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 7 FORD MOTOR CREDIT COMPANY LLC

8  
 9 UNITED STATES DISTRICT COURT  
 10 NORTHERN DISTRICT OF CALIFORNIA

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 12 FORD MOTOR CREDIT COMPANY LLC, a  
 Delaware Limited Liability Company,

13 Plaintiff,

14 vs.

15 MARCO VENTURES, INC., a California  
 16 Corporation, dba FORD OF MARIN,

17 Defendant.

Case No.: CV08-4906-MMC

**[PROPOSED] TEMPORARY  
 RESTRAINING ORDER AND  
 SETTING HEARING ON  
 APPLICATION FOR WRIT OF  
 POSSESSION AND INJUNCTIVE  
 RELIEF**

Hearing Date: TBD  
 Judge: Hon. Maxine M. Chesney  
 Complaint Date: October 27, 2008

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 20 The Application of Ford Motor Credit Company LLC (“Ford Credit”), a Delaware limited  
 21 liability company, for the issuance of a temporary restraining order came on before the Honorable  
 22 Maxine M. Chesney, United States District Court Judge for the Northern District of California.

23 The Court, having reviewed the application of Ford Credit for temporary restraining order,  
 24 the supporting declarations and memorandum of points and authorities and the complaint on file in  
 25 this action, and any opposition filed to the application, finds that Ford Credit has established that it  
 26 is entitled to the issuance of a temporary restraining order and has established the probable validity  
 27 that there is an immediate danger that the vehicles identified on the attached **Exhibit A**, the other  
 28

1 personal property described in the attached **Exhibit B** and the proceeds from the sale of any such  
2 vehicle or other personal property (collectively the “Collateral”), may become unavailable to levy  
3 and may become substantially impaired in value, and

4 GOOD CAUSE APPEARING, THEREFORE,

5 IT IS HEREBY ORDERED that:

6 1. Defendant Marco Ventures, Inc., dba Ford of Marin (“Ford of Marin”) has received  
7 timely and proper notice of this hearing on Plaintiff Ford Credit’s Application for Writ of  
8 Possession and ~~Injunctive Relief~~ for Temporary Restraining Order under the Court’s Local Rules.

9 2. Ford Credit has established the probable validity of its security interest in, and claim  
10 to possession of, the vehicles identified on the attached **Exhibit A** and all of Ford of Marin’s  
11 furniture, fixtures, machinery, supplies and other equipment, all motor vehicles, tractors, trailers,  
12 implements, service parts and accessories and other inventory of every kind, all accounts, contract  
13 rights, chattel paper and general intangibles as described in the attached **Exhibit B**, that Defendant  
14 Ford of Marin is in default on its loan obligations owing to Ford Credit as set forth in the moving  
15 papers and that Ford of Marin has not been open for business since October 10, 2008.

16 3. Ford Credit has established that the Collateral is located at Ford of Marin’s place of  
17 business at 619 E. Francisco Boulevard, San Rafael, California 94901 (the “Dealership”).

18 4. Ford of Marin may sell or lease the Collateral in the ordinary course of business only  
19 as provided in this Order:

20 a. At the time of any retail sale or lease of any Vehicle, Ford of Marin shall  
21 immediately notify Ford Credit of such sale or lease via email to the  
22 following email address: jpolley@ford.com and by promptly delivering or  
23 faxing to Ford Credit a true copy of the written contract of such retail sale or  
24 lease.

25 b. Ford of Marin shall turn over possession to Ford Credit and Ford Credit shall  
26 maintain physical custody of titles for all vehicles in which Ford Credit has a  
27 lien or security interest, whether or not financed by Ford Credit.  
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c. Within the earlier of five business days from retail sale or lease of a Vehicle identified on the attached Exhibit A, or one business day from Ford of Marin's receipt of any of the sale proceeds for any retail sale or lease of a Vehicle, including any Vehicle identified on Exhibit A that has been sold or leased on or before the date of this Order for which defendant Ford of Marin received proceeds before or after the date of this Order, Ford of Marin shall immediately and forthwith remit to Ford Credit by electronic funds transfer all amounts received by Ford of Marin up to the amount advanced by Ford Credit to Ford of Marin to acquire the vehicle (the "Advanced Price"). Any proceeds in excess of the Advanced Price on a particular vehicle may be retained by Ford of Marin to use towards its operating expenses. Ford Credit's security interest continues to attach to the proceeds in excess of the Advanced Price to the extent they are not used to cover operating expenses;

d. Within the earlier of five business days from sale or lease of a vehicle not identified on the attached Exhibit A (the "Non-Floored Vehicles"), or one business day from Ford of Marin's receipt of any of the "cash" proceeds of such sale or lease of a Non-Floored Vehicle, Ford of Marin shall immediately and forthwith remit to Ford Credit by electronic funds transfer or other immediately available funds received by Ford of Marin in the amount of 75% of Ford of Marin net sale price of the Non-Floored Vehicle after payment of taxes, registration, and licensing.

e. Should Ford of Marin receive any vehicle as a "trade-in" for the payment of a Vehicle or a Non-Floored Vehicle, Ford of Marin shall notify Ford Credit within one business day of receiving the trade-in by email to the following email address: jpolley@ford.com. Furthermore, Ford of Marin shall promptly pay or satisfy any liens or amounts owing against the trade-in

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Vehicle. Ford of Marin may subsequently sell the trade-in as a Non-Floored Vehicle in accordance with subparagraphs a, b, c and d above;

f. Trades or transfers of Vehicles by Ford of Marin with other dealers (“Dealer Trades”) are prohibited without the written consent of Ford Credit. Requests for Dealer Trades shall be made via email to the following email address: jpolley@ford.com;

g. Ford of Marin shall limit the use of Demonstrators to customer test drives.

h. Ford of Marin may sell parts, accessories, or related supplies (“Parts”) in the ordinary course of its service department’s business only as follows: Ford of Marin shall use the proceeds from the cost of the Parts sold to either (1) buy replacement Parts, or (2) pay Ford of Marin’s invoice cost on account of part’s sales, in the form of cashier’s checks or other immediately available funds to Ford Credit. While Ford of Marin continues to use parts, it must replenish the parts inventory to adequately protect and maintain Ford Credit’s collateral position. Ford of Marin shall submit to Ford Credit a written accounting upon its request of the following:

- (i) Parts sold the previous week;
- (ii) Parts ordered as replacements the previous week; and,
- (iii) Payment for any parts not replaced the previous week.

5. Ford of Marin is restrained from removing any of the Collateral in such manner as to make it less available to seizure by levying officer and/or impairing the value of the subject Collateral.

