

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	\$ 58.04	181
C	\$ 0.04	(94)

PT	# ROs
C	181

PT	ELR	# ROs
C	\$ 58.00	275
C	\$ 57.94	164
C	\$ (0.06)	(111)

PT	# ROs
C	164

PT	ELR	# ROs
C	\$ 58.00	550
C	\$ 58.00	345
C	\$ 0.00	(205)

PT	ELR	# ROs
C	\$ 58.00	345
C	\$ 56.88	578

C	\$ 56.88	578.0
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Hours

HRS-Sold	HRS/RO
330.00	1.20
277.50	1.53
(52.50)	0.33

HRS-Sold	HRS/RO
277.5	1.53

HRS-Sold	HRS/RO
330.00	1.20
193.40	1.18
(136.60)	(0.02)

HRS-Sold	HRS/RO
193.4	1.18

HRS-Sold	HRS/RO
660.00	1.20
470.90	1.36
(189.10)	0.16

HRS-Sold	HRS/RO
470.90	1.36
665.3	1.15

665.3	1.15
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Labor

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
16,106.35	73.34	88.99
(3,033.65)	4.34	19.39

LBR-Sale\$	Gross %	LBR\$/RO
16106.35	73.34	88.99

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
11,206.35	72.08	68.33
(7,933.65)	3.08	(1.27)

LBR-Sale\$	Gross %	LBR\$/RO
11206.35	72.08	68.33

LBR-Sale\$	Gross %	LBR\$/RO
38,280.00	69.00	69.60
27,312.70	72.71	79.17
(10,967.30)	3.71	9.57

LBR-Sale\$	Gross %	LBR\$/RO
27,312.70	72.71	79.17
37841.22	74%	65.47

37841.2		65.47
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Parts

PTS-Sale\$	Gross %	PT\$/RO
30,624.00	23.00	111.36
30,028.59	19.59	165.90
(595.41)	(3.41)	54.54

PTS-Sale\$	Gross %	PT\$/RO
30028.59	19.59	165.90

PTS-Sale\$	Gross %	PT\$/RO
30,624.00	23.00	111.36
18,872.63	30.50	115.08
(11,751.37)	7.50	3.72

PTS-Sale\$	Gross %	PT\$/RO
18872.63	30.50	115.08

PTS-Sale\$	Gross %	PT\$/RO
61,248.00	23.00	111.36
48,901.22	21.74	141.74
(12,346.78)	(1.26)	30.38

PTS-Sale\$	Gross %	PT\$/RO
48,901.22	21.74	141.74
59653.30	23.30	103.21

59653.3		60.97
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Total

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
46,872.44	36.41	258.96
(2,891.56)	(4.59)	78.00

Total-Sale\$	Gross %	Total\$/RO
46872.44	36.41	258.96

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
30,654.48	51.71	186.92
(19,109.52)	10.71	5.96

Total-Sale\$	Gross %	Total\$/RO
30654.48	51.71	186.92

Total-Sale\$	Gross %	Total\$/RO
99,528.00	41.00	180.96
77,526.92	44.06	224.72
(22,001.08)	3.06	43.76

Total-Sale\$	Gross %	Total\$/RO
77,526.92	44.06	224.72
99088.98	0.37	171.43

\$ 99,088.98		106.2
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Variance VS. Previous MONTH

PROJECTED QL Customer Pay VARIANCE TO JAN 2014
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PT	ELR	# ROs
C	\$ 1.82	(229)

HRS-Sold	HRS/RO
(84.2)	0.40

LBR-Sale\$	Gross %	LBR\$/RO
(\$3,874.25)	0.7	\$24.83

PTS-Sale\$	Gross %	PT\$/RO
(\$13,113.13)	-4	33.70

Previous Month DATA

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

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

HRS-Sold	HRS/RO
555.10	0.97
119.00	0.65
4.00	0.67
678.10	1.03

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 %	PT\$/RO
\$ 62,014.35	26.00	108.04
\$ 2,925.60		15.99
\$ 392.81		65.47
\$ 65,332.76		99.14

PROJECTED Variance VS. Prior YEAR

PROJECTED QL Customer Pay VARIANCE TO FEB 2013
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PT	ELR	# ROs
C	\$ 1.15	(209)

HRS-Sold	HRS/RO
(7.80)	0.50

LBR-Sale\$	Gross %	LBR\$/RO
\$ 97.25	0.7	\$ 30.04

PTS-Sale\$	Gross %	PT\$/RO
\$ 919.58	-4.26	\$ 55.13

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

HRS-Sold	HRS/RO
478.70	0.86
161.90	0.89
3.30	0.66
643.90	0.99

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 %	PT\$/RO
\$ 47,981.64	26.00	86.61
\$ 4,549.22		25.13
\$ 170.56		34.11
\$ 52,701.42		81.20

