

JACKY JONES



Jacky Jones Ford / Cleveland Ga.
Advisor Customer Pay Sales Tracking vs. Goal

QUICKLANE

DILLS

CP GOAL
CP TRACKING
CP VARIANCE

Actual MTD
DILLS CP month to date

BLACK

CP GOAL
CP TRACKING
CP VARIANCE

Actual MTD
BLACK CP month to date

TOTAL QUICKLANE

CP GOAL
CP TRACKING
CP VARIANCE

Actual MTD
TOTAL QUICKLANE CP month to date
TOTAL all labor types

TOTAL TRACKING

RO's

PT	ELR	# ROs
C	\$ 58.00	275
C	\$ 58.30	228
C	\$ 0.30	(47)

PT	ELR	# ROs
C	\$ 58.00	275
C	\$ 57.07	180
C	\$ (0.93)	(95)

PT	ELR	# ROs
C	\$ 58.00	550
C	\$ 57.79	408
C	\$ (0.21)	(142)

Hours

HRS-Sold	HRS/RO
330.00	1.20
258.80	1.14
(71.20)	(0.06)

HRS-Sold	HRS/RO
258.8	1.14

HRS-Sold	HRS/RO
330.00	1.20
185.10	1.03
(144.90)	(0.17)

HRS-Sold	HRS/RO
660.00	1.20
443.90	1.09
(216.10)	(0.11)

Labor

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
15,088.09	73.34	66.18
(4,051.91)	4.34	(3.42)

LBR-Sale\$	Gross %	LBR\$/RO
15088.09	73.34	66.18

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
10,562.91	72.08	58.68
(8,577.09)	3.08	(10.92)

LBR-Sale\$	Gross %	LBR\$/RO
38,280.00	69.00	69.60
25,651.00	72.71	62.87
(12,629.00)	3.71	(6.73)

Parts

PTS-Sale\$	Gross %	PTSS\$/RO
30,624.00	23.00	111.36
26,005.37	19.59	114.06
(4,618.63)	(3.41)	2.70

PTS-Sale\$	Gross %	PTSS\$/RO
26005.37	19.59	114.06

PTS-Sale\$	Gross %	PTSS\$/RO
30,624.00	23.00	111.36
13,704.19	30.50	76.13
(16,919.81)	7.50	(35.23)

PTS-Sale\$	Gross %	PTSS\$/RO
61,248.00	23.00	111.36
39,709.56	21.74	97.33
(21,538.44)	(1.26)	(14.03)

Total

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
41,892.96	36.41	183.74
(7,871.04)	(4.59)	2.78

Total-Sale\$	Gross %	Total\$/RO
41892.96	36.41	183.74

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
24,871.60	51.71	138.18
(24,892.40)	10.71	(42.78)

Total-Sale\$	Gross %	Total\$/RO
99,528.00	41.00	180.96
66,764.56	44.06	163.64
(32,763.44)	3.06	(17.32)

Variance VS. Previous MONTH

PROJECTED QL Customer Pay VARIANCE TO DEC 2013

PT	ELR	# ROs
C	\$ 1.60	(166)

LBR-Sale\$	Gross %	LBR\$/RO
(\$5,535.95)	0.7	\$8.54

PTS-Sale\$	Gross %	PTSS\$/RO
(\$22,304.79)	-4	(10.71)

Total-Sale\$	Gross %	Total\$/RO
(\$28,362.24)	3.1	(\$2.09)

Previous Month DATA

TOTAL QL CUSTOMER PAY
TOTAL QL INTERNAL
TOTAL QL WARRANTY
NOV 2013 FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs
C	\$ 56.18	574
I	\$ 49.92	183
W	\$ 76.55	6
T	\$ 55.20	659

LBR-Sale\$	Gross %	LBR\$/RO
\$ 31,186.95	72.00	\$ 54.33
\$ 5,940.12		\$ 32.46
\$ 306.18		\$ 51.03
\$ 37,433.25		\$ 56.80

PTS-Sale\$	Gross %	PTSS\$/RO
\$ 62,014.35	26.00	108.04
\$ 2,925.60		15.99
\$ 392.81		65.47
\$ 65,332.76		99.14

