

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

RO's

PT	ELR	# ROs
C	\$ 58.00	400
C	\$ 56.72	292
C	\$ (1.28)	(108)

PT	ELR	# ROs
C	\$ 56.72	292

Hours

HRS-Sold	HRS/RO
480.00	1.20
341.80	1.17
(138.20)	(0.03)

HRS-Sold	HRS/RO
341.8	1.17

Labor

LBR-Sale\$	Gross %	LBR\$/RO
27,840.00	69.00	69.60
19,388.10	73.34	66.40
(8,451.90)	4.34	(3.20)

LBR-Sale\$	Gross %	LBR\$/RO
19388.1	73.34	66.40

Parts

PTS-Sale\$	Gross %	PTS\$/RO
44,544.00	23.00	111.36
48,267.11	19.59	165.30
3,723.11	(3.41)	53.94

PTS-Sale\$	Gross %	PTS\$/RO
48267.11	19.59	165.30

Total

Total-Sale\$	Gross %	Total\$/RO
72,384.00	41.00	180.96
68,747.21	36.41	235.44
(3,636.79)	(4.59)	54.48

Total-Sale\$	Gross %	Total\$/RO
68747.21	36.41	235.44

BLACK

CP GOAL
CP TRACKING
CP VARIANCE

Actual MTD
BLACK CP month to date

PT	ELR	# ROs
C	\$ 58.00	250
C	\$ 55.39	224
C	\$ (2.61)	(26)

PT	ELR	# ROs
C	\$ 55.39	224

HRS-Sold	HRS/RO
300.00	1.20
194.90	0.87
(105.10)	(0.33)

HRS-Sold	HRS/RO
194.9	0.87

LBR-Sale\$	Gross %	LBR\$/RO
17,400.00	69.00	69.60
10,794.98	72.08	48.19
(6,605.02)	3.08	(21.41)

LBR-Sale\$	Gross %	LBR\$/RO
10794.98	72.08	48.19

PTS-Sale\$	Gross %	PTS\$/RO
27,840.00	23.00	111.36
12,169.64	30.50	54.33
(15,670.36)	7.50	(57.03)

PTS-Sale\$	Gross %	PTS\$/RO
12169.64	30.50	54.33

Total-Sale\$	Gross %	Total\$/RO
45,240.00	41.00	180.96
23,705.12	51.71	105.83
(21,534.88)	10.71	(75.13)

Total-Sale\$	Gross %	Total\$/RO
23705.12	51.71	105.83

TOTAL QUICKLANE

CP GOAL
CP TRACKING
CP VARIANCE

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

PT	ELR	# ROs
C	\$ 58.00	650
C	\$ 56.24	516
C	\$ (1.76)	(134)

PT	ELR	# ROs
C	\$ 56.24	516
C	\$ 55.14	656

HRS-Sold	HRS/RO
780.00	1.20
536.70	1.04
(243.30)	(0.16)

HRS-Sold	HRS/RO
536.70	1.04
676.6	1.03

LBR-Sale\$	Gross %	LBR\$/RO
45,240.00	69.00	69.60
30,183.08	72.71	58.49
(15,056.92)	3.71	(11.11)

LBR-Sale\$	Gross %	LBR\$/RO
30,183.08	72.71	58.49
37310.40	74%	56.88

PTS-Sale\$	Gross %	PTS\$/RO
72,384.00	23.00	111.36
60,436.75	21.74	117.13
(11,947.25)	(1.26)	5.77

PTS-Sale\$	Gross %	PTS\$/RO
60,436.75	21.74	117.13
65116.06	23.30	99.26

Total-Sale\$	Gross %	Total\$/RO
117,624.00	41.00	180.96
92,452.33	44.06	179.17
(25,171.67)	3.06	(1.79)

Total-Sale\$	Gross %	Total\$/RO
92,452.33	44.06	179.17
104402.46	0.37	159.15

TOTAL TRACKING

C	\$ 55.14	656.0
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676.6	1.03
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37310.4		56.88
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65116.1		60.97
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\$ 104,402.46		106.2
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Variance VS. Previous MONTH

PROJECTED QL Customer Pay VARIANCE TO NOV 2013
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PT	ELR	# ROs
C	\$ 0.35	26

HRS-Sold	HRS/RO
(17.2)	(0.09)

