

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	\$ 56.70	270
C	\$ (1.30)	(5)

PT	# ROs
C	270

PT	ELR	# ROs
C	\$ 58.00	275
C	\$ 58.53	149
C	\$ 0.53	(126)

PT	# ROs
C	149

PT	ELR	# ROs
C	\$ 58.00	550
C	\$ 57.43	419
C	\$ (0.57)	(131)

PT	ELR	# ROs
C	\$ 57.43	419
C	\$ 56.92	685

\$ 56.92	685.0
----------	-------

Hours

HRS-Sold	HRS/RO
330.00	1.20
312.00	1.16
(18.00)	(0.04)

HRS-Sold	HRS/RO
312	1.16

HRS-Sold	HRS/RO
330.00	1.20
207.80	1.39
(122.20)	0.19

HRS-Sold	HRS/RO
207.8	1.39

HRS-Sold	HRS/RO
660.00	1.20
519.80	1.24
(140.20)	0.04

HRS-Sold	HRS/RO
519.80	1.24
769.28	1.12

769.3	1.12
-------	------

Labor

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
17,690.93	70.01	65.52
(1,449.07)	1.01	(4.08)

LBR-Sale\$	Gross %	LBR\$/RO
17690.93	70.01	65.52

LBR-Sale\$	Gross %	LBR\$/RO
19,140.00	69.00	69.60
12,162.17	66.40	81.63
(6,977.83)	(2.60)	12.03

LBR-Sale\$	Gross %	LBR\$/RO
12162.17	66.40	81.63

LBR-Sale\$	Gross %	LBR\$/RO
38,280.00	69.00	69.60
29,853.10	68.21	71.25
(8,426.90)	(0.79)	1.65

LBR-Sale\$	Gross %	LBR\$/RO
29,853.10	68.21	71.25
43787.35	74%	63.92

43787.4		63.92
---------	--	-------

Parts

PTS-Sale\$	Gross %	PTSS\$/RO
30,624.00	23.00	111.36
38,121.10	19.94	141.19
7,497.10	(3.06)	29.83

PTS-Sale\$	Gross %	PTSS\$/RO
38121.1	19.94	141.19

PTS-Sale\$	Gross %	PTSS\$/RO
30,624.00	23.00	111.36
17,407.15	27.99	116.83
(13,216.85)	4.99	5.47

PTS-Sale\$	Gross %	PTSS\$/RO
17407.15	27.99	116.83

PTS-Sale\$	Gross %	PTSS\$/RO
61,248.00	23.00	111.36
55,528.25	23.97	132.53
(5,719.75)	0.97	21.17

PTS-Sale\$	Gross %	PTSS\$/RO
55,528.25	23.97	132.53
71282.47	23.30	104.06

71282.5		60.97
---------	--	-------

Total

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
56,778.03	35.68	210.29
7,014.03	(5.32)	29.33

Total-Sale\$	Gross %	Total\$/RO
56778.03	35.68	210.29

Total-Sale\$	Gross %	Total\$/RO
49,764.00	41.00	180.96
30,076.32	44.41	201.85
(19,687.68)	3.41	20.89

Total-Sale\$	Gross %	Total\$/RO
30076.32	44.41	201.85

Total-Sale\$	Gross %	Total\$/RO
99,528.00	41.00	180.96
86,854.35	40.05	207.29
(12,673.65)	(0.95)	26.33

Total-Sale\$	Gross %	Total\$/RO
86,854.35	40.05	207.29
117015.32	0.37	170.83

\$ 117,015.32		106.2
---------------	--	-------

Variance VS. Previous MONTH

PROJECTED QL Customer Pay VARIANCE TO FEB 2014
--

PT	ELR	# ROs
C	\$ (1.63)	(124)

LBR-Sale\$	Gross %	LBR\$/RO
\$ (1,729.40)	(3.79)	13.09

PTS-Sale\$	Gross %	PTSS\$/RO
(4662.76)	2.97	21.68

Total-Sale\$	Gross %	Total\$/RO
\$ (6,985.20)	(1.96)	34.47

Previous Month DATA

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

PT	ELR	# ROs
C	\$ 59.06	543
I	\$ 58.40	221
W	\$ 55.42	4
T	\$ 58.87	691

LBR-Sale\$	Gross %	LBR\$/RO
\$ 31,582.50	72.00	\$ 58.16
\$ 10,032.94		\$ 45.40
\$ 404.54		\$ 101.14
\$ 42,019.98		\$ 60.81