Total-Sale\$	Gross %	Total\$/RO
\$ 95,126.80	41.00	\$ 165.73
\$ 8,916.22		\$ 48.72
\$ 698.99		\$ 116.50
\$ 104,742.01		\$ 158.94

PROJECTED Variance VS. Prior YEAR

PROJECTED QL Customer Pay VARIANCE TO JANUARY 2013

PT	ELR	# ROs
C	\$ 0.93	(146)

LBR-Sale\$	Gross %	LBR\$/RO
\$ (1,564.45)	0.7	\$ 13.74

PTS-Sale\$	Gross %	PTSS\$/RO
\$ (8,272.08)	-4.26	\$ 10.72

Total-Sale\$	Gross %	Total\$/RO
\$ (10,278.03)	3.1	\$ 24.57

Previous YEAR DATA

TOTAL QL CUSTOMER PAY
TOTAL QL INTERNAL
TOTAL QL WARRANTY
FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs
C	\$ 56.85	554
I	\$ 56.82	181
W	\$ 43.20	5
T	\$ 56.77	649

LBR-Sale\$	Gross %	LBR\$/RO
\$ 27,215.45	72.00	\$ 49.13
\$ 9,198.85		\$ 50.82
\$ 142.55		\$ 28.51
\$ 36,556.85		\$ 56.33

PTS-Sale\$	Gross %	PTSS\$/RO
\$ 47,981.64	26.00	86.61
\$ 4,549.22		25.13
\$ 170.56		34.11
\$ 52,701.42		81.20

Total-Sale\$	Gross %	Total\$/RO
\$ 77,042.59	41.00	\$ 139.07
\$ 13,855.07		\$ 76.55
\$ 313.11		\$ 62.62
\$ 91,210.77		\$ 140.54

Days Worked 26

Working Days in Mo. 26

DATA THRU 2/2/2014

100%

HRS AVAIL/MO

945

Total Repair Hours Goal

Shop Hours MTD TRACKING

Tech Hrs Tracking VS Goal

100%

945

557

59%

GOAL

HRS/TECH/MO

189

HRS/TECH Mo Tracking

111.5

Total Tech Hrs/Day Actual

21.4

Avg Hrs/Tech/Day Actual

4.3

59%

Technician Productivity
VERSUS GOAL

Based on 5 Techs goal of 7.3 hrs/day/tech



JACKY JONES



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Advisor Customer Pay Sales Tracking vs. Goal

REPAIR SHOP

AWALK

CP GOAL
CP TRACKING
CP VARIANCE
Actual Month to date CP
Actual Month to date Internal
Actual Month to date Warranty
TOTAL

TOTAL TRACKING

RO's

PT	ELR	# ROs
C	\$ 78.00	150
C	\$ 78.58	72
C	\$ 0.58	(78)
PT		# ROs
C	78.58	72
I	58.14	118
W	83.34	47
	71.65	194
	\$ 71.65	194

Hours

HRS-Sold	HRS/RO
450.00	3.00
310.55	4.31
(139.45)	1.31
HRS-Sold	HRS/RO
310.55	4.31
284.2	2.41
144.4	3.07
739.15	3.81
TOTAL TRACKING	739

Labor

LBR-Sale\$	Gross %	LBR\$/RO
35,100.00	75.00	234.00
24,403.33	73.61	338.94
(10,696.67)	(1.39)	104.94
LBR-Sale\$	Gross %	LBR\$/RO
\$ 24,403.33	73.61	338.94
\$ 16,523.48		140.03
\$ 12,034.14		256.05
\$ 52,960.95		272.99
TOTAL TRACKING		\$ 52,960.95

Parts

PTS-Sale\$	Gross %	PT\$/RO
56,160.00	30.00	374.40
20,849.00	25.64	289.57
(35,311.00)	(4.36)	(84.83)
PTS-Sale\$	Gross %	PT\$/RO
\$ 20,849.00	25.64	289.57
\$ 14,764.44		35.01
\$ 21,920.47		217.41
\$ 57,533.91		47.44
TOTAL TRACKING		\$ 57,533.91