6. Ford of Marin shall permit Ford Credit and its authorized agents and employees to enter upon Ford of Marin’s Dealership sales lot at 619 E. Francisco Blvd., San Rafael, California during business operating hours. Ford Credit shall be authorized to hold possession of keys to all vehicles, to be present while all mail and other package deliveries are opened and to review the cash receipts journals on a daily basis. Ford Credit is authorized to conduct audits and inspections of the

1 Collateral and Ford of Marin's books and records. Ford of Marin shall deliver copies of all bank  
2 statements to Ford Credit within one hour of receipt by Ford of Marin of such statements each day.

3 7. The Court finds, for the purposes of this Order, that the value of Ford of Marin's  
4 assets is approximately \$2,379,219.47, which is less than the principal amounts of the contractual  
5 obligations totaling \$2,870,856.09 it owes to Ford Credit by \$491,636.62. Under California Code of  
6 Civil Procedure §515.010(b), Ford Credit is not required to file an undertaking. The findings in this  
7 paragraph 7, in particular, and the finding in this order, generally, are subject to review and  
8 reconsideration at the time of the hearing set for the writ of possession and injunctive relief.

9 8. Hearing on Ford Credit's application for writ of possession and injunctive relief is set  
10 in this Courtroom on November 20, 2008, at 10 a.m. Ford of Marin shall file and serve  
11 any responsive papers no later than November 12, 2008. Ford Credit shall file any reply papers  
12 no later than November 17, 2008. Service of Ford of Marin's response or Ford Credit's reply  
13 may be made by facsimile.

14 9. In the event that Ford of Marin violates any term or terms of this Temporary  
15 Restraining Order, Ford Credit may file an ex parte application to enforce the Temporary  
16 Restraining Order in the manner provided by the Local Rules. The Court may review such ex parte  
17 application prior to the date of the hearing on the writ of possession and injunctive relief and the  
18 Court may enter an order to enforce the terms of this Temporary Restraining Order as reasonably  
19 necessary, including, but not limited to, issuing an immediate order for writ of possession or turn-  
20 over of funds or imposition of sanctions.

21 10. Ford Credit may immediately place a security guard(s) on the Dealership premises  
22 who shall be authorized to remain at the Ford of Marin Dealership at all times until all the Collateral  
23 is removed from the Dealership and may utilize the assistance of law enforcement agencies in order  
24 to deter the removal of any Collateral from the Dealership premises.

25 11. This order shall issue <sup>November</sup>~~October~~ 3, 2008, at 4 p.m.

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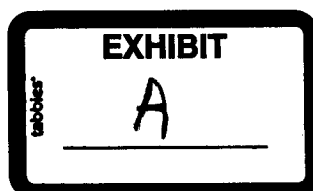
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12. This Order shall remain in effect until modified by further order of this Court, or modified by written agreement signed by plaintiff Ford Credit and defendant Ford of Marin filed with and approved by order of this Court.

DATED: \_ November 3, 2008 \_\_\_\_\_

  
\_\_\_\_\_  
Hon. Maxine M. Chesney  
United States District Court Judge

Floored units	Year	Make	Model	Balance
1FTSW21R48ED94293	2008	FORD	F-250	\$50,944.92
1FTSW21R68EE49732	2008	FORD	F-250	\$50,856.40
1FTSW21R68EE52775	2008	FORD	F-250	\$47,775.40
1FTSW21R68EA30456	2008	FORD	F-250	\$42,220.10
1ZVHT88S685112442	2008	FORD	MUSTANG	\$41,771.02
1FTPW12598KB54850	2008	FORD	F-150	\$33,562.70
1FTPW14568FC03055	2008	FORD	F-150	\$32,756.05
1FTPW14548FA98855	2008	FORD	F-150	\$32,684.60
1FTPW14598FB88714	2008	FORD	F-150	\$32,681.05
1FTPW14548KD94935	2008	FORD	F-150	\$32,679.60
1FTPW14558FB82179	2008	FORD	F-150	\$32,679.60
2FMDK48C97BB68158	2007	FORD	EDGE	\$32,254.05
2FMDK48C98BA81118	2008	FORD	EDGE	\$32,122.95
1FTPW14538FB70693	2008	FORD	F-150	\$31,674.60
1FAHP28W48G105281	2008	FORD	TAURUS	\$31,644.95
1ZVHT82H285149615	2008	FORD	MUSTANG	\$30,938.23
1ZVHT82H985155671	2008	FORD	MUSTANG	\$30,855.23
1ZVHT82H585154971	2008	FORD	MUSTANG	\$30,764.23
2FMDK38C98BB02141	2008	FORD	EDGE	\$30,574.40
2FMDK38C28BA85425	2008	FORD	EDGE	\$30,295.95
2FMDK38C98BA41504	2008	FORD	EDGE	\$30,180.50
2FMDK38C58BA92840	2008	FORD	EDGE	\$30,172.95
1FTPW12538FC19703	2008	FORD	F-150	\$30,076.05
1FTPW12588FC11435	2008	FORD	F-150	\$30,076.05
1ZVHT82H185184386	2008	FORD	MUSTANG	\$30,064.63
1ZVHT82H585143646	2008	FORD	MUSTANG	\$29,876.67
2FMDK38CX8BA51989	2008	FORD	EDGE	\$29,523.50
1ZVHT82H995113129	2009	FORD	MUSTANG	\$29,366.21
1ZVHT82H885153913	2008	FORD	MUSTANG	\$29,028.23
2FMDK38C27BB58517	2007	FORD	EDGE	\$28,844.05
2FMDK38C57BB63176	2007	FORD	EDGE	\$28,844.05
1FMEU51E08UA99002	2008	FORD	EXPLORER SPORT	\$28,523.60
2FMDK51C79BA04989	2009	FORD	FLEX	\$28,360.96
2FMDK51C89BA08016	2009	FORD	FLEX	\$28,360.96
1FMCU59H08KD83277	2008	FORD	ESCAPE HYBRID	\$28,094.62
1FMEU318X8UB20467	2008	FORD	EXPLORER SPORT	\$27,902.05
1FTRW12W08FB05918	2008	FORD	F-150	\$27,581.60
1FTRW12W28FA87888	2008	FORD	F-150	\$27,288.60
1FMDK02W88GA37969	2008	FORD	TAURUS X	\$26,835.05
1FTRW12WX8FA41371	2008	FORD	F-150	\$26,541.70
1ZVHT82H985148185	2008	FORD	MUSTANG	\$26,316.58
2FMDK36C17BB53375	2007	FORD	EDGE	\$25,083.05
1ZVHT80N685198406	2008	FORD	MUSTANG	\$23,895.21
1ZVHT80N595115999	2009	FORD	MUSTANG	\$22,972.21
1ZVHT80N295109397	2009	FORD	MUSTANG	\$22,971.21
1FMCU03709KA03049	2009	FORD	ESCAPE	\$22,944.99
1FMCU03759KA08232	2009	FORD	ESCAPE	\$22,944.99
1FMCU03Z98KD84240	2008	FORD	ESCAPE	\$22,590.62
1ZVHT80N485196735	2008	FORD	MUSTANG	\$22,225.21
1FMCU03Z18KE10622	2008	FORD	ESCAPE	\$22,000.49
1FMCU03Z58KB10081	2008	FORD	ESCAPE	\$21,997.23