PTS-Sale\$	Gross %	PTSS\$/RO
\$ 60,191.01	21.00	110.85
\$ 7,989.98		36.15
\$ 387.13		96.78
\$ 68,568.12		99.23

Total-Sale\$	Gross %	Total\$/RO
\$ 93,839.55	42.00	\$ 172.82
\$ 18,287.42		\$ 82.75
\$ 793.94		\$ 198.49
\$ 112,920.91		\$ 163.42

PROJECTED Variance VS. Prior YEAR

PROJECTED QL Customer Pay VARIANCE TO MAR 2013
--

PT	ELR	# ROs
C	\$ (1.29)	(169)

LBR-Sale\$	Gross %	LBR\$/RO
\$ (1,496.40)	0.2	\$ 17.93

PTS-Sale\$	Gross %	PTSS\$/RO
\$ (8,371.23)	4.97	\$ 23.85

Total-Sale\$	Gross %	Total\$/RO
\$ (10,417.13)	4.0	\$ 41.86

Previous YEAR DATA

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

PT	ELR	# ROs
C	\$ 58.72	588
I	\$ 56.13	182
W	\$ 33.41	5
T	\$ 58.01	683

LBR-Sale\$	Gross %	LBR\$/RO
\$ 31,349.50	68.00	\$ 53.32
\$ 7,302.64		\$ 40.12
\$ 180.42		\$ 36.08
\$ 38,832.56		\$ 56.86

PTS-Sale\$	Gross %	PTSS\$/RO
\$ 63,899.48	19.00	108.67
\$ 2,890.50		15.88
\$ 256.58		51.32
\$ 67,046.56		98.16

Total-Sale\$	Gross %	Total\$/RO
\$ 97,271.48	36.00	\$ 165.43
\$ 10,249.64		\$ 56.32
\$ 437.00		\$ 87.40
\$ 107,958.12		\$ 158.06

Days Worked 26

Working Days in Mo. 26

DATA THRU 5/1/2014

100%

HRS AVAIL/MO
945

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

100%

945
769
81%

GOAL

HRS/TECH/MO
189

HRS/TECH Mo Tracking
153.9
Total Tech Hrs/Day Actual
29.6
Avg Hrs/Tech/Day Actual
5.9

81%

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	77.04	138
C	#VALUE!	(12)
PT	ELR	# ROs
C	77.04	138
I	61.53	210
W	86.04	111
	75.06	380
	75.06	380

Hours

HRS-Sold	HRS/RO
450.00	3.00
534.40	3.87
84.40	0.87
HRS-Sold	HRS/RO
534.4	3.87
292.6	1.39
264.1	2.38
1091.1	2.87
1091	2.87

Labor

LBR-Sale\$	Gross %	LBR\$/RO
35,100.00	75.00	234.40
41,172.26	70.28	298.35
6,072.26	(4.72)	64.35
LBR-Sale\$	Gross %	LBR\$/RO
\$ 41,172.26	70.28	298.35
\$ 18,002.42		85.73
\$ 22,723.17		204.71
\$ 81,897.85		215.52
\$ 81,897.85		215.52

Parts

PTS-Sale\$	Gross %	PT\$/RO
56,160.00	30.00	374.40
49,234.07	27.97	356.77
(6,925.93)	(2.03)	(17.63)
PTS-Sale\$	Gross %	PT\$/RO
\$ 49,234.07	27.97	356.77
\$ 13,215.06		35.01
\$ 28,265.26		217.41
\$ 90,714.39		47.44
\$ 90,714.39		60.97

Total

Total-Sale\$	Gross %	Total\$/RO
91,260.00	50.00	608.40
94,701.19	44.06	686.24
3,441.19	(5.94)	77.84
Total-Sale\$	Gross %	Total\$/RO
\$ 94,701.19	44.06	686.24
\$ 31,909.44		100.21
\$ 55,448.43		420.58
\$ 182,059.06		97.45
\$ 182,059.06		106.2

