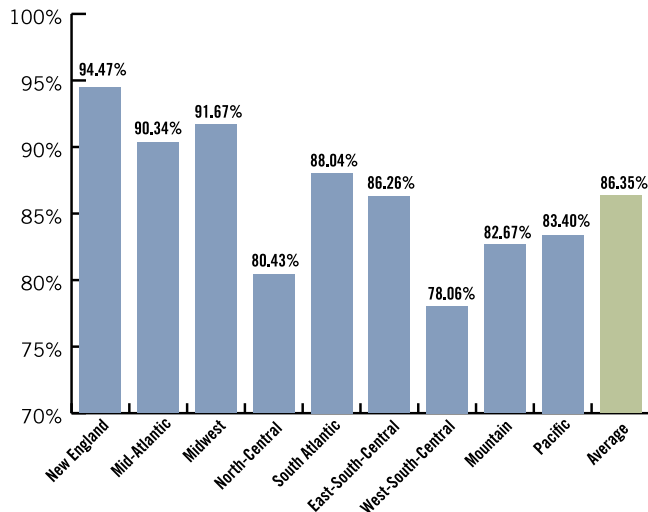
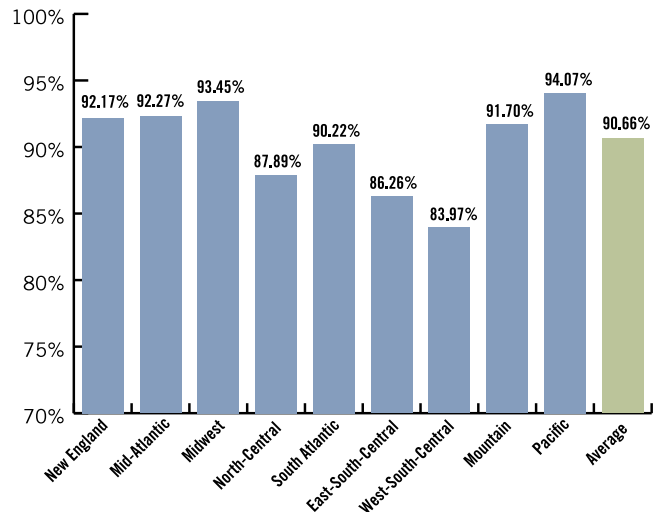


Percent of dealerships offering employee/dependent health plans



Percent of dealerships offering pension plans



Source: *Paying to Motivate—2007 Update*, published by NADA Management Education

Average dealership profile

Light-duty vehicle sales

In millions

	Sept. YTD 2007	% chg.	Full year 2006
Domestic cars	4.0	-6.0%	5.4
Import cars	1.8	1.9%	2.3
Total cars	5.8	-3.7%	7.8
Light-duty trucks	6.5	-2.2%	8.7
Total light-duty vehicles	12.3	-2.9%	16.5

Balance sheet ratios (Aug. 2007)

Net debt to equity (Total liabilities less floor plan to total equity)	1.44
Current ratio (Current assets to current liabilities)	1.89
Service and parts absorption (Service and parts gross profits divided by total fixed overhead expense)	52.6%
Return on equity	27.5%

Source: NADA Industry Analysis Division

	August YTD 2007	August YTD 2006	Percent change
Total sales	\$22,572,687	\$21,629,217	4.4%
Total gross	\$3,098,702	\$2,939,466	5.4%
As % of total sales	13.7%	13.6%	
Total expense	\$2,678,036	\$2,547,782	5.1%
As % of total sales	11.9%	11.8%	
Net profit before taxes	\$420,666	\$391,684	7.4%
As % of total sales	1.9%	1.8%	
New-vehicle sales	\$13,215,400	\$12,823,542	3.1%
As % of total sales	58.5%	59.3%	
Used-vehicle sales	\$6,676,946	\$6,269,843	6.5%
As % of total sales	29.6%	29.0%	
Service and parts	\$2,680,341	\$2,535,832	5.7%
As % of total sales	11.9%	11.7%	
Advertising expense	\$248,274	\$238,843	3.9%
As % of total sales	1.10%	1.10%	
Per new vehicle retailed	\$583	\$574	1.6%
Rent and equivalent	\$234,628	\$216,369	8.4%
As % of total sales	1.04%	1.00%	
Per new vehicle retailed	\$551	\$520	6.0%
New-vehicle floor-plan interest	\$71,615	\$72,021	-0.6%
As % of total sales	0.32%	0.33%	
Per new vehicle retailed	\$168	\$173	-2.8%
Average new-vehicle selling price (retail)	\$28,513	\$28,123	1.4%
Gross as % of selling price	5.05%	5.23%	
Average gross profit	\$1,440	\$1,472	-2.1%
Average used-vehicle selling price (retail)	\$15,580	\$15,514	0.4%
Gross as % of selling price	11.51%	11.53%	
Average gross profit	\$1,793	\$1,789	0.3%