1FMCU03ZX8KB45814	2008 FORD	ESCAPE	\$21,894.68
1FTYR14E58PA56538	2008 FORD	RANGER	\$20,479.15
1FTYR14E78PA67380	2008 FORD	RANGER	\$19,994.60
1ZVFT84N575264539	2007 FORD	MUSTANG	\$13,645.00
2FAFP74W56X166978	2006 FORD	CROWN VICTORIA	\$8,365.08
1FAFP24177G104898	2007 FORD	FIVE HUNDRED	\$4,343.40
1FAFP34N57W255382	2007 FORD	FOCUS	\$11,105.00
1FAFP56U17A116296	2007 FORD	TAURUS	\$8,790.00
1FMEU63EX7UB22061	2007 FORD	EXPLORER	\$16,025.00
1FMEU73E27UB85080	2007 FORD	EXPLORER	\$14,205.00
1FMYU93117KA10949	2007 FORD	ESCAPE	\$6,136.00
1FTPW12504FA16794	2004 FORD	F-150	\$4,981.50
1LNHM81W16Y608513	2006 LINCOLN	TOWN CAR	\$9,568.00
3FAFP08Z36R197639	2006 FORD	FUSION	\$11,305.00
3FAFP31N45R143497	2005 FORD	FOCUS	\$8,490.00
1FMFU20528LA28667	2008 FORD	EXPEDITION	\$46,127.97
2FMDK38C58BA41788	2008 FORD	EDGE	\$30,180.50
2FMDK48C17BB48471	2007 FORD	EDGE	\$32,582.05
2FMDK49C98BB16545	2008 FORD	EDGE	\$36,438.40
2FMDK49CX7BB32123	2007 FORD	EDGE	\$34,575.02
2FMDK49CX8BB19373	2008 FORD	EDGE	\$36,438.40
2FMEK63C39BA12675	2009 FORD	FLEX	\$35,534.90
1FTPX14574FA01963	2004 FORD	F-150	\$3,930.00
1FTRX12W36KC57273	2006 FORD	F-150	\$4,674.00
1FTSX21P56EB47843	2006 FORD	F-250	\$18,396.00
1GKDS13S452261436	2005 GMC	ENVOY	\$10,380.00
3GNFK16Z24G254995	2004 CHEVROLET	SUBURBAN	\$14,680.00
WBXPA93456WG77622	2006 BMW	X3	\$19,200.00
1FTYR10D88PB08662	2008 FORD	RANGER	\$16,365.55
1FBSS31L49DA10117	2009 FORD	E-350	\$29,077.13
1FBSS31L49DA10120	2009 FORD	E-350	\$29,077.13

#### Unencumbered Units

1FAHP36N99W140535	2009 FORD	FOCUS	\$13,411.92
YV1RS59V942388136	2004 VOLVO	S60	\$5,827.50
2FMZA57675BA82564	2005 FORD	FREESTAR	\$4,060.00
2FMZA52257BA02864	2007 FORD	FREESTAR	\$7,595.00
1FTSA21578EA79840	2008 FORD	F250	\$20,322.24
1FTZF17211NA67858	2001 FORD	F150	\$1,750.00
1FMFU15L84LA31214	2003 FORD	EXPEDITION	\$4,532.50

#### Book Value

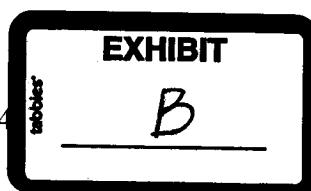
#### SOT units

1FTSW21R48EE07057	2008 FORD	F-250	\$50,761.92
1ZVHT80N985202593	2008 FORD	MUSTANG	\$23,895.21
3FAHP07Z58R270376	2008 FORD	FUSION	\$21,623.05
1D7HU18N13J622026	2003 DODGE	RAM	\$6,822.00
1FTNE14W09DA10125	2009 FORD	E-150	\$21,451.13
1FTNE14W99DA10124	2009 FORD	E-150	\$21,451.13
1FMCU04G79KA34376	2009 FORD	ESCAPE	\$28,747.24
2FMDK38C68BA09917	2008 FORD	EDGE	\$29,006.05