Variance VS. Previous MONTH

PROJECTED RS Customer Pay VARIANCE TO FEB 2014

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	#VALUE!	37	168.8	0.25	\$13,339.01	1.7	\$22.77	\$16,781.76	2	35.46	\$32,084.63	5.5	\$66.27

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	\$ 76.13	101	365.60	3.62	\$ 27,833.25	69.00	\$ 275.58	\$ 32,452.31	25.64	\$ 321.31	\$ 62,616.56	42.00	\$ 619.97
I	\$ 59.19	216	378.10	1.75	\$ 22,378.12		\$ 103.60	\$ 14,196.18		\$ 65.72	\$ 37,459.52		\$ 173.42
W	\$ 86.21	83	254.30	3.06	\$ 21,923.13		\$ 264.13	\$ 40,335.60		\$ 485.97	\$ 64,568.73		\$ 777.94
T	\$ 72.28	344	998.00	2.90	\$ 72,134.50		\$ 209.69	\$ 86,984.09		\$ 252.86	\$ 164,644.81		\$ 478.62

PROJECTED Variance VS. Prior YEAR

PROJECTED RS Customer Pay VARIANCE TO MAR 2013

PT	ELR	# ROs	HRS-Sold	HRS/RO	LBR-Sale\$	Gross %	LBR\$/RO	PTS-Sale\$	Gross %	PT\$/RO	Total-Sale\$	Gross %	Total\$/RO
C	#VALUE!	30	66.10	(0.46)	\$ 6,023.83	-0.7	\$ 0.92	\$ (14,665.41)	-4.35	\$ (234.89)	\$ 14,910.18	7.1	\$ (52.57)

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	\$ 75.06	108	468.30	4.34	\$ 35,148.43	71.00	\$ 325.45	\$ 63,899.48	32.32	\$ 591.66	\$ 79,791.01	37.00	\$ 738.81
I	\$ 63.80	106	172.50	1.63	\$ 11,006.05		\$ 103.83	\$ 2,890.50		\$ 27.27	\$ 19,090.96		\$ 180.10
W	\$ 84.52	84	225.50	2.68	\$ 19,059.23		\$ 226.90	\$ 256.58		\$ 3.05	\$ 76,094.52		\$ 905.89
T	\$ 75.28	250	866.30	3.47	\$ 65,213.71		\$ 260.85	\$ 67,046.56		\$ 268.19	\$ 174,976.49		\$ 699.91

Days Worked 21
Working Days in Mo. 21
DATA THRU 5/1/2014

100%
1008
1,091
108%

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

100%
1008
1,091
108%

GOAL
HRS/TECH/MO
168

Total Tech Hrs/Mo Tracking	181.9
Total Tech Hrs/Day Actual	52.0
Avg Hrs/Tech/Day Actual	8.7

108%	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

CP GOAL
CP TRACKING
CP VARIANCE

PT	ELR	# ROs
C	\$ 66.11	700
C	\$ 66.32	699
C	\$ 0.21	(1)

HRS-Sold	HRS/RO
1,110	1.59
1,120	1.60
10.48	0.02

LBR-Sale\$	Gross %	LBR\$/RO
73,380	75.00	104.83
74,304.73	70.70	106.30
924.73	(4.30)	1.47

PTS-Sale\$	Gross %	PTS\$/RO
117,408	25.00	167.73
109,369.55	28.20	156.47
(8038.45)	3.20	(11.26)

Total-Sale\$	Gross %	Total\$/RO
190,788	50.00	272.55
189,816.14	47.46	271.55
(971.86)	(2.54)	(1.00)

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

PT	ELR	# ROs
C	\$ 66.32	699
I	\$ 60.37	435
W	\$ 84.78	117
T	\$ 67.56	1,065

HRS-Sold	HRS/RO
1,120.48	1.60
465.00	1.07
274.90	2.35
1,860.38	1.75

LBR-Sale\$	Gross %	LBR\$/RO
74,304.73	70.70	\$ 106.30
28,074.07		\$ 64.54
23,306.40		\$ 199.20
125,685.20		\$ 118.01

