824	219	28417	451	374		886	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		4200	67	7085	112	-374		-886	
14	INCOME AND SALES	510 516	86134	444	167742	860	1163	291	2519	840
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		86134	444	167742	860	1163	291	2519	840
17	INTEREST	730	9427	49	18461	95	20	5	43	14
18	DEPRECIATION	731	58083	299	116073	595				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	-474	-2	4178	21				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	1064	5	4723	24				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	1540	8	2395	12				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		69640	359	145830	748	20	5	43	14
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		16494	85	21912	112	1143	286	2476	825
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		20694	81	28997	112	769	192	1590	530
28	BEGINNING BALANCE	CT	63	194	EFFECTIVE UNITS			4	EFFECTIVE UNITS	
29	ENDING BALANCE	CT	63	194	63	195		4		3

LINE NO	FINANCE AND INSURANCE ACTIVITY	ACCT	MONTH				YEAR - TO - DATE			
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT
33	FINANCE INCOME-NEW	806 856	105	131123	111868	1065	218	203943	160353	736
34	INSURANCE COMMISSIONS EARNED-NEW	807 857	9	833	833	93	9	-842	-842	-94
35	REPOSESSION LOSSES-NEW	853			(-9431)			(-18221)		
36	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			131956	122132			203101	177732	
37	FINANCE INCOME-USED	808 858	58	17597	17597	303	141	67319	67319	477
38	INSURANCE COMMISSIONS EARNED-USED	809 859	3	-242	-242	-81	6	-521	-521	-87
39	REPOSESSION LOSSES-USED	854			(14225)			(33098)		
40	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			17355	3130			66798	33700	
41	TOTAL F & I INCOME (LINES 36 AND 40)			149311	125262			269899	211432	

SUPPLEMENTAL INVENTORY ANALYSIS									
LINE NO	INVENTORIES	ACCT	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN		
			GM	CONTACT DIVISION	GM-OTHER	OTHER	TOTAL		ACCUMULATED LIFO WRITE DOWN
16	NEW DEMOS	230	48				48	527643	
17	CARS		48				48		
18	TRUCKS								
19	NEW CARS	231	378				378	3762369	1544231
20	NEW TRUCKS	237	309				309	5413643	995145
21	OTHER AUTO	238							
22	USED		TOTAL UNITS	OVERAGE	UNITS	AMOUNT			
23	CARS	240	149	OVER 30 DAYS	101	694854		1096764	
24	TRUCKS	241	82	OVER 60 DAYS	9	69253		667280	
25	PARTS AND ACCESSORIES				GM	OTHER		1430518	114800
26	OTHER INVENTORIES							28821	
TOTAL							314	12927038	2654176

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				L N O
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
26224	749	48458	1385					450		11258		1
												2
26224	749	48458	1385					450		11258		3
2751	79	4638	133									4
9428	269	14394	411									5
4278	122	6089	174									6
-121	-3	340	10									7
645	18	1354	39									8
												9
82	2	559	14									10
												11
17063	488	27374	782									12
9161	262	21084	602					450		11258		13
1179	295	2460	615									14
												15
1179	295	2460	615									16
404	102	491	123									17
1582	396	1938	485									18
571	143	661	165									19
												20
166	42	166	42									21
												22
												23
2725	681	3256	814									24
-1544	-387	-796	-199									25
7615	195	20288	520					450		11258		26
35	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		27
35	4	35	4									28

DEALERSHIP PERSONNEL COUNT									L N O
POSITION	A	B	C	D	E	F	Z	TOTAL	
OWNERS							2	2	32
SUPERVISORS	6	6	2	2	1	1		18	34
VEHICLE SERVICE & PARTS SALESPERSON	29	17	2					48	35
TECHNICIANS				18	11			29	36
CLERICAL	12	12	3	3	2	1		33	37
OTHERS	8	4	1	13	2	19		47	38
TOTAL (LINES 33 THRU 38)	55	39	8	34	16	21	2	177	39
TOTAL MINED V.T.O.	26	11	1	3	2	1		44	40
TOTAL TERMINATED V.T.O.	21	11	1	2	1	3		39	41

INVENTORY AMOUNT
527643
2218138
4418498
1096764
667280

DEALERSHIP CUSTOMER RECEIVABLES							L N O
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES 3/14/22	100001	100001					45
210 OTHER							46
220 VEHICLES	3979783	3930752	38472	7960	2599		47
220 L & P	284335	124908	58559	25003	75865		48
220 SERVICE & PARTS	436764	332513	58563	18688	27000		49
220 OTHER	393929	346095	10114	37720			50
TOTAL CUSTOMER REC.	5194812	4834269	165708	89371	105464		51
300 A P DEBT BAL							52
340 LESS ALLOW FOR DUBIOUS ACCTS	299373						53
NET CUSTOMER REC.	4895439						54
MEMO ITEMS							
CASH SALES SERVICE & PARTS	213733	454594					55
FIN INTEREST FLR PLAN NEW	19849	12855					56
FIN INTEREST OTHER	9776	29123					57
FIN INT FLR PLAN NEW REP UN	26	9					58