#### SOT amount



THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP														
2008 FORD MOTOR COMPANY DEALER FINANCIAL STATEMENT 2008														
P&A CODE 06046				DEALER Ford of Marin				REC'D						
PERIOD OF JUL 2008 YTD				ADDRESS 619 E. Francisco Blvd.				SALES CODE 71C017						
MONTH ENDED				CITY STATE ZIP CODE San Rafael, CA 94901										
ASSETS						BALANCE SHEET			LIABILITIES					
1	CASH	ON HAND IN BANK		X	-109,117			N P	NEW VEHICLES & DEMOS	X	3,090,478			
2		MONEY MARKET/DEPOSIT		X	-			O A	USED VEHICLES	X	107,188			
3	FINANCE CONTRACTS		NEW	X	222,129			T Y	PROGRAM VEHICLES	X	181,340			
4			USED	X	-			E A	RECREATION VEHICLES		-			
5	MARKETABLE SECURITIES				-			S B	OTHER - SHORT TERM		-			
6	NOTES RECEIVABLE				-			L	LONG TERM - CURRENT PORTION		-			
7	DISCOUNTED NOTES RECEIVABLE (NON US)				-	(-)		E	INSTALLMENT SALE BALANCE	X	-			
8	ACCOUNTS RECEIVABLE		VEHICLE	-X	-19,487				BANK LOANS (AUTHORIZED LIMIT) NON US	X	-			
9			PARTS SERVICE BODY		-	52,595			ACCOUNTS PAYABLE		221,233			
10			OTHER		-	11,152			INCOME TAXES		-			
11	F O R D  R E C E I V E	W&P CLAIMS				58,561			CUSTOMER	DEPOSITS	X	-		
12		VEHICLE HOLDBACK				9,231				ACCOMODATIONS-SVC CONTRACTS/REPO REFUND		53,775		
13		INCENTIVES/CARRYOVER ALLOWANCE				29,723				TAXES		-64		
14			FBO	-	JAG CSI	-	JAG FAG			PAYOLL & BONUSES		39,925		
15			LOSP	-	OTHER #2	-	OTHER #3			PROFIT SHARING (NON US)		-		
16			VCSI	-	VMS	-	LR			OTHER		23,319		
17			JOBBER INCENTIVES/ESP/FLOOR PLAN ASSISTANCE/OTHER				12,072			DESIRED INTEREST INCOME (CURR PORTION - NON US)		-		
18								<b>TOTAL CURRENT LIABILITIES</b>					3,717,194	
19		FINANCE RECEIVABLES CURRENT					11,049							
20		ALLOWANCE - DOUBTFUL RECEIVABLES					(1,245)			NEW	-440,091	VEHICLE EQUITY	USED	
21		N	CARS	22		-X	613,819			NET CASH	X	-361,577		
22		E	TRUCKS	70		-X	1,991,539			AVERAGE MONTH TOTAL EXPENSES		299,863	NET CASH	
23		W	DEMO	1		-X	45,029			NET CASH OVER (UNDER)		-661,440		
24		U	CARS	6	30		5	70,587			MORTGAGES PAYABLE		-	
25		S	TRUCKS	15	DAY		10	259,897			LONG TERM LIABILITIES		223,578	
26		E	REMARKETED CARS	10	30		8 X	152,751			NOTES PAYABLE	OFFICERS & OWNERS	-	
27		D	VEHICLES TRUCKS	7	DAY		6 X	120,766				FORD	-	
28		PARTS INV	FOMOCO	201,516		NON-FOMOCO	-	201,516			OTHER	434,379		
29	ALLOWANCE - PARTS INVENTORY ADJUSTMENT					(-)					LEASED VEHICLES	-		
30	OTHER INVENTORIES		memo: work in process				361				RENTAL VEHICLES	-		
31	LIFO INVENTORY		NEW		-	USED	(-)				ESTIMATED LIABILITY-REPOSSESSION PURCHASE LOSS	-		
32	RESERVE (US ONLY)		PARTS				(-)				OTHER LIABILITIES	-		
33	PREPAID EXPENSES						53,941				<b>TOTAL LIABILITIES</b>	4,375,151		
34	<b>TOTAL CURRENT ASSETS</b>						3,786,669				<b>NET WORTH</b>			
35	LEASED VEHICLES NET UNITS:		CARS	-		TRUCK	-				CAPITAL STOCK	900,000		
36	RENTAL VEHICLES NET						-				RETAINED EARNINGS	-728,972		
37	LAND AND IMPROVEMENTS NET						-				LEGAL RESERVE - DD Other 1	-		
38	BUILDINGS										OTHER CAPITAL RESERVE - DD Other 2	-		
39											FIXED ASSET REVALUATION (NON US)	-		
40	EQUIPMENT						386,934				SUB S	DIVIDENDS DECLARED	(-)	
41							(157,700)				PARTNERS OR PROPRIETORS	INVESTMENT	72,353	
42	LEASEHOLDS						3,678					DRAWING	(-)	
43							(967)				<b>NET INVESTMENT</b>	243,381		
44	FINANCE RECEIVABLES DEFERRED NET						-				NET PROFIT - AFTER INCOME TAX - YTD	-99,918		
45	RECEIVABLES - OFFICERS & EMPLOYEES						-				NET WORTH	143,463		
46	CASH VALUE - LIFE INSURANCE						-				<b>TOTAL LIABILITIES &amp; NET WORTH</b>	4,518,614		
47	OTHER ASSETS - NET						500,000				<b>WORKING CAPITAL</b>			
48	<b>TOTAL ASSETS</b>						4,518,614				ACTUAL	69,475		
49											RECOMMENDED MINIMUM OR GUIDE	903,808		
50	FROZEN CAPITAL										ACTUAL OVER (UNDER)	-834,333		
51											<b>ACCOUNTS RECEIVABLES AGING</b>			
52											CURRENT	31-60	61-90	91+
53	OPERATING ANALYSIS		MONTH	YTD	MONTH	YTD	VEH ACCTS	-19,487						
54	TOTAL	SALES	1,233,548	8,555,005	% TOTAL SALES									
55		GROSS	228,459	1,838,381	18.5	21.5	PARTS ACCTS	-						
56		EXPENSE	300,064	2,099,044	24.3	24.5	SERVICE ACCTS	52,602						
57	OPERATING PROFIT		-71,605	-260,663	-5.8	-3.0	BODY ACCTS	-						
58	ADDED TO INCOME - BONUSES		12,757	160,745	1.0	1.9	WARRR RECV	41,442						
59	PROFIT BEFORE INCOME TAX		-58,848	-99,918	-4.8	-1.2	MANUF INCN	-						
							NOTES REC	-						