PTS-Sale\$	Gross %	PTS\$/RO
109,369.55	28.20	\$ 156.47
21,555.44		\$ 49.55
31,071.87		\$ 265.57
161,996.86		\$ 152.11

Total-Sale\$	Gross %	Total\$/RO
189,816.14	47.46	\$ 271.55
50,419.97		\$ 115.91
58,838.27		\$ 502.89
299,074.38		\$ 280.82

TOTAL TRACKING

		1065.0
--	--	--------

1860.4	1.75
--------	------

\$ 125,685.20	1,065.00
---------------	----------

\$ 161,996.86	\$ 152.11
---------------	-----------

\$ 299,074.38	280.82
---------------	--------

Variance VS. Previous MONTH

PROJECTED QL & RS Customer Pay VARIANCE TO FEB 2014
--

PT	ELR	# ROs
C	0.32	55

HRS-Sold	HRS/RO
220.16	0.20

LBR-Sale\$	Gross %	LBR\$/RO
\$ 14,888.98	0.70	\$ 14.04

PTS-Sale\$	Gross %	PTS\$/RO
\$ 16,726.23	0.20	\$ 12.61

Total-Sale\$	Gross %	Total\$/RO
\$ 33,360.03	5.46	\$ 28.61

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	\$ 65.99	644
	\$ 58.94	437
	\$ 85.35	87
C	\$ 66.69	1,035

HRS-Sold	HRS/RO
900.32	1.40
549.90	1.26
261.60	3.01
1,711.82	1.65

LBR-Sale\$	Gross %	LBR\$/RO
\$ 59,415.75	70.00	\$ 92.26
\$ 32,411.06		\$ 74.17
\$ 22,327.67		\$ 256.64
\$ 114,154.48		\$ 110.29

PTS-Sale\$	Gross %	PTS\$/RO
\$ 92,643.32	28.00	\$ 143.86
\$ 22,186.16		\$ 50.77
\$ 40,722.73		\$ 468.08
\$ 155,552.21		\$ 150.29

Total-Sale\$	Gross %	Total\$/RO
\$ 156,456.11	42.00	\$ 242.94
\$ 55,746.94		\$ 127.57
\$ 65,362.67		\$ 751.30
\$ 277,565.72		\$ 268.18

PROJECTED Variance VS. Prior YEAR

PROJECTED QL & RS Customer Pay VARIANCE TO MAR 2013
--

PT	ELR	# ROs
C	(0.04)	3

HRS-Sold	HRS/RO
118.28	0.16

LBR-Sale\$	Gross %	LBR\$/RO
\$ 7,806.80	2.36	\$ 0.68

PTS-Sale\$	Gross %	PTS\$/RO
\$ 3,240.74	4.60	\$ 3.98

Total-Sale\$	Gross %	Total\$/RO
\$ 12,753.65	8.56	\$ 17.15

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	\$ 66.35	696
	\$ 60.50	288
	\$ 83.32	89
C	\$ 67.75	933

HRS-Sold	HRS/RO
1,002.20	1.44
302.60	1.05
230.90	2.59
1,535.70	1.65

LBR-Sale\$	Gross %	LBR\$/RO
\$ 66,497.93	68.34	\$ 95.54
\$ 18,308.69		\$ 63.57
\$ 19,239.65		\$ 216.18
\$ 104,046.27		\$ 111.52

PTS-Sale\$	Gross %	PTS\$/RO
\$ 106,128.81	23.60	\$ 152.48
\$ 10,374.41		\$ 36.02
\$ 56,591.85		\$ 635.86
\$ 173,095.07		\$ 185.53

Total-Sale\$	Gross %	Total\$/RO
\$ 177,062.49	38.90	\$ 254.40
\$ 29,340.60		\$ 101.88
\$ 76,531.52		\$ 859.90
\$ 282,934.61		\$ 303.25

Days Worked 23
Working Days in Mo. 24

DATA THRU 5/1/2014

100%

1953
1,860
95%

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

100% RS 100% QL

1953
1860
95%

GOAL HRS/TECH/MO
185

Total Tech Hrs/Mo Tracking	195.8
Total Tech Hrs/Day Actual	81.5
Avg Hrs/Tech/Day Actual	9.2

103%	Technician Productivity VERSUS GOAL
Based on 11 Techs	