Y-T-D	UNITS SOLD	SALES	GROSS PROFIT
1315718			
28821			
10272862			

315

OPERATING REPORT

CONTACT		CONTACT DIVISION			OTHER G.M.			TOTAL G.M.			COMPOSITE GROUP	
LINE NO.		CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL	CAR	TRUCK	TOTAL		
1	DEALER NUMBER											
2	1141326											
3	DEALER NAME	R. K. CHEVROLET										
4	FROM 01 JAN 1993	ADDRESS 2661 VIRGINIA BEACH BLVD.										
5	THRU 31 JAN 1993	CITY & STATE VIRGINIA BEACH, VA										
6	ASSETS				ACCT NO.	AMOUNT				ACCT NO.	AMOUNT	
7	CASH ON HAND				200	26150				202		
8	CASH IN BANK				202	-480644				300	1088625	
9	CONTRACTS IN TRANSIT				205	1691878				220	117358	
10	TOTAL CASH AND CONTRACTS (LINES 7 & 9)					1237384				220	67333	
11										305	40876	
12	TOTAL RECEIVABLES (PAGE 4, LINE 54)				210	3141840				310	11799694	
13					220					312	2338276	
14	DEMONSTRATORS (PAGE 4, LINE 46)				230	535337				314	1147619	
15	NEW CARS (PAGE 4, LINE 49)				231	1495707						
16	NEW TRUCKS (PAGE 4, LINE 50)				237	4050503						
17	OTHER AUTOMOTIVE (PAGE 4, LINE 51)				238							
18	USED CARS (PAGE 4, LINE 53)				240	1188755						
19	USED TRUCKS (PAGE 4, LINE 54)				241	625303						
20	PARTS AND ACCESSORIES (PAGE 4, LINE 55)				242	1210075						
21	TIRES				243							
22	GAS, OIL AND GREASE				244	-53						
23	PAINT AND BODY SHOP MATERIALS				245	14853						
24	SUBLET REPAIRS				246	1634						
25	WORK IN PROCESS-LABOR				247	10198						
26	OTHER				252							
27	MISCELLANEOUS ASSETS RECEIVED IN TRADE				259	15189						
28	TOTAL INVENTORIES (LINES 14 THRU 27)					9147501						
29												
30	SECURITIES				280	30777						
31	FACTORY RECEIVABLES				281	259357						
32	DUE FROM FINANCE COMPANIES				282	798832						
33	WARRANTY CLAIMS				283	98349						
34	INSURANCE COMMISSIONS RECEIVABLE				284	5000						
35	PREPAID EXPENSES: TAXES				270							
36	INSURANCE				271	85844						
37	OTHER				274	5523						
38	TOTAL CURRENT ASSETS (LINES 10, 12, 28 THRU 37)					14810407						
39	★ DRIVER TRAINING VEHICLES				275							
40	★ LEASE AND RENTAL UNITS 325				277	2663886						
41	★ L & R ACCUMULATED DEPRECIATION \$ 1375863											
42	TOTAL CURRENT AND WORKING ASSETS (LINES 38 THRU 40)					17474293						
43												
44	ACCOUNT COST ACCUMULATED DEPRECIATION											
45	LAND	280										
46	BDDS & BOP	281										
47	M & S EQUIP	282	571625	441807		129818						
48	P & A EQUIP	283	71995	35468		36527						
49	FURN & FIXTURES	284	764347	684179		80168						
50	COMPANY VEHICLES	285	94871	49072		45799						
51	LEASE HOLDS	286	1646813	863692		783121						
52			675028			75028						
53	TOTALS (LINES 45 THRU 52)					1150461						
54	★ MEMO COMPANY VEHICLES CARS 8 TRUCKS											
55	LIFE INSURANCE-CASH VALUE				291							
56	NOTES & ACCOUNTS RECEIVABLE-OFFICERS				293							
57	NOTES & ACCOUNTS RECEIVABLE-OTHER				294	316						
58	OTHER INVESTMENTS & MISCELLANEOUS ASSETS				296							
59	TOTAL OTHER ASSETS (LINES 55 THRU 58)					92000						
60	TOTAL ASSETS (LINES 42 & 59)					18716754						
61												
62												
63												
64												
65												
66												
67												
68												
69												
70												
71												
72												
73												
74												
75												
76												
77												
78												
79												
80												
81												
82												
83												
84												
85												
86												
87												
88												
89												
90												
91												
92												
93												
94												
95												
96												
97												
98												
99												
100												
101												
102												
103												
104												
105												
106												
107												
108												
109												
110												
111												
112												
113												
114												
115												
116												
117												
118												
119												
120												
121												
122												
123												
124												
125												
126												
127												
128												
129												
130												
131												
132												
133												
134												
135												
136												
137												
138												
139												
140												
141												
142												
143												
144												
145												
146												
147												
148												
149												
150												
151												
152												
153												
154												
155												
156												
157												
158												
159												
160												
161												
162												
163												
164												
165												
166												
167												
168												
169												
170												
171												
172												
173												
174												
175												
176												
177												
178												
179												
180												
181												
182												
183												
184												
185												
186												
187												
188												
189												
190												
191												
192												
193												
194												
195												
196												
197												
198												
199												
200												

★ SHOW NUMBER OF UNITS AND DOLLAR AMOUNTS AS APPLICABLE

TOTAL INCOME AND EXPENSE		MONTH	% OF SALES	YEAR-TO-DATE	% OF SALES	LINE NO.
NET SALES (PAGE 3, LINE 50)		6295344		6295344		1
GROSS PROFIT (PAGE 3, LINE 50)		901099	1431	901099	1431	2
VARIABLE	EXPENSES		PNUS		PNUS	3
	COMPENSATION-VEHICLE AND L & R SALESPERSON	90985	345	90985	345	4
	DELIVERY EXPENSE	602	2	602	2	5
	POLICY WORK-VEHICLES	8187	31	8187	31	6
	TOTAL VARIABLE (LINES 4 THRU 7)	99774	378	99774	378	8
PERSONNEL	SALARIES-OWNERS	22000	35	22000	35	9
	SALARIES-SUPERVISION	102997	164	102997	164	10
	SALARIES-CLERICAL	40553	64	40553	64	11
	OTHER SALARIES AND WAGES	84898	135	84898	135	12
	ABSENTEE COMPENSATION	3243	5	3243	5	13
	TAXES-PAYROLL	47334	75	47334	75	14
	EMPLOYEE BENEFITS	8532	14	8532	14	15
	PENSION FUND	5524	9	5524	9	16
	TOTAL PERSONNEL (LINES 9 THRU 16)	315081	500	315081	500	17
FIXED	USED VEHICLE MAINTENANCE EXPENSE					18
	COMPANY VEHICLE EXPENSE	13855	22	13855	22	19
	OFFICE SUPPLIES AND EXPENSES	7125	11	7125	11	20
	OTHER SUPPLIES	13666	22	13666	22	21
	ADVERTISING	75055	119	75055	119	22
	CONTRIBUTIONS					23
	POLICY WORK-PARTS AND SERVICE	4721	7	4721	7	24
	OUTSIDE SERVICES-DATA PROCESSING	18881	30	18881	30	25
	OUTSIDE SERVICES-OTHER	25454	40	25454	40	26
	TRAVEL AND ENTERTAINMENT	7787	12	7787	12	27
	MEMBERSHIPS, DUES AND SUBSCRIPTIONS	2684	4	2684	4	28
	LEGAL AND AUDITING EXPENSE	15804	25	15804	25	29
	TELEPHONE AND TELEGRAPH	6070	10	6070	10	30
	TRAINING EXPENSE	2054	3	2054	3	31
	INTEREST-NOTES PAYABLE & OTHER	12353	20	12353	20	32
	MISCELLANEOUS EXPENSE	5456	9	5456	9	33
	TOTAL SEMI-FIXED (LINES 18 THRU 34)	210965	335	210965	335	35
FIXED	RENT	52063	83	52063	83	36
	AMORTIZATION-LEASEHOLDS	4960	8	4960	8	37
	REPAIRS-REAL ESTATE	3740	6	3740	6	38
	DEPRECIATION-BLDGS & IMPROVEMENTS					39
	TAXES-REAL ESTATE	2900	5	2900	5	40
	INSURANCE-BLDGS & IMPROVEMENTS					41
	INTEREST-MORTGAGES					42
	SUB-TOTAL RENT AND RENT EQUIVALENT (LINES 36 THRU 42)	63663	101	63663	101	43
	HEAT, LIGHT, POWER, AND WATER	16101	26	16101	26	44
	INSURANCE-OTHER	21447	34	21447	34	45
D	TAXES-OTHER	9428	15	9428	15	46
	REPAIRS-EQUIPMENT	695	1	695	1	47
	DEPRECIATION-EQUIPMENT	18971	30	18971	30	48
	EQUIPMENT RENTAL					49
	TOTAL FIXED (LINES 43 THRU 49)	130305	207	130305	207	50
	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	656351	1043	656351	1043	51
	TOTAL EXPENSES (LINES 8 & 51)	756125	1201	756125	1201	52
	OPERATING PROFIT OR LOSS (LINE 2 MINUS 52)	144974	230	144974	230	53
	NET ADDITIONS & DEDUCTIONS (PAGE 2, LINE 60)	77285	123	77285	123	54
	NET PROFIT OR LOSS BEFORE BONUSES & INCOME TAXES	222259	353	222259	353	55
	BONUSES-EMPLOYEES					56
	BONUSES-OWNERS	75000	119	75000	119	57
	NET PROFIT OR LOSS BEFORE INCOME TAX	147259	234	147259	234	58
	INCOME TAXES	-5		-5		59
	NET PROFIT OR LOSS AFTER INCOME TAX	147264	234	147264	234	60