THIS FACSIMILE HAS BEEN CREATED FROM THE CORRECTED AND DERIVED INFORMATION STORED IN THE BUSINESS MANAGEMENT DATABASE, AND MAY VARY FROM THE ORIGINAL INFORMATION SUBMITTED TO FORD MOTOR COMPANY BY THE INDIVIDUAL DEALERSHIP													
DEALER Ford of Marin				P&A CODE 06046				MONTH JUL 2008 YTD			PAGE 2		
OPERATING SUMMARY													
LINE NO.	OPERATING SUMMARY	DOLLARS		UNITS YTD		DEPARTMENT OPERATING SUMMARY							
		MONTH	YTD	CAR	TRUCK	NEW	USED	PARTS	SERVICE	BODY			
1	TOTAL SALES	1,233,548	8,555,005	71	97	M	716,563	165,416	171,503	180,066	-	-	-
2				78	84	Y	4,178,572	2,004,425	1,142,900	1,229,108	-	-	-
3	TOTAL GROSS	228,459	1,838,381	% TOTAL GROSS		M	33,727	17,643	55,290	121,799	-	-	-
4				MONTH	YTD	Y	343,235	247,556	411,835	835,755	-	-	-
5	TOTAL SELLING EXPENSE	153,297	1,047,967	67.1	57.0	M	38,073	33,442	24,794	56,988	-	-	-
6						Y	254,946	225,302	164,013	403,706	-	-	-
7	TOTAL SELLING/ADJUSTED SELLING GROSS	75,162	790,414	32.9	43.0	M	-4,346	-15,799	14,325	80,982	-	-	-
8						Y	88,289	22,254	125,507	554,364	-	-	-
9	TOTAL FIXED EXPENSE	134,099	948,401	58.7	51.6	M	46,935	20,115	20,115	46,934	-	-	-
10						Y	331,941	142,260	142,260	331,940	-	-	-
11	DEALER SALARY	12,668	102,676	5.5	5.6	M	4,434	1,900	1,900	4,434	-	-	-
12						Y	35,937	15,401	15,401	35,937	-	-	-
13	OPERATING PROFIT	-71,605	-260,663	-	-	M	-55,715	-37,814	-7,690	29,614	-	-	-
14						Y	-279,589	-135,407	-32,154	186,487	-	-	-
15	LEASED VEHICLE	-	-	-	-		ADDITIONS				MONTH	YTD	
16	RENTAL VEHICLE	-	-	-	-		CASH DISC. EARNED				-	-	
17	RECREATIONAL VEHICLE	-	-	-	-		INTEREST INCOME				-	-	
18							DIVIDEND INCOME				-	-	
19	TRACTOR/OTHER	-	-	-	-		SALES FIXED ASSETS				-	-	
20	ADJ. TO INCOME	12,757	155,745	5.6	8.5		OTHER				20,252	201,691	
21	CUSTOMER SATISFACTION & FORD SUPPORT	-	5,000	-	0.3		TDS				-	-	
22	INDEMNITIES NON US	(-)	(-)	(-)	(-)		DEDUCTIONS				-	-	
23	BONUS DEALER	-	-	-	-		CASH DISCOUNT				-	-	
24	EMPLOYEE	-	-	-	-		OTHER				7,495	45,946	
25	PROFIT BEFORE INCOME TAX	-58,848	-99,918	-25.8	-5.4		TOTAL (LINE 21)				12,757	155,745	
26			PNVS	-1,962	-595								
27	EST. INCOME TAX	-	-	% TOTAL SALES			CUSTOMER SATISFACTION AND FORD SUPPORT						
28	PROFIT SHARING NON US	-	-	-	-	C	FORD BLUE OVAL				-	5,000	
29	COMBINED CAPITAL RESERVE	-	-	-	-	U	Volvo CSI/VMS				-	-	
30	NET PROFIT AFTER TAX	-58,848	-99,918	-4.8	-1.2	S	LOSP				-	-	
31			PNVS			S	OTHER #2				-	-	
32	TOTAL OVERHEAD EXP.	275,027	1,943,001	9,168	11,565	A	OTHER #3				-	-	
33	TOTAL P.S. BS GROSS	177,089	1,247,590	5,903	7,426	T	JAG CSI/FAC/CPO/MMP				-	-	
34	NET OPERATING COST	97,938	695,411	3,265	4,139	A	LAND ROVER				-	-	
35	VEHICLE GROSS	51,370	590,791	1,712	3,517	D	TOTAL CUSTOMER SAT. ADJ (LINE 21)				-	5,000	
36	TOTAL VAR SALES EXP.	25,037	156,043	835	929								
37	VARIABLE GROSS	26,333	434,748	878	2,588		NON-US DEALER ADJUSTMENTS(MEMO)						
38	BREAKEVEN UNITS		MONTH	YTD			EXCHANGE RATE ADJUSTMENT				-	-	
39	N.O.C/VAR.GROSS PNUVR		145	451			MONETARY ADJUSTMENT				(-)	(-)	
40	Service Absorption: The Sum of the Total Parts, Service & Body										MONTH	YTD	
41	Shop Gross Profits DIVIDED By the Sum of Total Fixed										171,519	1,233,361	
42	Expense + Dealer Salary + Parts, Service & Body Shop Sales Expense												
43			Month	YTD									
44	(Benchmark is 85%-100%)		77	77									
45	OPERATING TREND ANALYSIS	NEW UNITS	USED UNITS RTL	TOTAL CAR/TRK INCL WHSL	SELLING/ADJUSTED*SELLING GROSS(000)					FIXED EXP(000)	OPT PFT (000)	PFT BIT (000)	NET PFT PNVS
46		CAR	TRUCK	CAR	TRUCK	NEW	USED	PARTS	SERVICE	BODY SHOP			
47	JAN												
48	FEB												
49	MAR												
50	APR												
51	MAY												
52	JUNE												
53	JULY												
54	AUG												
55	SEPT												
56	OCT												
57	NOV												
58	DEC												
59	CURRENT YTD												
60	PRIOR YTD												