LBR-Sale\$	Gross %	LBR\$/RO
(\$772.56)	0.8	(\$4.68)

PTS-Sale\$	Gross %	PTS\$/RO
\$812.85	0	(4.56)

Total-Sale\$	Gross %	Total\$/RO
\$167.29	2.1	(\$9.17)

Previous Month DATA

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

PT	ELR	# ROs
C	\$ 55.89	490
I		
W		
T	\$ 55.15	645

HRS-Sold	HRS/RO
553.90	1.13
733.80	1.14

LBR-Sale\$	Gross %	LBR\$/RO
\$ 30,955.64	71.87	\$ 63.17
\$ 40,470.80		\$ 62.75

PTS-Sale\$	Gross %	PTS\$/RO
\$ 59,623.90	21.74	\$ 121.68
\$ 65,690.47		\$ 101.85

Total-Sale\$	Gross %	Total\$/RO
\$ 92,285.04	42.00	\$ 188.34
\$ 108,100.80		\$ 167.60

PROJECTED Variance VS. Prior YEAR

PROJECTED QL Customer Pay VARIANCE TO DECEMBER 2012

PT	ELR	# ROs
C	\$ (0.38)	(9)

HRS-Sold	HRS/RO
101.10	0.21

LBR-Sale\$	Gross %	LBR\$/RO
\$ 5,521.75	0.7	\$ 11.52

PTS-Sale\$	Gross %	PTS\$/RO
\$ 15,920.08	-4.26	\$ 32.33

Total-Sale\$	Gross %	Total\$/RO
\$ 21,299.83	3.1	\$ 43.64

Previous YEAR DATA

TOTAL QL CUSTOMER PAY DECEMBER 2012
TOTAL QL INTERNAL DECEMBER 2012
TOTAL QL WARRANTY DECEMBER 2012
DECEMBER 2012 FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs
C	\$ 56.61	525
I	\$ 52.80	194
W	\$ 69.33	4
T	\$ 55.89	614

HRS-Sold	HRS/RO
435.60	0.83
139.40	0.72
8.50	2.13
583.50	0.95

LBR-Sale\$	Gross %	LBR\$/RO
\$ 24,661.33	72.00	\$ 46.97
\$ 7,360.98		\$ 37.94
\$ 589.27		\$ 147.32
\$ 32,611.58		\$ 53.11

PTS-Sale\$	Gross %	PTS\$/RO
\$ 44,516.67	26.00	84.79
\$ 4,893.04		25.22
\$ 677.69		169.42
\$ 50,087.40		81.58

Total-Sale\$	Gross %	Total\$/RO
\$ 71,152.50	41.00	\$ 135.53
\$ 12,553.02		\$ 64.71
\$ 1,266.96		\$ 316.74
\$ 84,972.48		\$ 138.39

Days Worked 25

Working Days in Mo. 25

DATA THRU 1/1/2014

100%

HRS AVAIL/MO
908

Total Repair Hours Goal
Shop Hours MTD TRACKING
Tech Hrs Tracking VS Goal

100%

908
677
74%

GOAL

HRS/TECH/MO
182

HRS/TECH Mo Tracking
Total Tech Hrs/Day Actual
Avg Hrs/Tech/Day Actual

135.3
27.1
5.4

75%

Technician Productivity
VERSUS GOAL

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



JACKY JONES



Jacky Jones Ford / Cleveland Ga.
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	\$ 78.17	113
C	\$ 0.17	(37)
PT	# ROs	
C	\$ 78.17	113
I	\$ 58.87	165
W	\$ 85.98	81
	\$ 74.20	290
	\$ 74.20	290

Hours

HRS-Sold	HRS/RO
450.00	3.00
463.40	4.10
13.40	1.10
HRS-Sold	HRS/RO
463.4	4.10
252.2	1.53
171.5	2.12
887.1	3.06
887	3.06

Labor

LBR-Sale\$	Gross %	LBR\$/RO
35,100.00	75.00	234.00
36,226.18	73.61	320.59
1,126.18	(1.39)	86.59
LBR-Sale\$	Gross %	LBR\$/RO
\$ 36,226.18	73.61	320.59
\$ 14,848.00		89.99
\$ 14,745.21		182.04
\$ 65,819.39		226.96
\$ 65,819.39		226.96