DEPARTMENTAL PROFITABILITY

LINE NO.	DEPARTMENT	A - NEW VEHICLE DEPARTMENT		B - USED VEHICLE DEPARTMENT		C - LEASE AND RENTAL DEPARTMENT		D - MECHANICAL DEPARTMENT
		MONTH (PAGE 3, LINE 60)	YEAR-TO-DATE (PAGE 3, LINE 60)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 16)	YEAR-TO-DATE (PAGE 3, LINE 16)	MONTH (PAGE 3, LINE 32)
1	NET SALES	3879522	3879522	1400431	1400431	134766	134766	195760
2	GROSS PROFIT	273507	273507	231289	231289	32607	32607	116819
3	EXPENSES							
4	COMPENSATION OWNER AND SALES PEOPLE	50819	50819	39666	39666	500	500	
5	DELIVERY EXPENSE	562	562	40	40			
6	POLICY WORK-VEHICLES	6632	6632	1543	1543	12	12	
7								
8	TOTAL VARIABLE (LINES 4 THRU 7)	58013	58013	41249	41249	512	512	
9	SALARIES-OWNERS					4000	4000	
10	SALARIES-SUPERVISION	44969	44969	30888	30888	8466	8466	4343
11	SALARIES-CLERICAL	10913	10913	9920	9920	2119	2119	9232
12	OTHER SALARIES AND WAGES	11317	11317	5642	5642	1869	1869	17349
13	ABSENTEE COMPENSATION					43	43	2096
14	TAXES-PAYROLL	23585	23585	7348	7348	1153	1153	7113
15	EMPLOYEE BENEFITS	3587	3587	4406	4406	-486	-486	68
16	PENSION FUND	2108	2108	1149	1149	159	159	1135
17	TOTAL PERSONNEL (LINES 9 THRU 16)	96479	96479	59353	59353	17323	17323	41336
18	VEHICLE MAINTENANCE EXPENSE							
19	COMPANY VEHICLE EXPENSE	-348	-348	5350	5350			1569
20	OFFICE SUPPLIES AND EXPENSES	745	745	712	712	59	59	4669
21	OTHER SUPPLIES	3290	3290	2382	2382	4	4	5269
22	ADVERTISING	23578	23578	35462	35462	534	534	7117
23	CONTRIBUTIONS							
24	POLICY WORK-PARTS AND SERVICE							1974
25	POSTAGE SERVICES-DATE PROCESSING	6193	6193	5630	5630			3190
26	POSTAGE SERVICES-MAIL	7196	7196	5994	5994	1823	1823	5763
27	TRAVEL AND ENTERTAINMENT	3322	3322	1849	1849	28	28	1235
28	MEMBERSHIPS DUES AND PUBLICATIONS	699	699	635	635	316	316	610
29	LEGAL AND AUDITING EXPENSE	5142	5142	4675	4675	222	222	2649
30	TELEPHONE AND TELEGRAPH	1898	1898	1726	1726	272	272	978
31	TRAINING EXPENSE	1145	1145	19	19			594
32	INTEREST-NOTES PAYABLE AND OTHER	-6994	-6994	19347	19347			
33	MISCELLANEOUS EXPENSE	73	73	66	66			1152
34								
35	TOTAL SEMI-FIXED (LINES 18 THRU 34)	45939	45939	83847	83847	3260	3260	36769
36	RENT	15510	15510	14100	14100	3000	3000	7990
37	AMORTIZATION-LEASEHOLDS	1637	1637	1488	1488			843
38	REPAIRS-REAL ESTATE	779	779	913	913			1119
39	DEPRECIATION-BLDGS. & IMPROVEMENTS							
40	TAXES-REAL ESTATE	957	957	870	870			493
41	INSURANCE-BLDGS. & IMPROVEMENTS							
42	INTEREST-MORTGAGES							
43	SUB-TOTAL EQUIPMENT (LINES 36 THRU 42)	18883	18883	17371	17371	3000	3000	10445
44	HEAT LIGHT-POWER AND WATER	5201	5201	4728	4728	341	341	2679
45	INSURANCE-OTHER	7078	7078	6434	6434			3646
46	TAXES-OTHER	3413	3413	2372	2372	717	717	1344
47	REPAIRS-EQUIPMENT							
48	DEPRECIATION-EQUIPMENT	6070	6070	5692	5692			3415
49	EQUIPMENT RENTAL							
50	TOTAL FIXED (LINES 43 THRU 49)	40645	40645	36597	36597	4058	4058	21529
51	TOTAL FIXED OVERHEAD (LINES 17, 35 & 50)	183063	183063	179797	179797	24641	24641	99634
52	TOTAL EXPENSES (LINES 3 & 51)	241076	241076	221046	221046	25153	25153	99634
53	DEPT. PROFIT OR LOSS (LINES 2 & 52)	32431	32431	10243	10243	7454	7454	17185
54	PRORATION OF G & A	5760	5760	5400	5400			3060
55	DEPT. PROFIT OR LOSS AFTER PRORATION	26671	26671	4843	4843	7454	7454	14125
56	ADDITIONS TO INCOME							
57	AD DEBTS RECOVERED	902	4135			953	1868	1868
58	OTHER INCOME	905	89579			955	14561	14561
59								
60	NET ADDITIONS AND DEDUCTIONS. TOTAL ADDITIONS						77285	77285

Y

PAGE 2

U. DEPARTMENT		E. BODY SHOP DEPARTMENT		F. PARTS AND ACCESSORIES DEPARTMENT		Z. GENERAL AND ADMINISTRATIVE		LINE NO.
YEAR-TO-DATE (PAGE 3, LINE 32)	MONTH (PAGE 3, LINE 43)	YEAR-TO-DATE (PAGE 3, LINE 43)	MONTH (PAGE 3, LINE 58)	YEAR-TO-DATE (PAGE 3, LINE 58)	MONTH	YEAR-TO-DATE		
195760	155182	155182	529683	529683				1
116819	70193	70193	176684	176684				2
								3
								4
								5
								6
								7
								8
					18000	18000		9
4343	10519	10519	3812	3812				10
9232	3637	3637	4732	4732				11
17349	3534	3534	45187	45187				12
2096	629	629	475	475				13
7113	4400	4400	3735	3735				14
68	454	454	503	503				15
1135	510	510	463	463				16
41336	23683	23683	58907	58907	18000	18000		17
								18
1569	894	894	6390	6390				19
4669	314	314	626	626				20
5269	1990	1990	729	729				21
7117	-236	-236	8600	8600				22
								23
1974	2017	2017	730	730				24
3190	2064	2064	1804	1804				25
5763	2431	2431	2247	2247				26
1235	738	738	615	615				27
610	233	233	191	191				28
2649	1714	1714	1402	1402				29
978	633	633	563	563				30
594	205	205	91	91				31
								32
1152	149	149	4016	4016				33
								34
36769	13146	13146	28004	28004				35
7990	5170	5170	6293	6293				36
843	546	546	446	446				37
1119	637	637	292	292				38
								39
493	319	319	261	261				40
								41
								42
10445	6672	6672	7292	7292				43
2679	1734	1734	1418	1418				44
3646	2359	2359	1930	1930				45
1344	870	870	712	712				46
	695	695						47
3415	1897	1897	1897	1897				48
								49
21529	14227	14227	13249	13249				50
99634	51056	51056	100160	100160	18000	18000		51
99634	51056	51056	100160	100160	18000	18000		52
17185	19137	19137	76524	76524				53
3060	1980	1980	1800	1800				54
14125	17157	17157	74724	74724				55
REPAIR ORDERS RECEIVED		MONTH	YEAR-TO-DATE	REPAIR ORDERS RECORDED		MONTH	YEAR-TO-DATE	56
MED-HVACULAR CARE		430	430	BODY SHOP-TRUCKS		34	34	57
MED-HVACULAR TRUCKS		141	141	INTERNAL		1176	1176	58
BODY SHOP-CAR		77	77	WARRANTY CLAIM		435	435	59
TOTAL REPAIR ORDERS RECORDED - SEE SHEET 55						2293	2293	60

319

DEPARTMENTAL SALES AND GROSS PROFIT AN.