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DEALER Ford of Marin				P&A CODE 06046	SALES CODE 71C017	PAGE 3C			
MONTH	SALES	GROSS	UNITS	GR PVS	NEW VEHICLE DEPARTMENT		YEAR TO DATE		
					UNITS	GR PVS	SALES	GROSS	
1	-	-	-	-	CROWN VICTORIA	-	-	-	-
2	-	-	-	-	TAURUS (2006 MODEL)	1	2,763	28,695	2,763
3	60,050	4,727	2	2,364	MUSTANG	17	4,552	580,688	77,380
4	47,210	-1,455	3	485	FOCUS	39	437	637,012	17,029
5	-	-	-	-	MONDEO(MEXICO ONLY)	-	-	-	-
6	-	-	-	-	FIESTA/KON(MEXICO ONLY)	-	-	-	-
7	-	-	-	-	KA(MEXICO ONLY)	-	-	-	-
8	-	-	-	-	FIESTA ST(MEXICO ONLY)	-	-	-	-
9	-	-	-	-	Ford GT	-	-	-	-
10	122,493	299	6	50	FUSION	14	601	291,488	8,412
11	-	-	-	-	TBD FORD Car #2	-	-	-	-
12	-	-	-	-	TBD FORD Car #3	-	-	-	-
13	-	-	-	-	TBD FORD Car #4	-	-	-	-
14	-	-	-	-	TBD FORD Car #5	-	-	-	-
15	-	-	-	-	TBD FORD Car #6	-	-	-	-
16	-	-	-	-	TBD FORD Car #7	-	-	-	-
17	-	-	-	-	TBD FORD Car #8	-	-	-	-
18	-	-	-	-	TBD FORD Car #9	-	-	-	-
19	-	-	-	-	TBD FORD Car #10	-	-	-	-
20	-	-	-	-	FORD DISCONTINUED MODEL CARS	-	-	-	-
21	229,753	3,571	11	325	<b>TOTAL FORD RETAIL CARS</b>	<b>71</b>	<b>1,487</b>	<b>1,537,883</b>	<b>105,584</b>
22	-	-	-	-	GRAND MARQUIS/MARAUDER	-	-	-	-
23	-	-	-	-	SABLE (2006 MODEL)	-	-	-	-
24	-	-	-	-	MILAN	-	-	-	-
25	-	-	-	-	TBD LM CAR #2	-	-	-	-
26	-	-	-	-	TBD LM CAR #3	-	-	-	-
27	-	-	-	-	TOWN CAR	-	-	-	-
28	-	-	-	-	LS	-	-	-	-
29	-	-	-	-	MKZ	-	-	-	-
30	-	-	-	-	LINCOLN MKS	-	-	-	-
31	-	-	-	-	TBD LM #5	-	-	-	-
32	-	-	-	-	TBD LM #6	-	-	-	-
33	-	-	-	-	TBD LM #7	-	-	-	-
34	-	-	-	-	TBD LM #8	-	-	-	-
35	-	-	-	-	TBD LM #9	-	-	-	-
36	-	-	-	-	LM DISCONTINUED MODEL CARS	-	-	-	-
37	-	-	-	-	<b>TOTAL L/M RETAIL CARS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
38	-	-	-	-	<b>TOTAL JAGUAR RETAIL CARS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
39	-	-	-	-	<b>TOTAL VOLVO RETAIL CARS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
40	-	-	-	-	<b>TOTAL MAZDA RETAIL CARS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
41	-	-	-	-	NON FOMOCO CARS	-	-	-	-
42	229,753	3,571	11	325	<b>TOTAL RETAIL CARS</b>	<b>71</b>	<b>1,487</b>	<b>1,537,883</b>	<b>105,584</b>
43	-	-	-	-	FORD MOTOR CO. FLEET CAR	-	-	-	-
44	-	-	-	-	NON FOMOCO FLEET CAR	-	-	-	-
45	-	-	-	-	<b>TOTAL FLEET CARS</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
46	-	4,000	-	-	CAR INCENTIVES	-	-	-	12,900
47	229,753	7,571	11	688	<b>TOTAL NEW CARS</b>	<b>71</b>	<b>1,669</b>	<b>1,537,883</b>	<b>118,484</b>
48									
49									
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DEALER Ford of Marin				P&A CODE 06046			MONTH JUL 2008 YTD		PAGE 4
	SALES	GROSS	UNITS	GR PVS	USED VEHICLE DEPARTMENT	UNITS	GR PVS	SALES	GROSS
1	34,039	4,223	3	1,408	USED CARS RETAIL	37	1,217	553,877	45,019
2	M	-	-	-	MEMO: USED CAR RTL(FRANCHISE ONLY)	-	-	-	-
3	O	30,463	1,408	2	704	REMARKETED CARS RETAIL	17	1,140	19,384
4	N	59,844	6,427	4	1,607	USED LIGHT TRUCK RETAIL	32	1,773	56,734
5	T	-	-	-	MEMO: USED CERTIFIED TRUCKS (Franchise Only)	-	-	-	-
6	H	-	-	-	USED MED/HVY TRK - RETAIL	-	-	-	-
7		-1,820	-	-	REMARKETED TRKS RETAIL	28	1,176	484,956	32,941
8	T	-	-	-	USED CAR/TRK INCENTIVES	-	-	-	-
9	O	124,346	10,238	9	1,138	<b>TOTAL USED RETAIL</b>	114	1,352	1,806,348
10		12,970	945	3	315	USED CARS WHOLESALE	24	195	88,462
11	D	-	-	-	REMARKETED CARS WHOLESALE	-	-	-	-
12	A	28,100	1,793	4	448	USED TRKS WHOLESALE	24	137	109,615
13	T	-	-	-	REMARKETED TRKS WHOLESALE	-	-	-	-
14	E	-	-	-	USED VEH. INVENTORY ADJ.	-	-	-	-
15		41,070	2,738	7	391	<b>TOTAL USED WHOLESALE</b>	48	166	198,077
16		165,416	12,976	16	811	<b>TOTAL USED VEHICLES</b>	162	1,000	2,004,425
17		-	-	-	MEMO: USED INTERNET SALES	-	-	-	-
18		-	-	-		-	-	-	-

UNITS		COST		COST PER UNIT		RECONDITIONING ANALYSIS		UNITS		COST		COST PER UNIT				
MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD			
20																
21	INCOME		UNITS		%PEN	PVR	F&I		UNITS		%PEN	PVR	INCOME			
22	MONTH	YTD	MONTH	YTD	YTD	MONTH	YTD	DEPARTMENT	MONTH	YTD	YTD	MONTH	YTD	MONTH	YTD	
23	N	4,218	36,402	5	63	37.5	141	217	FINANCE CONTRACTS	5	71	62.3	189	321	1,705	36,544
24	E	-400	3,883				-13	23	FIN INC. ADJ.				28			3,179
25	W	226	7,957	2	23	13.7	8	47	INSUR. CONTRACTS	1	22	19.3	35	61	314	6,954
26		-	-				-	-	INSUR ADJ.				-	-	-	-
27	F	5,366	55,114	4	52	31.0	179	328	EXT SERVICE CONTR	4	53	46.5	319	408	2,867	46,468
28	&	3,401	7,464				113	44	EXT. SERV CONTR REF				8	23	69	2,672
29	I	100	10,401				3	62	OTHER MERCHANDISE				-17	12	-150	1,396
30		-	-				-	-	REPO LOSS NET				-	-	-	-
31		6,909	98,527				230	586	<b>F&amp;I NET INCOME</b>				519	750	4,667	85,511

		PNVR		PUVR		MONTH		YTD				
MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD	MONTH	YTD			
33	26,818	244,708	894	1,457	CAR/TRUCK GROSS		1,442	1,421	12,976	162,045		
34	(-)	(-)	-	-	COST OF SALES ADJ: LIFO(US ONLY)		-	-	(-)	(-)		
35	6,909	98,527	230	586	F&I NET INCOME (LINE 31)		519	750	4,667	85,511		
36	716,563	4,178,572	NEW GROSS % SALES		S	<b>TOTAL</b>		S	USED GROSS % SALES	165,416	2,004,425	
37	33,727	343,235	4.7	8.2	G	<b>VEHICLE</b>		G		17,643	247,556	
38	NEW VEHICLE SALES EXPENSE		% TOTAL NEW GROSS		% TOTAL USED GROSS		USED VEHICLE SALES EXPENSE					
39	N	3,927	34,941	11.6	10.2	COMM	SALESPERSON		19.1	18.4	3,369	45,598
40	E	300	15,356	0.9	4.5	&	SALES MANAGERS		42.2	8.0	7,452	19,838
41	W	2,468	7,758	7.3	2.3	INCENT	F&I		-	-	-	-
42		7,249	36,357	21.5	10.6	PRE-DELIVERY						
43	V	(461)	(9,890)	1.4	2.9	PRE-DELIVERY ALLOWANCES						
44	E	366	2,906	1.1	0.8	FREE SERVICE/MAINT & POLICY		2.1	1.3	365	3,179	
45	H	13,851	87,428	41.1	25.5	<b>TOTAL VARIABLE EXPENSE</b>		63.4	27.7	11,186	68,615	
46	I	19,876	255,807	58.9	74.5	<b>VARIABLE GROSS</b>		36.6	72.3	6,457	178,941	
47	C	4,699	30,734	13.9	9.0	SALARY	SALESPERSON		17.8	14.9	3,144	36,996
48	L	2,000	29,375	5.9	8.6		SALES MANAGERS		11.3	10.8	2,000	26,837
49	E	501	6,776	1.5	2.0		OTHER		-	-	-	-
50		4,000	30,371	11.9	8.8	F&I		-	-	-	-	
51	D	7,418	44,023	22.0	12.8	ADVERTISING		85.5	30.2	15,090	74,807	
52	E	-	-	-	-	MEMO: INTERNET ADV.		-	-	-	-	
53	P	(4,655)	(36,455)	(13.8)	(10.6)	ADVERTISING REBATES		-	-	(-)	(-)	
54	A	-	-	-	-	PROMOTION		-	-	-	-	
55	R	304	2,126	0.9	0.6	TRAINING		-	-	-	-	
56	T	93	605	0.3	0.2	DEMO EXPENSE		-	-	-	-	
57	M	-	-	-	-	SERVICE LOANERS		-	-	-	-	
58	E	-	-	-	-	F&I OTHER		-	-	-	-	
59	N	16,756	127,651	49.7	37.2	INTEREST-FLOOR PLAN		11.5	7.3	2,022	18,047	
60	T	(6,894)	(67,688)	20.4	19.7	FLOOR PLAN ASSISTANCE		-	-	(-)	(-)	
61		24,222	167,518	71.8	48.8	<b>TOTAL SEMI-FIXED EXPENSES</b>		126.1	63.3	22,256	156,687	
62		-4,346	88,289	-12.9	25.7	<b>SELLING GROSS</b>		-89.5	9.0	-15,799	22,254	