Days Worked 24

Working Days in Mo. 24

DATA THRU 3/2/2014

100%

HRS AVAIL/MO

872

Total Repair Hours Goal

Shop Hours MTD TRACKING

Tech Hrs Tracking VS Goal

100%

872

665

76%

GOAL

HRS/TECH/MO

174

HRS/TECH Mo Tracking

133.1

Total Tech Hrs/Day Actual

27.7

Avg Hrs/Tech/Day Actual

5.5

76%

Technician Productivity
VERSUS GOAL

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



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Advisor Customer Pay Sales Tracking vs. Goal

REPAIR SHOP	RO's			Hours		Labor			Parts			Total		
AWALK	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	\$ 78.00	150	450.00	3.00	35,100.00	75.00	234.00	56,160.00	30.00	374.40	91,260.00	50.00	608.40
CP TRACKING	C	\$ 80.42	92	410.10	4.46	32,980.67	73.61	358.49	40,736.44	25.64	442.79	75,312.76	47.10	818.62
CP VARIANCE	C	\$ 2.42	(58)	(39.90)	1.46	(2,119.33)	(1.39)	124.49	(15,423.56)	(4.36)	68.39	(15,947.24)	(2.90)	210.22
Actual Month to date CP	PT		# 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	80.42	92	410.1	4.46	\$ 32,980.67	73.61	358.49	\$ 40,736.44	25.64	442.79	\$ 75,312.76	47.10	818.62
Actual Month to date Warranty	I	60.13	115	221.8	1.93	\$ 13,336.33		115.97	\$ 10,799.79		35.01	\$ 24,717.62		100.21
TOTAL	W	86.25	53	119.5	2.25	\$ 10,306.55		194.46	\$ 15,765.72		217.41	\$ 27,482.27		420.58
		75.36	220	751.4	3.42	\$ 56,623.55		257.38	\$ 67,301.95		47.44	\$ 127,512.65		97.45
TOTAL TRACKING		\$ 75.36	220	751	3.42	\$ 56,623.55		257.38	\$ 67,301.95		60.97	\$ 127,512.65		106.2

Variance VS. Previous MONTH

PROJECTED RS Customer Pay VARIANCE TO JAN 2014	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	\$ 2.25	(21)	(53.3)	0.36	(\$3,245.51)	-2.9	\$37.90	(\$2,204.87)	0	62.78	(\$6,368.03)	0.4	\$95.78

Previous Month DATA

TOTAL RS CUSTOMER PAY	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
TOTAL RS INTERNAL	I	\$ 58.87	165	252.20	1.53	\$ 14,848.00		\$ 89.99	\$ 8,936.83		\$ 54.16	\$ 23,878.33		\$ 144.72
TOTAL RS WARRANTY PAY	W	\$ 85.98	81	171.50	2.12	\$ 14,745.21		\$ 182.04	\$ 22,736.74		\$ 280.70	\$ 38,900.95		\$ 480.26
FINAL NUMBERS ALL LBR TYPES	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 FEB 2013	PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
	C	\$ 3.15	-33	24.30	1.37	\$ 3,171.09	2.1	\$ 1.50	\$ (7,245.20)	-6.68	\$ 58.93	\$ 13,719.00	-3.0	\$ 325.87

Previous YEAR DATA

TOTAL RS CUSTOMER PAY	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
TOTAL RS INTERNAL	I	\$ 60.36	67	128.75	1.92	\$ 7,771.70		\$ 116.00	\$ 4,549.22		\$ 67.90	\$ 13,955.30		\$ 208.29
TOTAL RS WARRANTY	W	\$ 84.52	106	125.60	1.18	\$ 10,615.66		\$ 100.15	\$ 170.56		\$ 1.61	\$ 27,489.62		\$ 259.34
FINAL NUMBERS ALL LBR TYPES	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 20
Working Days in Mo. 20
DATA THRU 3/2/2014

100%	960	HRS AVAIL MO	Total Hours Goal	100%	960
	751	Shop Hours MTD TRACKING			751
	78%	Tech Hrs Tracking VS Goal			78%

GOAL	HRS/TECH/MO
	160

Total Tech Hrs/Mo Tracking	125.2
Total Tech Hrs/Day Actual	37.6
Avg Hrs/Tech/Day Actual	6.3

78%	Technician Productivity VERSUS GOAL
Based on 6 Techs goal of 8 hrs/day/tech	



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Advisor Customer Pay Sales Tracking vs. Goal

QL AND REPAIR SHOP TOTALS

RO's

Hours

Labor

Parts

Total

CP GOAL
CP TRACKING
CP VARIANCE

PT	ELR	# ROs
C	\$ 66.11	700
C	\$ 67.60	562
C	\$ 1.49	(138)

HRS-Sold	HRS/RO
1,110	1.59
927	1.65
(183.10)	0.06

LBR-Sale\$	Gross %	LBR\$/RO
73,380	75.00	104.83
62,654.33	70.70	111.48
(10725.67)	(4.30)	6.66

PTS-Sale\$	Gross %	PT\$/RO
117,408	25.00	167.73
96,844.73	28.20	172.32
(20563.27)	3.20	4.60