LINE NO	VARIABLE OPERATIONS	A C C T	MONTH				YEAR-TO-DATE			
			UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD	UNITS SOLD	SALES	GROSS PROFIT	PER UNIT SOLD
1	REGULAR	400	3	40705	2114	705	3	40705	2114	705
2	LUMINA	301	2	33750	1815	908	2	33750	1815	908
3	CELE/MC	302								
4	BERETTA	303								
5	CORSICA	304	4	50678	475	119	4	50678	475	119
6	CAMARO	305	1	12329	1208	1208	1	12329	1208	1208
7	CAVALIER	306	29	324442	32074	1106	29	324442	32074	1106
8	CORVETTE	307	4	145445	6960	1740	4	145445	6960	1740
9	PRIZM/NO	408	11	140891	7809	710	11	140891	7809	710
10	G SPECTR	409	5	61032	1157	231	5	61032	1157	231
11	GEO METR	410	14	123327	4913	307	14	123327	4913	307
12		411								
13		412								
14		413								
15		414								
16	PEUGEOT	415								
17	CHARADE	416								
18	UBARU	417	5	65213	4227	845	5	65213	4227	845
19		418								
20	TOTAL NEW CARS RETAIL (LINES 1-15)		80	997812	62752	784	80	997812	62752	784
21	CONTACT DIVISION	419	119	1583082	62584	526	119	1583082	62584	526
22	OTHER GM	420								
23	OTHER	421								
24	TOTAL NEW CARS FLEET (LINES 21-23)		119	1583082	62584	526	119	1583082	62584	526
25	CONTACT DIVISION	422								
26	OTHER GM	423								
27	OTHER	424								
28	TOTAL NEW CARS (LINES 20-27)		199	2580894	125336	630	199	2580894	125336	630
29										
30	G-VAN	425	11	258269	14938	1358	11	258269	14938	1358
31	M VANS	426	8	138253	635	79	8	138253	635	79
32	LUMINA A	427	2	34084	-194	-97	2	34084	-194	-97
33	TRACKER	428	4	66574	-384	-96	4	66574	-384	-96
34	S10 P/U	429	15	170572	12831	855	15	170572	12831	855
35	S10 BLAZ	430	4	80010	7016	1755	4	80010	7016	1755
36	SUB/VBLA	431	4	100374	2088	522	4	100374	2088	522
37	LD 1500	432	9	148321	3156	351	9	148321	3156	351
38	LD 25-35	433								
39	ED DUTY	434								
40		435								
41	ROCKY	436								
42	TOTAL NEW TRUCKS RETAIL (LINES 30-36)		57	996457	40088	703	57	996457	40088	703
43	CONTACT DIVISION	437	8	139404	5041	630	8	139404	5041	630
44	OTHER GM	438								
45	OTHER	439								
46	TOTAL NEW TRUCKS FLEET (LINES 43-45)		8	139404	5041	630	8	139404	5041	630
47	CONTACT DIVISION	440								
48	OTHER GM	441								
49	OTHER	442								
50	TOTAL NEW TRUCKS (LINES 42-49)		65	1135861	45129	694	65	1135861	45129	694
51										
52	GM PROT. PLANS	443	67	62892	28964	432	67	62892	28964	432
53	OTHER PLANS	444	13	12070	7451	573	13	12070	7451	573
54	TOTAL PROT. PLANS (LINES 52 & 53)			74962	36415	138		74962	36415	138
55										
56	NEW F & I INCOME (PAGE 4, LINE 36)			71145	55600	211		71145	55600	211
57										
58	NEW DTH AUTO	445		16660	11027	42		16660	11027	42
59										
60	TOTAL NEW VEHICLE (LINES 28, 50, 54, 56 & 58)		264	3879522	273507	1034	264	3879522	273507	1034

VAR. OPER. CONTINUED	A C C T.	MONTH				YEAR-TO-DATE				LINE NO.
		UNITS SOLD	SALES	GROSS PROFIT	PUS	UNITS SOLD	SALES	GROSS PROFIT	PUS	
USED CARS RETAIL	446	70	558356	101849	1455	70	558356	101849	1455	1
USED CARS RETAIL-RECOND	647			-5543	79			-5543	79	2
USED CARS WHOLESALE	448	44	121612	-21041	-478	44	121612	-21041	-478	3
ADJ. USED CAP INVENTORY	649									4
TOTAL USED CARS (LINES 1 THRU 4)		114	679968	75265	660	114	679968	75265	660	5
USED TRUCKS RETAIL	450	37	380316	75563	2042	37	380316	75563	2042	6
USED TRUCKS RETAIL-RECOND	651			-1112	30			-1112	30	7
USED TRUCKS WHOLESALE	452	9	66375	-5357	-595	9	66375	-5357	-595	8
ADJ. USED TRUCK INVENTORY	653									9
TOTAL USED TRUCKS (LINES 6 THRU 9)		46	446691	69094	1502	46	446691	69094	1502	10
GM PLANS-PROT	454	23	25257	13364	581	23	25257	13364	581	11
OTHER PROT PLANS	455	21	20696	14733	702	21	20696	14733	702	12
TOTAL PROT PLANS (LINES 11 & 12)			45953	28097	176		45953	28097	176	13
USED P & A INCOME (PAGE 4 LINE 46)			49442	30569	191		49442	30569	191	14
USED OTHER AUTO	456		178377	28264	537		178377	28264	537	15
TOTAL USED VEH (LINES 10 & 15)		160	1400431	231289	1446	160	1400431	231289	1446	16
TOTAL NEW & USED (LINES 13 & 14)		424	5279953	504792	1912	424	5279953	504792	1912	17
VAR. & A (PAGE 4 LINE 47)			134766	32607	PNUS		134766	32607	PNUS	18
TOTAL VARIABLE (LINES 17 & 18)			5414719	537403	2036		5414719	537403	2036	19
										20
										21
										22
										23
										24
										25
										26
										27
										28
										29
										30
										31
										32
										33
										34
										35
										36
										37
										38
										39
										40
										41
										42
										43
										44
										45
										46
										47
										48
										49
										50
										51
										52
										53
										54
										55
										56
										57
										58
										59
										60