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DEALER Ford of Marin				P&A CODE 06046				MONTH JUL 2008 YTD				PAGE 5	
PARTS DEPARTMENT				SERVICE DEPARTMENT				BODY SHOP DEPARTMENT					
	MON	YTD	GRS%SL		MON	YTD	GRS%SL		MON	YTD	MON	YTD	
1	39,487	235,957		WHOLESALE*	S								
2	7,662	46,678			G								
3	-	-		WHLS JB INC	G								
4	7,662	46,678	19.4	TOTAL WHSL	G	RPR	BODY	W&P	INTR		REPAIR	M	424
5	15,747	94,957		COUNTER	S	126.50	-	114.33	105.00		SHOP	Y	2,904
6	4,851	31,356	30.8	RETAIL	G						BODY	M	-
7	76,956	574,320		REPAIR	S	114,285	815,825				SHOP	Y	-
8	31,717	238,149	41.2	SHOP	G	84,271	605,849	73.7	74.3		W&P CLM	M	182
9	2,151	22,302		ESP REPAIR	S	2,363	29,740				SERV	Y	1,253
10	625	6,480	29.1	SHOP	G	1,821	23,314	77.1	78.4		W&P CLM	M	-
11	-	-		JOB INCENTIVE	G						B/S	Y	-
12	30,143	173,002		WARRANTY	S	35,516	193,089				ESP	M	21
13	8,295	46,709	27.5	WARRANTY (POL CLM/SERV)	G	28,255	153,253	79.6	79.4		REPAIR	Y	176
14	7,019	41,448		INTERNAL (SERVICE)	G	11,737	86,324				M	M	140
15	2,140	11,830	30.5		G	7,846	57,527	66.8	66.6		INTERNAL	Y	757
16	-	-		UNAPPLIED TIME	G	-788	-8,679						
17	-	914		SUBLET	S	9,990	70,053						
18	-	210	23.0	REPAIRS	G	259	4,873	2.6	7.0				
19	-	-		OTHER	S								
20	-	-		MERCHANDISE	G								
21	-	-		PARTS SALES	S								
22	-	-		SERV-OTH	G								
23	116,269	811,966		FRANCHISE	G								
24	42,777	303,378	36.8	TOTAL PARTS	S								
25	-	-		SALES-SERV	G								
26	-	-		BODY SHOP (METAL)	S								
27	-	-		BODY SHOP (PAINT)	S								
28	-	-		WARRANTY & POL CLMS(B/S)	S								
29	-	-		INTERNAL (BODY SHOP)	S								
30	-	-		MATERIALS	S	6,175	34,077						
31	-	-			G	135	-382	2	-1				
32	-	-		PARTS SALES	S								
33	-	-		BODY-OTH	G								
34	-	-		FRANCHISE	G								
35	-	-		TOTAL PARTS	S								
36	-	-		SALES-BODY	G								
37	-	-		DISC EARNED	G								
38	-	30,423		INVENT ADJ	G								
39	171,503	1,142,900		TOTAL	S	180,066	1,229,108						
40	55,290	411,835	32.2	DEPARTMENTS	G	121,799	835,755	67.6	68.0				
41	(-)	(-)		COGS LIFO(US ONLY)	G								
42	55,290	411,835	32.2	TOTAL	G	121,799	835,755	67.6	68.0				
43	-	-		PARTS EXPENSE									
44	8,098	52,505	14.6	%PARTS GRS									
45	11,994	80,508	21.7	COMP - MGRS		12,404	91,268	10.2	10.9				
46	100	700	0.2	SAL-OTHER		17,173	116,445	14.1	13.9				
47	599	4,287	1.1	COMM&INC-OTH		10,914	73,663	9.0	8.8				
48	-	-		ADVERT/PROMO		4,023	26,513	3.3	3.2				
49	-	-		ADVERTISING REBATES		-	-	-	-				
50	304	2,126	0.5	TRAINING		1,458	15,693	1.2	1.9				
51	-	-191	-	POLICY ADJ		1,339	15,215	1.1	1.8				
52	59	295	0.1	SERV LOANER		573	3,757	0.5	0.4				
53	285	2,117	0.5	TOOLS&SUPP		2,453	18,087	2.0	2.2				
54	752	2,428	1.4	FREIGHT		100	560	0.1	0.1				
55	1,759	13,194	3.2	EQ&VEH MAINT		2,451	13,005	2.0	1.6				
56	-	-		INV CNTRL&DP		-	-	-	-				
57	844	6,044	1.5	VAC/TO PAY-TECH		4,100	29,500	3.4	3.5				
58	24,794	164,013	44.8	TOT SALES EXP		56,988	403,706	46.8	48.3				
59	30,496	247,822	55.2	SELLING GROSS		64,811	432,049	53.2	51.7				
60	(16,171)	(122,315)		SHOP PARTS GROSS TRANS		16,171	122,315						
61	14,325	125,507		ADJ SELLING GRS		80,982	554,364						
62	-	-											