Total

Total-Sale\$	Gross %	Total\$/RO
91,260.00	50.00	608.40
46,616.33	47.10	647.45
(44,643.67)	(2.90)	39.05
Total-Sale\$	Gross %	Total\$/RO
\$ 46,616.33	47.10	647.45
\$ 32,024.42		100.21
\$ 35,290.28		420.58
\$ 113,931.03		97.45
TOTAL TRACKING		\$ 113,931.03

Variance VS. Previous MONTH

PROJECTED RS Customer Pay VARIANCE TO DEC 2013

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 0.41	(41)	(152.9)	0.21	(\$11,822.85)	-2.9	\$18.35	(\$22,092.31)	0	(90.44)	(\$35,064.46)	0.4	(\$75.39)

Previous Month DATA

TOTAL RS CUSTOMER PAY
TOTAL RS INTERNAL
TOTAL RS WARRANTY PAY
FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 78.17	113	463.40	4.10	\$ 36,226.18	73.61	\$ 320.59	\$ 42,941.31	25.64	\$ 380.01	\$ 81,680.79	47.10	\$ 722.84
I	\$ 58.87	165	252.20	1.53	\$ 14,848.00		\$ 89.99	\$ 8,936.83		\$ 54.16	\$ 23,878.33		\$ 144.72
W	\$ 85.98	81	171.50	2.12	\$ 14,745.21		\$ 182.04	\$ 22,736.74		\$ 280.70	\$ 38,900.95		\$ 480.26
T	\$ 74.20	290	887.10	3.06	\$ 65,819.39		\$ 226.96	\$ 74,614.88		\$ 257.29	\$ 144,460.07		\$ 498.14

PROJECTED Variance VS. Prior YEAR

PROJECTED RS Customer Pay VARIANCE TO DEC 2012

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 1.31	-53	(75.25)	1.23	\$ (5,406.25)	2.1	\$ 1.42	\$ (27,132.64)	-6.68	\$ (94.28)	\$ (14,977.43)	-3.0	\$ 154.70

Previous YEAR DATA

TOTAL RS CUSTOMER PAY
TOTAL RS INTERNAL
TOTAL RS WARRANTY
FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 77.27	125	385.80	3.09	\$ 29,809.58	71.47	\$ 238.48	\$ 47,981.64	32.32	\$ 383.85	\$ 61,593.76	50.13	\$ 492.75
I	\$ 60.36	67	128.75	1.92	\$ 7,771.70		\$ 116.00	\$ 4,549.22		\$ 67.90	\$ 13,955.30		\$ 208.29
W	\$ 84.52	106	125.60	1.18	\$ 10,615.66		\$ 100.15	\$ 170.56		\$ 1.61	\$ 27,489.62		\$ 259.34
T	\$ 72.40	171	411.05	2.40	\$ 29,761.45		\$ 174.04	\$ 52,701.42		\$ 308.20	\$ 62,496.12		\$ 365.47

Days Worked 22
Working Days in Mo. 22
DATA THRU 2/2/2014

100%
1056
739
70%

HRS AVAIL MO	Total Hours Goal
Shop Hours MTD TRACKING	
Tech Hrs Tracking VS Goal	

100%
1056
739
70%

GOAL
HRS/TECH/MO
176

Total Tech Hrs/Mo Tracking	123.2
Total Tech Hrs/Day Actual	33.6
Avg Hrs/Tech/Day Actual	5.6

70%	Technician Productivity VERSUS GOAL
Based on 6 Techs goal of 8 hrs/day/tech	



JACKY JONES



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Advisor Customer Pay Sales Tracking vs. Goal