LEASE AND

LINE NO	LEASE AND RENTAL OPERATIONS	ACCT.	OPERATING LEASE INCOME NON-MAINTENANCE				OPERATING LEASE INCOME MAINTENANCE			
			MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.
1	INCOME AND SALES	500	17477	277	17477	277				
2	COST OF SALES	705								
3	INCOME & GROSS PROFIT (LINE 1 MINUS 2)		17477	277	17477	277				
4	INTEREST	720	1954	31	1954	31				
5	DEPRECIATION	721	11235	178	11235	178	512		512	
6	INSURANCE	722								
7	LICENSE, TITLE & TAXES	723								
8	MAINTENANCE & REPAIRS	724								
9	SERVICE CHARGES	725	1010	14	1010	14				
10	GASOLINE	726	393	6	393	6				
11	RENT-SUBLET UNITS	727								
12	TOTAL DIRECT COSTS (LINES 4 THRU 11)		14592	232	14592	232	512		512	
13	VARIABLE L & R GROSS PROFIT (LINE 3 MINUS 12)		2885	44	2885	44	-512		-512	
14	INCOME AND SALES	510	81609	414	81609	414	1355	1355	1355	1355
15	COST OF SALES	715								
16	INCOME & GROSS PROFIT (LINE 14 MINUS 15)		81609	414	81609	414	1355	1355	1355	1355
17	INTEREST	730	9033	44	9033	44	23	23	23	23
18	DEPRECIATION	731	57990	294	57990	294				
19	INSURANCE	732								
20	LICENSE, TITLE & TAXES	733	4652	24	4652	24				
21	MAINTENANCE & REPAIRS	734								
22	SERVICE CHARGES	735	3660	19	3660	19				
23	GASOLINE	736								
24	RENT-SUBLET UNITS	737	855	4	855	4				
25	TOTAL DIRECT COSTS (LINES 17 THRU 24)		76190	389	76190	389	23	23	23	23
26	VARIABLE L & R GROSS PROFIT (LINE 16 MINUS 25)		5419	28	5419	28	1332	1332	1332	1332
27	TOTAL VARIABLE L & R GROSS PROFIT (LINES 13 AND 26)		8304	32	8304	32	820	820	820	820
28	BEGINNING BALANCE	C/T	63	194	EFFECTIVE UNITS		1		EFFECTIVE UNITS	
29	ENDING BALANCE	C/T	63	194	63	194	1			1

LINE NO	FINANCE AND INSURANCE ACTIVITY	ACCT.	MONTH				YEAR - TO - DATE			
			CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT	CONTRACTS SOLD	INCOME	AFTER COMMISSIONS	PER CONTRACT
32	FINANCE INCOME-NEW	806	113	72820	48485	429	113	72820	48485	429
33	INSURANCE COMMISSIONS EARNED-NEW	807		-1675	-1675			-1675	-1675	
34	REPOSESSION LOSSES-NEW	853			(-8790)				(-8790)	
35	NEW F & I INCOME (LINES 33 AND 34 LESS LINE 35)			71145	55600			71145	55600	
36	FINANCE INCOME-USED	808	83	49722	49722	599	83	49722	49722	599
37	INSURANCE COMMISSIONS EARNED-USED	809	3	-280	-280	-93	3	-280	-280	-93
38	REPOSESSION LOSSES-USED	854			(1887)				(1887)	
39	USED F & I INCOME (LINES 37 AND 38 LESS LINE 39)			49442	30569			49442	30569	
40	TOTAL F & I INCOME (LINES 36 AND 40)			120587	86169			120587	86169	

SUPPLEMENTAL INVENTORY ANALYSIS

LINE NO	INVENTORIES	ACCT.	UNITS				INVENTORY AMOUNT BEFORE LIFO WRITE DOWN	ACCUMULATED LIFO WRITE DOWN	INVENTORY AMOUNT
			GM	CONTACT DIVISION	GM-OTHER	OTHER			
15	NEW DEMOS	230					535337		535337
16	CARS								
17	TRUCKS								
18	NEW CARS	231	284			284	3039938	1544231	1495707
19	NEW TRUCKS	237	280			280	5045648	995145	4050503
20	OTHER AUTO	238							
21	USED		TOTAL UNITS	OVERAGE:	UNITS	AMOUNT			
22	CARS	240	184	OVER 30 DAYS	103	709643	1188755		1188755
23	TRUCKS	241	80	OVER 60 DAYS	15	147289	625303		625303
24	PARTS AND ACCESSORIES	242					1324875	114800	1210075
25	OTHER INVENTORIES	243, 244, 245, 252 TO 258					29989		29989
TOTALS (LINES 15 THRU 25)							11789845	2654176	9135669

RENTAL ACTIVITY

PAGE 4

RENTAL INCOME				CAPITAL LEASES				FINANCE AND OTHER INCOME CAPITAL LEASES				LINE NO
MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	MONTH	PER UNIT	YEAR TO DATE	P.E.F.U.	
22234	635	22234	635					10809		10809		1
												2
22234	635	22234	635					10809		10809		3
1887	54	1887	54									4
4966	142	4966	142									5
1811	52	1811	52									6
461	13	461	13									7
709	20	709	20									8
												9
477	14	477	14									10
												11
10311	295	10311	295									12
11923	341	11923	341					10809		10809		13
1282	321	1282	321									14
												15
1282	321	1282	321									16
85	21	85	21									17
356	89	356	89									18
90	23	90	23									19
												20
												21
												22
												23
531	133	531	133									24
751	188	751	188									25
12674	325	12674	325					10809		10809		26
35	4	EFFECTIVE UNITS		UNITS SOLD		UNITS SOLD				EFFECTIVE UNITS		27
35	4	35	4									28

DEalersHIP PERSONNEL COUNT										LINE NO
POSITION	A	B	C	D	E	F	Z	TOTAL		
OWNERS							2	2		31
SUPERVISORS	5	6	2	2	2	1		18		34
VEHICLE SERVICE & PARTS SALESPERSONS	24	17	1					42		35
TECHNICIANS				17	10			27		36
CLERICAL	10	10	3	3	2	1		29		37
OTHERS	9	6	1	13	2	19		50		38
TOTAL (LINES 33 THRU 38)	48	39	7	35	16	21	2	168		39
TOTAL HIRED Y-T-D		5		1		1		7		40
TOTAL TERMINATED Y-T-D	13	5	1	1	1	3		24		41

DEalersHIP CUSTOMER RECEIVABLES							LINE NO
CUSTOMER RECEIVABLES	TOTAL	NOT DUE	1-30 DAYS	31-90 DAYS	OVER 90 DAYS		
210 VEHICLES	85581	85581					45
210 OTHER							46
220 VEHICLES	2115234	2068781	11519	21662	13272		47
220 L & R	284651	147419	35441	24875	76916		48
220 SERVICE & PARTS	505288	393466	54575	21070	36177		49
220 OTHER	420061	367020	11942	39688	1411		50
TOTAL CUSTOMER REC.	3410815	3062267	113477	107295	127776		51
300 A/P DEBIT BAL							52
340 LESS ALLOW FOR DOUBTFUL ACCTS	268975						53
NET CUSTOMER REC.	3141840						54
MEMO ITEMS							
CASH SALES SERVICE & PARTS	240861	240861					55
76 INTEREST FLR PLAN-NEW	-6994	-6994					56
76 INTEREST OTHER	19347	19347					57
75 INT FLR PLAN NEW PER JUN	-12	-12					58

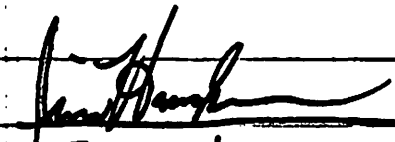
323

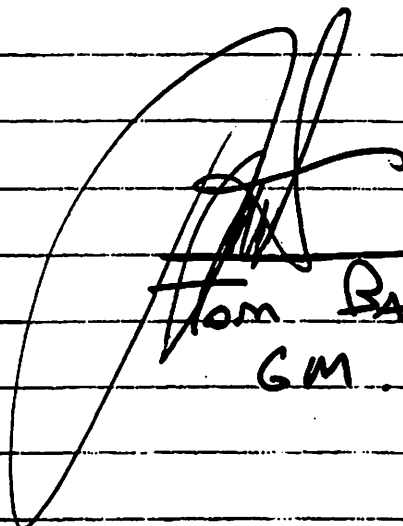
~~Don~~

gave me to DEB!