Total-Sale\$	Gross %	Total\$/RO
190,788	50.00	272.55
162,736.71	47.46	289.57
(28051.29)	(2.54)	17.01

Actual Month to date CP
Actual Month to date Internal
Actual Month to date Warranty
TOTAL

PT	ELR	# ROs
C	\$ 58.16	562
I	\$ 56.39	305
W	\$ 85.16	57
T	\$ 59.49	798

HRS-Sold	HRS/RO
926.90	1.65
365.50	1.20
124.30	2.18
1,416.70	1.78

LBR-Sale\$	Gross %	LBR\$/RO
62,654.33	70.70	\$ 111.48
21,224.59		\$ 69.59
10,585.85		\$ 185.72
94,464.77		\$ 118.38

PTS-Sale\$	Gross %	PT\$/RO
96,844.73	28.20	\$ 172.32
14,019.12		\$ 45.96
16,091.40		\$ 282.31
126,955.25		\$ 159.09

Total-Sale\$	Gross %	Total\$/RO
162,736.71	47.46	\$ 289.57
27,939.68		\$ 91.61
28,087.25		\$ 492.76
226,601.63		\$ 283.96

TOTAL TRACKING

		798.0
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1416.7	1.78
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\$ 94,464.77		798.00
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\$ 126,955.25		\$ 159.09
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\$ 226,601.63		283.96
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Variance VS. Previous MONTH

PROJECTED QL & RS Customer Pay VARIANCE TO JAN 2014
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PT	ELR	# ROs
C	1.41	(125)

HRS-Sold	HRS/RO
(91.60)	0.17

LBR-Sale\$	Gross %	LBR\$/RO
\$ (4,758.80)	0.98	\$ 13.36

PTS-Sale\$	Gross %	PT\$/RO
\$ (8,110.93)	1.83	\$ 19.55

Total-Sale\$	Gross %	Total\$/RO
\$ (14,070.88)	2.72	\$ 32.21

Previous Month DATA

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

PT	ELR	# ROs
C	\$ 66.19	687
	\$ 56.00	348
	\$ 85.76	87
C	\$ 65.97	949

HRS-Sold	HRS/RO
1,018.50	1.48
371.20	1.07
175.50	2.02
1,565.20	1.65

LBR-Sale\$	Gross %	LBR\$/RO
\$ 67,413.13	69.72	\$ 98.13
\$ 20,788.12		\$ 59.74
\$ 15,051.39		\$ 173.00
\$ 103,252.64		\$ 108.80

PTS-Sale\$	Gross %	PT\$/RO
\$ 104,955.66	26.37	\$ 152.77
\$ 11,862.43		\$ 34.09
\$ 23,129.55		\$ 265.86
\$ 139,947.64		\$ 147.47

Total-Sale\$	Gross %	Total\$/RO
\$ 176,807.59	44.74	\$ 257.36
\$ 32,794.55		\$ 94.24
\$ 39,599.94		\$ 455.17
\$ 249,202.08		\$ 262.59

PROJECTED Variance VS. Prior YEAR

PROJECTED QL & RS Customer Pay VARIANCE TO FEB 2013
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PT	ELR	# ROs
C	1.63	(117)

HRS-Sold	HRS/RO
62.40	0.38

LBR-Sale\$	Gross %	LBR\$/RO
\$ 5,629.30	0.12	\$ 0.83

PTS-Sale\$	Gross %	PT\$/RO
\$ 20,363.66	1.64	\$ 59.68

Total-Sale\$	Gross %	Total\$/RO
\$ 24,100.36	2.32	\$ 85.39

Previous YEAR DATA

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

PT	ELR	# ROs
C	\$ 65.96	679
	\$ 58.39	248
	\$ 83.46	111
C	\$ 62.86	820

HRS-Sold	HRS/RO
864.50	1.27
290.65	1.17
128.90	1.16
1,054.95	1.29

LBR-Sale\$	Gross %	LBR\$/RO
\$ 57,025.03	70.58	\$ 83.98
\$ 16,970.55		\$ 68.43
\$ 10,758.21		\$ 96.92
\$ 66,318.30		\$ 80.88

PTS-Sale\$	Gross %	PT\$/RO
\$ 76,481.07	26.56	\$ 112.64
\$ 9,899.82		\$ 39.92
\$ 14,109.52		\$ 127.11
\$ 80,556.84		\$ 98.24

Total-Sale\$	Gross %	Total\$/RO
\$ 138,636.35	45.14	\$ 204.18
\$ 27,810.37		\$ 112.14
\$ 27,802.73		\$ 250.48
\$ 153,706.89		\$ 187.45

Days Worked 22
Working Days in Mo. 22

DATA THRU 3/2/2014

100%
1832
1,417
77%

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

100% RS 100% QL
1832
1417
77%

GOAL HRS/TECH/MO
176

Total Tech Hrs/Mo Tracking	137.3
Total Tech Hrs/Day Actual	65.3
Avg Hrs/Tech/Day Actual	6.8

76%	Technician Productivity VERSUS GOAL
Based on 11 Techs	

