

# ServiceSalesTracker®

Fairchild Automotive Solutions LLC  
**JOHN FAIRCHILD**

770-561-4644  
 John@johnfairchild.net  
 Call or email for live demo  
 Visit www.johnfairchild.net



## What you measure and track you can improve!

**ServiceSalesTracker®** is an automated, proven Service Department metrics tracking system. YOUR Dealership Advisors & Management team will be equipped to succeed!

Finally! Timely, complete and accurate information can be at your fingertips. Information you can act on to impact your BOTTOM LINE!

**ServiceSalesTracker®** is not JUST DATA.....It's RELATIVE DATA! You will be able to pinpoint WHO is selling WHAT and are they SELLING ENOUGH! Managers can set goals and at a glance tell who is on track to reach them and who is not.

**ServiceSalesTracker®** comes as an automated [Email Reporting Service](#) OR a [Dealer Custom Website Application](#). The Web App comes with incredible tools and training resources.

**ServiceSalesTracker®** helps YOUR Dealers MAXIMIZE additional needed maintenance and repair sales!

SERVICE DESCRIPTION	3539	7207	7687	8112	8122	8132	824
A/C EVAP SERVICE	0	0	0	0	0	0	0
A/C SERVICE	0	1	1	1	0	1	1
BATTERY SERVICE	0	0	0	0	0	3	7
BRAKE SYSTEM FLUID EXCHANGE	0	1	4	4	2	2	1
COOLANT EXCHANGE SERVICE	2	0	0	0	1	0	0
DIFFERENTIAL SERVICE	0	0	1	0	0	0	0
FUEL INJECTION SERVICE	0	0	4	2	4	8	8
FUEL INJECTION SERVICE COMBO	8	2	0	0	0	0	2
FUEL INJECTOR AND INJECTION SERVICE	0	0	0	0	0	3	0
INJECTOR - DIESEL FUEL INJECTION SERVICE	0	0	0	0	0	0	4
INTERVAL SERVICE - 30K BRONZE SERVICE	0	0	4	0	8	3	2
INTERVAL SERVICE - 30K SILVER SERVICE	0	0	4	1	3	2	3
INTERVAL SERVICE - 30K GOLD SERVICE	1	2	4	1	1	0	1
POWER STEERING FLUID EXCHANGE	1	2	4	0	0	0	0
TRANS - AUTO TRANSMISSION EXCHANGE	0	0	0	0	0	0	1
TRANS - MANUAL TRANSMISSION EXCHANGE	0	0	0	0	0	0	0
TRANSFER CASE SERVICE	0	0	0	0	0	0	0
Grand Total	12	8	20	11	19	26	81
Advisor Name	Galender	Loper	Jim	Miller	Baker	Bell	Fre
CP RO's Written	12	8	20	11	19	26	81
Total Daytona Services	2%	12%	13%	10%	10%	21%	11%
Percentage of CP RO's Written							

Totals	PT	# RO's	HRS-Sold	HRS/RO	LBR-Sales	LBR/RO	PTS-Sales	PTS/RO	Misc-Sale	Misc/RO	Total Sales	Total/RO	ELR
CP RO's	C	800	1,600	2.00	128,000	160.00	204,800	256	1,630	1	282,630	353	\$ 80.00
CP TRACKING	C	918	1,123.78	1.23	87,612.53	95.44	93,542.73	102.11	1,387.23	1.27	152,155.98	165.75	77.96
CP VARIANCE	C	118	-476.22	-0.71	-14,817.01	-18.96	-10,242.75	-12.69	-756.02	-0.91	-70,484.50	-87.21	-30.94
Actual MTD	PT	# RO's	HRS-Sold	HRS/RO	LBR-Sales	LBR/RO	PTS-Sales	PTS/RO	Misc-Sale	Misc/RO	Total Sales	Total/RO	ELR
Customer Pay Actual MTD	C	475	582.7	1.23	45,428.72	95.64	48,958.38	102.11	602.11	1.27	94,954.21	199.02	77.96
Internal Actual MTD	I	224	250.5	1.12	23,889.56	106.65	21,064.95	94.07	286	1.28	30,250.02	135.08	92.46
Warranty Actual MTD	W	108	144.7	1.34	12,622.27	116.87	13,984.93	128.8	424.22	3.93	20,741.42	247.61	87.23
ALL LABOR TYPES MTD ACTUAL	054	977.9	1.5	81,220.05	124.19	78,893.26	114.52	1312.33	2.01	137,425.64	240.71	83.06	
CWI TOTAL TRACKING		1,261	1,885.95	1.50	\$ 156,638.67	\$ 124.19	\$ 144,437.00	\$ 114.52	\$ 2,530.02	\$ 2.01	\$ 303,606.59	\$ 240.71	\$ 83.06
# RO's	HRS-Sold	HRS/RO	LBR-Sales	LBR/RO	PTS-Sales	PTS/RO	Misc-Sale	Misc/RO	Total Sales	Total/RO	ELR		
Day Worked	14												
Working Days in Mo.	27												
Avg Tech Efficiency Goal	10 hrs/Tech Per Day (12 Techs)												
157.18	107/Tech/Mo Tracking												
5.82	Total Tech Hrs/Day Actual												
	Average Hrs/Tech/Day Actual												

**73% Overall Tech Efficiency**  
 Based on 12 techs working 8 hours on the job versus flagged time

## We do the Set Up....and NO CONTRACTS!

We are FIXED OPERATIONS and Dealership Management System EXPERTS, so we can help YOUR Dealers do all of the set up and business planning.....There is never a long term contract. We are compatible

with ADP, Reynolds & Reynolds, Arkona/Dealer Trac, ACS and other DMS systems. We will establish a reporting frequency schedule that works with your Advisors and Managers.

**ServiceSalesTracker®** comes as an automated [Email Reporting](#)

[Service](#) OR a [Dealer Custom Website Application](#). Dealers on the Web App also have access to PROVEN Retail Sales Training Techniques, courses and materials!

### ServiceSalesTracker® Pricing Plans and Options

**ServiceSalesTracker® Email Reporting Service ONLY \$149 / month**

**ServiceSalesTracker® Custom Website Application ONLY \$299 / month**

Limited Time introductory Pricing. Prices subject to change at anytime. Ask about multi store discounts.  
 All rights reserved copyright 2005-2013 Fairchild Automotive Solutions LLC.