Harden Ex. #5

- ① NO Alcohol for 2 week - 1.
- ② no travel weekly (outpatient)
- ③ conversation will be
- ④ Financial Penalty
- ⑤ Private Apology meeting
- ⑥ no fraternization w/ salespeople
- ⑦


Jim HARDEN
D.C. Mgr


Tom BATES
GM.

James M. Hastings, CPA
Principal, Automotive Practice Division

Experience

Jim, principal-in-charge of the automotive practice division of Keller Bruner & Company, is responsible for overseeing the audit, accounting, and tax planning and preparation services to our automobile dealership clients. Jim has in excess of 10 years experience in providing audit and tax compliance services within the automotive industry.

In addition to accounting and tax responsibilities, Jim's experience includes business projection and feasibility studies; cash flow analysis; preparation of accounting manuals; implementation of internal control procedures; and preparation or assistance in preparation of reports to various regulatory agencies including the Securities and Exchange Commission, Department of Housing and Urban Development, and the Federal Home Loan Bank Board. Jim also serves on the Board of Directors of several community organizations.

Representative Engagements

Audits of nonprofit organizations with memberships in excess of one million

Consulting directly related to operational issues within automobile dealerships

Audits of commonly controlled automobile dealerships with sales in excess of \$160 million

Audit of real estate holding company with assets valued at \$36.5 million including a portfolio of seven operating hotels

Tax planning and preparation for corporations, partnerships and individuals

Professional and Community Activities

American Institute of Certified Public Accountants

Maryland Association of Certified Public Accountants

Treasurer, Director, Ivymount School

Board of Advisors, Homemaker Health Aide Society of Washington, D.C.

Board of Directors, Colesville Lions Club

Board of Directors, Alzheimers Association of Greater Washington

Education

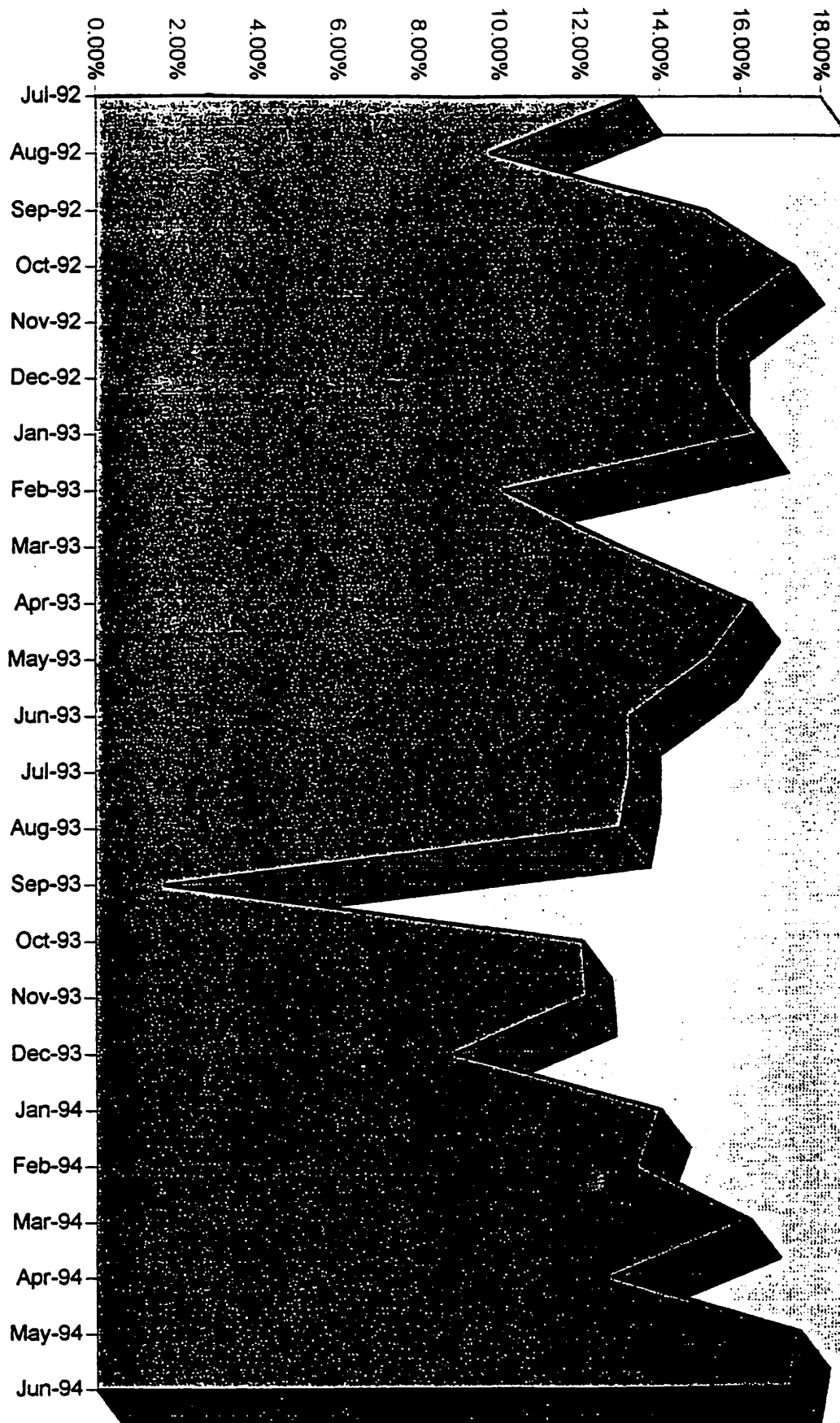
B.S. in Accounting, University of Maryland, 1977

Continuing professional education seminars with emphasis in current issues related to automotive accounting and taxation

USED VEHICLE DEPARTMENT

Date	Sales	Gross Profit	Gross Profit Percentage
Jul-92	1,249,902.00	166,983.00	13.36%
Aug-92	1,350,198.00	132,476.00	9.81%
Sep-92	1,682,100.00	255,511.00	15.19%
Oct-92	1,947,315.00	338,484.00	17.38%
Nov-92	2,696,070.00	382,775.00	14.20%
Dec-92	1,282,303.00	199,226.00	15.54%
Jan-93	1,400,431.00	231,289.00	16.52%
Feb-93	1,364,451.00	139,098.00	10.19%
Mar-93	1,503,383.00	197,260.00	13.12%
Apr-93	1,608,791.00	262,342.00	16.31%
May-93	1,762,248.00	268,977.00	15.26%
Jun-93	1,696,337.00	226,506.00	13.35%
Jul-93	1,573,553.00	209,914.00	13.34%
Aug-93	1,868,494.00	244,640.00	13.09%
Sep-93	1,438,949.00	24,574.00	1.71%
Oct-93	1,608,592.00	195,300.00	12.14%
Nov-93	1,537,568.00	188,468.00	12.26%
Dec-93	1,164,962.00	104,401.00	8.96%
Jan-94	1,507,811.00	212,266.00	14.08%
Feb-94	1,233,099.00	167,511.00	13.58%
Mar-94	1,645,049.00	268,395.00	16.32%
Apr-94	1,449,274.00	186,702.00	12.88%
May-94	1,629,338.00	285,613.00	17.53%
Jun-94	2,110,075.00	365,178.00	17.31%

RK Chevrolet, Inc. **Used Vehicle Gross Profit**



RK CHEVROLET, INC.