QL AND REPAIR SHOP TOTALS

RO's

Hours

Labor

Parts

Total

	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
CP GOAL	C	\$ 66.11	700	1,110	1.59	73,380	75.00	104.83	117,408	25.00	167.73	190,788	50.00	272.55
CP TRACKING	C	\$ 65.82	568	776	1.37	51,106.61	70.70	89.98	64,825.06	28.20	114.13	118,903.67	47.46	209.34
CP VARIANCE	C	\$ (0.29)	(132)	(333.55)	(0.22)	(22,273.39)	(4.30)	(14.85)	(5,2582.94)	3.20	(53.60)	(7,1884.33)	(2.54)	(63.22)
Actual Month to date CP	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
Actual Month to date Internal	C	\$ 54.00	568	776.45	1.37	51,106.61	70.70	\$ 89.98	64,825.06	28.20	\$ 114.13	118,903.67	47.46	\$ 209.34
Actual Month to date Warranty	I	\$ 54.61	269	380.60	1.41	20,835.57		\$ 77.46	17,336.01		\$ 64.45	38,945.58		\$ 144.78
TOTAL	W	\$ 83.00	49	146.00	2.98	12,116.02		\$ 247.27	22,243.67		\$ 453.95	35,695.36		\$ 728.48
	T	\$ 56.18	749	1,303.05	1.74	84,058.20		\$ 112.23	104,404.74		\$ 139.39	193,544.61		\$ 258.40
TOTAL TRACKING			749.0	1303.1	1.74	\$ 84,058.20		749.00	\$ 104,404.74		\$ 139.39	\$ 193,544.61		258.40

Variance VS. Previous MONTH

PROJECTED QL & RS Customer Pay VARIANCE TO DEC 2013	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	(0.37)	(119)	(242.05)	(0.12)	\$ (16,306.52)	0.98	\$ (8.15)	\$ (40,130.60)	1.83	\$ (38.65)	\$ (57,903.92)	2.72	\$ (48.02)

Previous Month DATA

	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
TOTAL QL & RS CUSTOMER PAY	C	\$ 66.19	687	1,018.50	1.48	\$ 67,413.13	69.72	\$ 98.13	\$ 104,955.66	26.37	\$ 152.77	\$ 176,807.59	44.74	\$ 257.36
TOTAL QL & RS INTERNAL PAY		\$ 56.00	348	371.20	1.07	\$ 20,788.12		\$ 59.74	\$ 11,862.43		\$ 34.09	\$ 32,794.55		\$ 94.24
TOTAL QL & RS WARRANTY PAY		\$ 85.76	87	175.50	2.02	\$ 15,051.39		\$ 173.00	\$ 23,129.55		\$ 265.86	\$ 39,599.94		\$ 455.17
FINAL NUMBERS ALL LBR TYPES	C	\$ 65.97	949	1,565.20	1.65	\$ 103,252.64		\$ 108.80	\$ 139,947.64		\$ 147.47	\$ 249,202.08		\$ 262.59

PROJECTED Variance VS. Prior YEAR

PROJECTED QL & RS Customer Pay VARIANCE TO JAN 2013	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	(0.14)	(111)	(88.05)	0.09	\$ (5,918.42)	0.12	\$ 0.92	\$ (11,656.01)	1.64	\$ 1.49	\$ (19,732.68)	2.32	\$ 5.16

Previous YEAR DATA

	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
TOTAL QL & RS CUSTOMER PAY	C	\$ 65.96	679	864.50	1.27	\$ 57,025.03	70.58	\$ 83.98	\$ 76,481.07	26.56	\$ 112.64	\$ 138,636.35	45.14	\$ 204.18
TOTAL QL & RS INTERNAL		\$ 58.39	248	290.65	1.17	\$ 16,970.55		\$ 68.43	\$ 9,899.82		\$ 39.92	\$ 27,810.37		\$ 112.14
TOTAL QL & RS WARRANTY		\$ 83.46	111	128.90	1.16	\$ 10,758.21		\$ 96.92	\$ 14,109.52		\$ 127.11	\$ 27,802.73		\$ 250.48
FINAL NUMBERS ALL LBR TYPES	C	\$ 62.86	820	1,054.95	1.29	\$ 66,318.30		\$ 80.88	\$ 80,556.84		\$ 98.24	\$ 153,706.89		\$ 187.45

Days Worked 24
Working Days in Mo. 24

DATA THRU 2/2/2014

100%

2001

1,296

65%

Total Repair Hours Goal

Shop Hours MTD TRACKING

Tech Hrs Tracking VS Goal

100% RS 100% QL

2001

1296

65%

GOAL

HRS/TECH/MO

193

Total Tech Hrs/Mo Tracking

133.3

Total Tech Hrs/Day Actual

55.0

Avg Hrs/Tech/Day Actual

6.0

67%

Technician Productivity
VERSUS GOAL

Based on 11 Techs