Parts

PTS-Sale\$	Gross %	PTS\$/RO
56,160.00	30.00	374.40
42,941.31	25.64	380.01
(13,218.69)	(4.36)	5.61
PTS-Sale\$	Gross %	PTS\$/RO
\$ 42,941.31	25.64	380.01
\$ 8,936.83		35.01
\$ 22,736.74		217.41
\$ 74,614.88		47.44
\$ 74,614.88		60.97

Total

Total-Sale\$	Gross %	Total\$/RO
91,260.00	50.00	608.40
81,680.79	47.10	722.84
(9,579.21)	(2.90)	114.44
Total-Sale\$	Gross %	Total\$/RO
\$ 81,680.79	47.10	722.84
\$ 23,878.33		100.21
\$ 38,900.95		420.58
\$ 144,460.07		97.45
\$ 144,460.07		106.2

Varince VS. Previous MONTH

PROJECTED RS Customer Pay VARIANCE TO NOV 2013

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 2.09	(2)	37.7	0.40	\$3,840.80	-5.3	\$38.97	(\$8,313.06)	-5	(65.68)	(\$12,463.27)	-3.1	(\$95.81)

Previous Month DATA

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

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 76.08	115	425.70	3.70	\$ 32,385.38	76.05	281.61	\$ 51,254.37	30.66	445.69	\$ 94,144.06	50.59	818.64
I	\$ 60.37	128	203.00	1.59	\$ 12,255.37		95.75	\$ 8,201.00		64.07	\$ 20,960.58		163.75
W	\$ 85.44	99	200.51	2.03	\$ 17,131.90		173.05	\$ 40,875.02		412.88	\$ 60,871.92		614.87
T	\$ 74.50	282	829.21	2.94	\$ 67,772.65		240.33	\$ 100,331.10		355.78	\$ 175,976.56		624.03

PROJECTED Varince 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 %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ (0.91)	14	130.00	0.73	\$ 9,861.25	2.1	\$ 1.20	\$ (1,575.36)	-6.68	\$ (69.65)	\$ 29,776.22	-3.0	\$ 198.55

Previous YEAR DATA

TOTAL RS CUSTOMER PAY DEC 2012
TOTAL RS INTERNAL DEC 2012
TOTAL RS WARRANTY DEC 2012
DEC 2012 FINAL NUMBERS ALL LBR TYPES

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	\$ 79.08	99	333.40	3.37	\$ 26,364.93	71.47	\$ 266.31	\$ 44,516.67	32.32	\$ 449.66	\$ 51,904.57	50.13	\$ 524.29
I	\$ 61.54	115	195.50	1.70	\$ 12,030.47		\$ 104.61	\$ 4,893.04		\$ 42.55	\$ 19,711.40		\$ 171.40
W	\$ 84.52	122	195.50	1.60	\$ 16,523.68		\$ 135.44	\$ 677.69		\$ 5.55	\$ 46,519.33		\$ 381.31
T	\$ 75.81	298	724.40	2.43	\$ 54,919.08		\$ 184.29	\$ 50,087.40		\$ 168.08	\$ 118,135.30		\$ 396.43