CALCULATION OF DAMAGES:

COMPARISON OF THE USED VEHICLE DEPARTMENT GROSS PROFIT INDICATES
A DROP OFF IN PERFORMANCE FROM 8/93 TO 12/93, A 5 MONTH PERIOD.

IF WE EXAMINE RESULTS FROM JULY, 1992 THROUGH AND INCLUDING JUNE, 1994

EXAMINING RESULTS FOR 5 MONTH PERIODS:

		GROSS PROFIT
Jul-92	Nov-92	13.96%
Aug-92	Dec-92	14.42%
Sep-92	Jan-93	15.76%
Oct-92	Feb-93	14.76%
Nov-92	Mar-93	13.91%
Dec-92	Apr-93	14.34%
Jan-93	May-93	14.28%
Feb-93	Jun-93	13.64%
Mar-93	Jul-93	14.27%

WE WOULD THEREFORE EXPECT GROSS PROFIT ON SALES
DURING AUG-93 TO DEC-93 TO BE APPROXIMATELY 14.52%

ACTUAL SALES

Aug-93	1,868,494.00
Sep-93	1,438,949.00
Oct-93	1,608,592.00
Nov-93	1,537,568.00
Dec-93	<u>1,164,962.00</u>
	<u>7,618,565.00</u>

OMIT DOWN PERIODS AFFECTED BY 8/93 THROUGH 12/93

Jan-94	May-94	14.87%
Feb-94	Jun-94	15.52%

TOTAL 159.73%

AVERAGE 14.52%

14.52% EXPECTED GROSS PROFIT %

1,106,215.64 EXPECTED GROSS PROFIT

ACTUAL GROSS PROFIT

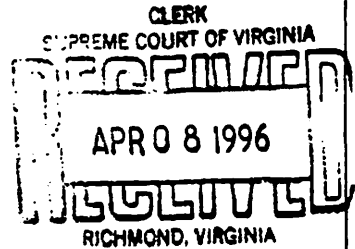
Aug-93	(244,640.00)
Sep-93	(24,574.00)
Oct-93	(195,300.00)
Nov-93	(188,468.00)
Dec-93	(104,401.00)

348,832.64 AMOUNT EXPECTED PROFIT EXCEEDS ACTUAL PROFIT
DURING PERIOD IMMEDIATELY FOLLOWING
MANAGERS DEPARTURE

960943

1

VIRGINIA:
IN THE CIRCUIT COURT FOR THE CITY OF VIRGINIA BEACH



R.K. CHEVROLET, INC.,)
Plaintiff,)
V.)
JAMES J. HAYDEN, JR.,)
Defendant.)

EXCERPT OF
TRANSCRIPT OF PROCEEDINGS

Virginia Beach, Virginia
January 25, 1995

Before: The Honorable John K. Moore, Judge,
and a jury

Appearances:

WILLCOX & SAVAGE
By: WILLIAM M. FURR, ESQUIRE
Counsel for the Plaintiff

HUDGINS & EGE
By: W. EDWARD HUDGINS, JR., ESQUIRE
Counsel for the Defendant

Filed
Mar. 13, 1996
J. Curtis Pruitt, Clerk
By: R. Q. Mann, D.C.

329

* * * * *

1
2
3 THE COURT: Okay. The Court's going
4 to sustain the motion to strike. During the evening
5 recess, I've had the opportunity to review the law
6 as well as the facts of this particular case, and
7 this is basically nothing but a breach of contract
8 case. The contract is memorialized in Plaintiff's
9 Exhibit 2; and, in effect, this Court finds that
10 there is no valid and enforceable contract between
11 the parties here.

12 The defendant has argued in his motion
13 to strike, first, that there was no consideration;
14 and I agree with that. Basically, what this
15 contract says is nothing more than that Mr. Hayden
16 agrees to work continuously at R.K. Chevrolet,
17 Incorporated, Geo, for at least two years.

18 The plaintiff is correct that
19 continued employment can be a valid consideration
20 for an employee signing a covenant not to compete.
21 The Supreme Court has clearly ruled on that. In
22 this case, however, we don't have that situation at
23 all. In this case we have a written memorandum in
24 which R.K. Chevrolet basically agrees to do nothing.
25 The Court finds, therefore, that there is no valid

1 consideration.

2 The Court also finds -- and this
3 wasn't touched upon -- that the contract is not
4 complete and reasonably certain. The contract or
5 alleged document which has been called a contract
6 does not specify the dates of the two-year period
7 that Mr. Hayden is supposed to work for R.K.
8 Chevrolet. The document is dated on May the 12th of
9 1992, but it does not say that it will continue
10 until May the 12th of 1994. It simply says that he
11 agrees to work continuously at R.K. Chevrolet for at
12 least two years. At the time Mr. Hayden had worked
13 there almost two years, since August the 10th of
14 1990, so even if it was a contract in that respect,
15 frankly, he had fulfilled it as of August of 1992.

16 There was no -- there was absolutely
17 nothing in this contract which would indicate what
18 his position was going to be. That's why I can only
19 find that the contract or agreement or written
20 memoranda, if you want to call it that, is totally
21 lacking in certainty and definiteness. It does not
22 specify his position, does not describe what his job
23 responsibilities were to be. It does not establish
24 any degree of skill that he must bring to bear upon
25 performing his duties. It does not specify what

1 results, if any, he must attain; and it certainly
2 places no obligation upon him to make any profits
3 for the used car department of R.K. Chevrolet.

4 In addition, the contract does not
5 specify the amount of time Mr. Hayden was to work.
6 It doesn't say he's to work one hour a day or four
7 hours a day. It doesn't say 40 hours a week. It
8 doesn't say full-time. It says absolutely nothing
9 except he will work continuously at R.K. Chevrolet
10 for at least two years. He could have worked there
11 for an hour a day, five days a week even as a used
12 car manager or in some other position, a painter, a
13 custodian, a mechanic, a salesman, whatever, and
14 still fulfilled his obligation under this contract
15 or memoranda.

16 It makes no mention whatsoever of what
17 his compensation will be. And although I agree the
18 law would infer that -- when a person provides
19 personal services to another, the law would infer
20 reasonable compensation for those services. That's
21 about all he could have done if he had been not --
22 if R.K. had not paid him. He could have sued them
23 for reasonable value of services, not services or
24 value which were provided by contract.