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LINE NO	DEALER Ford of Marin				P&A CODE 06046		MONTH JUL 2008 YTD				Page 6	
	SELL/ADJ SELL	MONTH	YTD	MONTH	YTD	NEW	USED	PARTS	SERVICE	BODY	UNAPPLIED	
	ALL DEPARTMENTS	75,162	790,414	32	43	88,289	22,254	125,507	554,364	-	-	
	FIXED EXPENSE					% GROSS						DEPARTMENTAL FIXED EXPENSE ALLOCATION-YTD
1	SAL-GEN MGR	-	-	-	-	-	-	-	-	-	-	
2	SALARIES-ADM	13,733	97,988	6.0	5.3	-	-	-	-	-	97,988	
3	EMPLOYEE BENEFIT	6,926	43,350	3.0	2.4	-	-	-	-	-	43,350	
4	PAYROLL TAXES	13,391	114,777	5.9	6.2	-	-	-	-	-	114,777	
5	PENSIONS	2,200	15,400	1.0	0.8	-	-	-	-	-	15,400	
6	INST. ADV&PROMO	1,923	11,044	0.8	0.6	-	-	-	-	-	11,044	
7	RENT & EQUIV	59,105	399,372	25.9	21.7	-	-	-	-	-	399,372	
8	UTILITIES	3,244	28,294	1.4	1.5	-	-	-	-	-	28,294	
9	TELEPHONE	2,449	17,159	1.1	0.9	-	-	-	-	-	17,159	
10	TAXES	-	-	-	-	-	-	-	-	-	-	
11	INSURANCE	3,153	25,989	1.4	1.4	-	-	-	-	-	25,989	
12	OFFICE SUPPLIES	991	7,773	0.4	0.4	-	-	-	-	-	7,773	
13	PROF & SERV FEES	6,657	59,248	2.9	3.2	-	-	-	-	-	59,248	
14	DATA PROCESSING	10,280	56,347	4.5	3.1	-	-	-	-	-	56,347	
15	BAD DEBTS	300	2,100	0.1	0.1	-	-	-	-	-	2,100	
16	CONTRIBUTIONS	-	100	-	-	-	-	-	-	-	100	
17	INTEREST	3,398	27,449	1.5	1.5	-	-	-	-	-	27,449	
18	DEPREC EQUIP	4,127	29,926	1.8	1.6	-	-	-	-	-	29,926	
19	EQ&VEH MAIN GENL	2,090	11,623	0.9	0.6	-	-	-	-	-	11,623	
20	TRAVEL & ENTERT	132	462	0.1	-	-	-	-	-	-	462	
21	MISC EXPENSE	-	-	-	-	-	-	-	-	-	-	
22	ALLOCATION OF UNAPPLIED EXPENSE					331,941	142,260	142,260	331,940	-	948,401	
23	TOTAL FIXED	134,099	948,401	58.7	51.6	331,941	142,260	142,260	331,940	-	TOT APPLIED	
24	DEALER SALARY	12,668	102,676	5.5	5.6	35,937	15,401	15,401	35,937	-	-	
25	OPERATING PROFIT	-71,605	-260,663	-31.3	-14.2	-279,589	-135,407	-32,154	186,487	-	-	
26	VEHICLE AND F&I SELLING GROSS ANALYSIS											
27	MONTH	YTD	MONTH	YTD	RENTAL DEPARTMENT		MONTH	YTD				
28	26,818	244,708	12,976	162,045	INCOME		-	-				
29	11,383	79,670	11,186	68,615	SALARIES		-	-				
30	20,222	137,147	22,256	156,687	COMMISSIONS/INCENTIVES		-	-				
31	-4,787	27,891	-20,466	-63,257	OTHER EXPENSES		-	-				
32	6,909	98,527	4,667	85,511	TOTAL NET		-	-				
33	6,468	38,129	-	-	AGREEMENTS		-	-				
34	441	60,398	4,667	85,511	INVENTORY		RENTAL		SERVICE			
35	-4,346	88,289	-15,799	22,254	ANALYSIS		CAR	TRK	RV	LOANERS		
36					TOT UNIT DAYS AVAIL/MO		-	-				
37					CUST ESP PD DAYS/MO		-	-				
38					SER LNR PD DAYS/MO		-	-				
39					DLR PAID DAYS/MO		-	-				
40					NON UTILIZED DAYS/MO		-	-				
41					% UTILIZATION		-	-				
42					% CUST/EXP PAID		-	-				
43	PERSONNEL SUMMARY											
44	DEALERS	ADMIN	FRAN N&U	OTHER N&U	F&I	REN/LS	FRAN.PARTS	OTH.PARTS	FRAN.SERV	OTH.SERV	BODY	
45	MANAGEMENT	1	-	-	1	-	1	-	1	-	-	
46	SLSPRNS/SRV ADVRS	-	5	-	-	-	2	-	3	-	-	
47	TECH	REPAIR	-	-	-	-	-	-	13	-	-	
48	NICIANS	INTERNALS	-	-	-	-	-	-	-	-	-	
49	CLERICAL	-	2	-	-	-	-	-	-	-	-	
50	OTHER	-	1	-	-	-	1	-	4	-	-	
51	TOTAL	37	5	6	1	-	4	-	21	-	-	
52	SLSPRN	<12 MOS	3	-	-	SERV	<12 MOS	1	-	-	-	
53	TENURE	12-36 MOS	2	-	-	ADVR	12-36 MOS	2	-	-	-	
54	IN MOS	37-60 MOS	-	-	-	TENURE	37-60 MOS	-	-	-	-	
55	SALESPERSON	61+ MOS	-	-	-	(MOS)	61+ MOS	-	-	-	-	
56	TURNOVER	HIRED-YTD	-	-	-	SRV ADVR	HIRED-YTD	-	-	-	-	
57	SPLIT SLS FORCE	TERM-YTD	-	-	-	TRNOVR	TERM-YTD	-	-	-	-	
58	MANAGERS	NEW	USED	COMB	TOTAL	STALL COUNT						
59	SALESPERSONS	-	-	1	1	REPAIR	INTERNAL	BODY				
60		-	-	5	5	13	-	-				

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DEALER				P&A CODE				SALES CODE 71C017				MONTH				PG 7 QL											
PARTS DEPARTMENT								SERVICE DEPARTMENT																			
MON				YTD				MON				YTD				MON				YTD							
				GRS%SLS								GRS%SLS															
<b>MEMO: QUICK LANE (US) FAST LANE(CANADA)</b>																FRANCHISE		TRAFFIC		SALES PER R.O.							
																RO ANALYSIS		RO COUNT		PARTS		LABOR					
																SALES		M		-		-					
																ESP/		M		-		-					
																ESC/QFC		Y		-		-					
																INTERNAL		M		-		-					
																OTHER		Y		-		-					
																MERCHANDISE		M		-		-					
																WARRANTY		Y		-		-					
																SALES		M		-		-					
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