Days Worked 21
Working Days in Mo. 21

DATA THRU 1/1/2014

100%

1008

887

88%

HRS AVAIL MO Total Hours Goal

Shop Hours MTD TRACKING

Tech Hrs Tracking VS Goal

100%

1008

887

88%

GOAL

HRS/TECH/MO

168

Total Tech Hrs/Mo Tracking

147.9

Total Tech Hrs/Day Actual

42.2

Avg Hrs/Tech/Day Actual

7.0

88%

Technician Productivity
VERSUS GOAL

Based on 6 Techs goal of 8 hrs/day/tech



JACKY JONES



Jacky Jones Ford / Cleveland Ga.
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 %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
CP GOAL	C	\$ 65.32	800	1,230	1.54	80,340	75.00	100.43	128,544	25.00	160.68	208,884	50.00	261.11
CP TRACKING	C	\$ 66.19	687	1,019	1.48	67,413.13	70.70	98.13	104,955.66	28.20	152.77	176,807.59	47.46	257.36
CP VARIANCE	C	\$ 0.87	(113)	(211.50)	(0.05)	(12926.87)	(4.30)	(2.30)	(23588.34)	3.20	(7.91)	(32076.41)	(2.54)	(3.74)
Actual Month to date CP	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
Actual Month to date Internal	C	56.69	687	1,018.50	1.48	67,413.13	70.70	\$ 98.13	104,955.66	28.20	\$ 152.77	176,807.59	47.46	\$ 257.36
Actual Month to date Warranty	I	55.72	346	374.00	1.08	20,901.77		\$ 60.41	11,737.25		\$ 33.92	32,783.02		\$ 94.75
TOTAL	W	85.77	87	175.50	2.02	15,051.39		\$ 173.00	23,129.55		\$ 265.86	39,599.94		\$ 455.17
	T	58.83	947	1,568.00	1.66	103,366.29		\$ 109.15	139,822.46		\$ 147.65	249,190.55		\$ 263.14
TOTAL TRACKING			947.0	1568.0	1.66	\$ 103,366.29		947.00	\$ 139,822.46		\$ 147.65	\$ 249,190.55		263.14

Variance VS. Previous MONTH

PROJECTED QL & RS Customer Pay VARIANCE TO NOV 2013	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	1.36	2	58.64	0.08	\$ 5,189.15	0.98	\$ 7.29	\$ 10,418.97	1.83	\$ 14.76	\$ 16,135.51	2.72	\$ 22.80

Previous Month DATA

	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
TOTAL QL & RS CUSTOMER PAY NOV 2013	C	\$ 64.83	685	959.86	1.40	\$ 62,223.98	69.72	\$ 90.84	\$ 94,536.69	26.37	\$ 138.01	\$ 160,672.08	44.74	\$ 234.56
TOTAL QL & RS INTERNAL PAY NOV 2013		\$ 55.69	297	467.15	1.57	\$ 26,015.08		\$ 87.59	\$ 18,892.17		\$ 63.61	\$ 45,531.98		\$ 153.31
TOTAL QL & RS WARRANTY PAY NOV 2013		\$ 78.55	120	262.40	2.19	\$ 20,610.80		\$ 171.76	\$ 57,966.35		\$ 483.05	\$ 79,905.15		\$ 665.88
NOV 2013 FINAL NUMBERS ALL LBR TYPES	C	\$ 67.50	1,009	1,925.11	1.91	\$ 129,952.26		\$ 128.79	\$ 199,063.57		\$ 197.29	\$ 335,976.01		\$ 332.98

PROJECTED Variance VS. Prior YEAR

PROJECTED QL & RS Customer Pay VARIANCE TO DEC 2012	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	(0.17)	63	249.50	0.25	\$ 16,386.87	0.12	\$ 0.74	\$ 40,971.51	1.64	\$ 50.24	\$ 53,750.52	2.32	\$ 60.16

Previous YEAR DATA

	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PTS\$/RO	Total-Sale\$	Gross %	Total\$/RO
TOTAL QL & RS CUSTOMER PAY DEC 2012	C	\$ 66.35	624	769.00	1.23	\$ 51,026.26	70.58	\$ 81.77	\$ 63,984.15	26.56	\$ 102.54	\$ 123,057.07	45.14	\$ 197.21
TOTAL QL & RS INTERNAL DEC 2012		\$ 57.90	309	334.90	1.08	\$ 19,391.45		\$ 62.76	\$ 12,442.97		\$ 40.27	\$ 32,264.42		\$ 104.42
TOTAL QL & RS WARRANTY DEC 2012		\$ 83.89	126	204.00	1.62	\$ 17,112.95		\$ 135.82	\$ 26,103.34		\$ 207.17	\$ 47,786.29		\$ 379.26
DEC 2012 FINAL NUMBERS ALL LBR TYPES	C	\$ 66.92	912	1,307.90	1.43	\$ 87,530.66		\$ 95.98	\$ 102,530.46		\$ 112.42	\$ 203,107.78		\$ 222.71

Days Worked 23
Working Days in Mo. 23

DATA THRU 1/1/2014

100%
1916
1,564
82%

Total Repair Hours Goal
Shop Hours MTD TRACKING
Tech Hrs Tracking VS Goal

100% RS 100% QL
1916
1564
82%

GOAL HRS/TECH/MO
185

Total Tech Hrs/Mo Tracking	160.2
Total Tech Hrs/Day Actual	69.3
Avg Hrs/Tech/Day Actual	7.5

85%	Technician Productivity VERSUS GOAL
Based on 11 Techs	