25 There's been a great deal of testimony

1 by the witnesses presented by the plaintiff that Mr.
2 Hayden intended to go off and become a dealer and
3 buy Coastal Auto Mall or Auto Mart, but this
4 particular written memorandum is in no way
5 exclusive. It contains no covenant not to compete.
6 It does not require him to work exclusively for R.K.
7 Chevrolet. In fact, under the terms of this written
8 memoranda, he could have worked somewhere else while
9 he was working at R.K. Chevrolet. He could have
10 owned another dealership and continued to work at
11 R.K. Chevrolet. There's absolutely nothing to
12 prevent him from owning Coastal Auto Mart.

13 In short, this memorandum which has
14 been sued upon as a legal and binding contract is so
15 uncertain and indefinite it has to be unenforceable.
16 In short, there really is no meeting of the minds of
17 the parties of this case; and, therefore, the Court
18 finds for those reasons that there was no valid and
19 enforceable contract between the parties that can be
20 sued upon for recovery.

21 Even assuming that there were a
22 contract -- and I would probably describe this as
23 nothing more than a memorandum by an existing
24 employee to assure his boss that he was going to
25 continue to work there for a period of time in

"333"

1 writing. But even assuming there were a contract,
2 the plaintiff's evidence has totally failed to prove
3 any recoverable damages. Damages for breach of
4 contract are really direct damages, and direct
5 damages are those that obviously flow normally and
6 directly from the breach. I suppose an obvious
7 example of that would have been that if R.K.
8 Chevrolet had entered into a contract with Mr.
9 Hayden to pay him \$40,000 a year as a full-time used
10 car manager and he quit before the end of the
11 contract and R.K. was required to pay \$45,000 a year
12 to replace him, after mitigating their damages, they
13 could probably file suit for the increased cost of
14 the used car manager.

15 On the other hand, direct damages
16 would also encompass reasonable compensation to Mr.
17 Hayden by providing services to R.K., whether or not
18 they were specified in their written memorandum.
19 Those are direct damages, the ones that normally
20 flow from the breach.

21 Consequential damages, which are the
22 type of damages that I would classify these lost
23 profits, are not those that flow directly from a
24 breach of contract. They arise only because of very
25 special circumstances which are not ordinarily

1 predictable; and, therefore, consequential damages
2 under the law in Virginia are indirect damages and
3 only recoverable if the parties at the time they
4 made the contract understood that because of
5 circumstances known to them at the time a breach of
6 the contract might cause consequential damages.

7 I seriously doubt that anyone would go
8 to work for R.K. Chevrolet with a written document
9 like this if they knew that working there for
10 \$45,000 a year would subject them to a lawsuit for
11 lost profits of almost \$350,000 upon their
12 termination of the contract. And in this particular
13 case, there were no special circumstances known to
14 the parties at the time of their contract which
15 would allow recovery of lost profits.

16 The defendant has also raised the
17 issue of speculative nature of lost profit, and
18 while normally lost profits can be proven if there
19 is an ongoing established business, I agree that,
20 first of all, lost profits are consequential damages
21 in this case. They're not recoverable under the
22 facts, and I agree that they are too speculative.

23 So for those reasons the Court is
24 going to sustain the motion to strike and enter
25 judgment on behalf of the defendant.

1 Mr. Hudgins, if you'll prepare an
2 order to that effect, and you might include in that
3 order the original nonsuit of Counts II and III of
4 the Motion for Judgment and the amendments that were
5 made and note Mr. Furr's exception.

6 MR. HUDGINS: Certainly, Judge.

7 MR. FURR: Your Honor, could I have
8 leave of court to file a brief on a motion to
9 reconsider? I think there's some law that might be
10 helpful to the Court. Would that be permissible?

11 THE COURT: Mr. Furr, I honestly
12 believe you would be wasting your time and your
13 client's money to ask me to reconsider this case.
14 This is the most absurd contract I have ever
15 encountered in 15 years on the bench. To sue this
16 man for \$350,000 in lost profits defies logic.

17
18 * * * * *

M

VIRGINIA: IN THE CIRCUIT COURT OF THE CITY OF VIRGINIA BEACH

R.K. CHEVROLET, INC.,

Plaintiff,

v.

At Law No. CL 94-2439

JAMES J. HAYDEN, JR.,

Defendant.

ORDER

THIS cause, having regularly matured on the docket of this court came on the 24th and 25th days of January, 1996 to be heard for trial and came further upon motion of the Plaintiff to non-suit Counts II and III of the Amended Motion for Judgment filed herein and to amend its request for compensatory damages to \$350,000.00 and to delete its request for punitive damages.

UPON CONSIDERATION WHEREOF, the Court doth order that the Counts II and III of the Amended Motion for Judgment are hereby non-suited; that the Plaintiff's request for punitive damages under Count I is hereby deleted and that the Plaintiff's request for compensatory damages in Count I is amended to \$350,000.00.

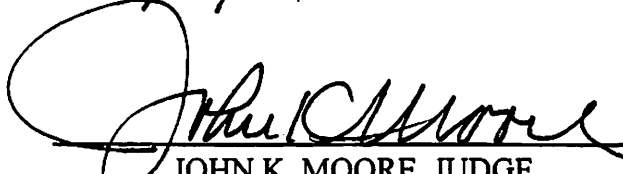
This cause came further upon the evidence of the Plaintiff taken ore tenus and its exhibits filed herein, at the conclusion whereof the Plaintiff rested; and upon motion of the Defendant to strike the Plaintiff's evidence upon the grounds that the alleged employment contract lacked consideration, mutuality and was vague and unenforceable, and upon further cause that the requested compensatory damages are speculative; and upon argument of counsel;

57

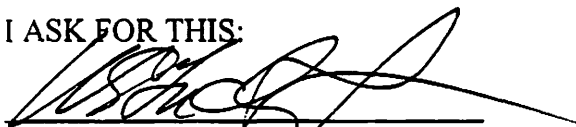
UPON CONSIDERATION WHEREOF, the Court does sustain the Defendant's motion and does hereby strike Plaintiff's evidence and enter judgment herein for the Defendant with costs upon the Plaintiff; to which action of the Court the Plaintiff notes its objection and exception; and this cause is hereby stricken from the docket.

ENTERED:

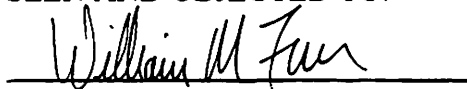
2/16/96

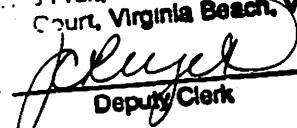

JOHN K. MOORE, JUDGE

I ASK FOR THIS:


W. EDWARD HIGGINS, JR.
ATTORNEY FOR THE DEFENDANT

SEEN AND OBJECTED TO:


WILLIAM M. FURR, ESQUIRE
ATTORNEY FOR PLAINTIFF

Certified to be a TRUE COPY
of record in my custody.
J. Curtis Furr, Clerk
Court, Virginia Beach, Va.
BY: 
Deputy Clerk

Assignment of Error:

- I. Granting the defendant's Motion to Strike on the ground that the contract at issue was unenforceable for lack of consideration.**
- II. Granting the defendant's Motion to Strike on the ground that the contract was unenforceable as lacking reasonable certainty.**
- III. Granting the defendant's Motion to Strike on the ground that the damages sought were not foreseeable by the defendant.**
- IV. Granting the defendant's Motion to Strike on the ground that the plaintiff's evidence of damages was speculative.**
- V. Refusing to allow the plaintiff's expert to testify concerning causation.**