

SmartInsight – F&I Analysis MTD by F&I Manager

Report Stats		Report Filter	
User:	Matt Nowicki	Store:	ABC HONDA
Generated:	09/26/05 07:23:29 PDT	Deal Date:	Between 09/01/2005 and 09/26/2005
		Deal Status:	Closed, Final, Spot Delivered
		Deal Category:	RETAIL

Deal: Count

Finance Location	CAGLE	CARVAJAL	EDWARDS	MASTRONARDI	CADY	FEIST	THOMASON	HOYSA	Total
CASH	<u>4</u>			<u>1</u>	<u>6</u>	<u>1</u>	<u>2</u>	<u>1</u>	16
FINANCED	<u>21</u>	<u>17</u>	<u>23</u>	<u>3</u>	<u>31</u>	<u>18</u>	<u>8</u>	<u>34</u>	155
Total	25	17	23	4	37	19	10	35	171

Product Profit: Count

Product Name	CAGLE	CARVAJAL	EDWARDS	MASTRONARDI	CADY	FEIST	THOMASON	HOYSA	Total
A - Auto Financing	<u>21</u>	<u>17</u>	<u>23</u>	<u>3</u>	<u>31</u>	<u>18</u>	<u>8</u>	<u>35</u>	156
C - Extended Warranty	<u>2</u>	<u>10</u>	<u>6</u>	<u>1</u>	<u>24</u>	<u>5</u>	<u>1</u>	<u>29</u>	78
E - Etch					<u>2</u>	<u>1</u>		<u>1</u>	4
F - Gap	<u>9</u>	<u>11</u>	<u>14</u>	<u>2</u>	<u>21</u>	<u>8</u>	<u>1</u>	<u>30</u>	96
O - Fabric			<u>2</u>		<u>4</u>	<u>2</u>		<u>6</u>	14
O - Paint	<u>5</u>	<u>1</u>	<u>4</u>		<u>4</u>	<u>5</u>	<u>1</u>	<u>8</u>	28
O - Rust	<u>3</u>		<u>2</u>	<u>1</u>	<u>4</u>			<u>18</u>	28
Total	40	39	52	7	96	39	11	127	411

Penetrations

Product Name	CAGLE	CARVAJAL	EDWARDS	MASTRONARDI	CADY	FEIST	THOMASON	HOYSA	Total
A - Auto Financing	<u>84%</u>	<u>100%</u>	<u>100%</u>	<u>75%</u>	<u>84%</u>	<u>95%</u>	<u>80%</u>	<u>100%</u>	91%
C - Extended Warranty	<u>8%</u>	<u>59%</u>	<u>26%</u>	<u>25%</u>	<u>65%</u>	<u>26%</u>	<u>10%</u>	<u>83%</u>	46%
E - Etch					<u>5%</u>	<u>5%</u>		<u>3%</u>	2%
F - Gap	<u>36%</u>	<u>65%</u>	<u>61%</u>	<u>50%</u>	<u>57%</u>	<u>42%</u>	<u>10%</u>	<u>86%</u>	56%
O - Fabric			<u>9%</u>		<u>11%</u>	<u>11%</u>		<u>17%</u>	8%
O - Paint	<u>20%</u>	<u>6%</u>	<u>17%</u>		<u>11%</u>	<u>26%</u>	<u>10%</u>	<u>23%</u>	16%
O - Rust	<u>12%</u>		<u>9%</u>	<u>25%</u>	<u>11%</u>			<u>51%</u>	16%
Total	160%	229%	226%	175%	259%	205%	110%	363%	240%

Product Profit: Sum

Product Name	CAGLE	CARVAJAL	EDWARDS	MASTRONARDI	CADY	FEIST	THOMASON	HOYSA	Total
A - Auto Financing	<u>15,696</u>	<u>3,006</u>	<u>14,918</u>	<u>1,517</u>	<u>23,266</u>	<u>9,613</u>	<u>1,143</u>	<u>15,665</u>	84,823
C - Extended Warranty	<u>2,372</u>	<u>9,891</u>	<u>4,573</u>	<u>438</u>	<u>24,166</u>	<u>4,634</u>	<u>1,695</u>	<u>33,388</u>	81,157
E - Etch					<u>1,199</u>	<u>170</u>		<u>349</u>	1,718
F - Gap	<u>3,719</u>	<u>4,165</u>	<u>5,344</u>	<u>850</u>	<u>7,880</u>	<u>3,126</u>	<u>425</u>	<u>11,500</u>	37,009
O - Fabric			<u>500</u>		<u>1,396</u>	<u>250</u>		<u>1,884</u>	4,030
O - Paint	<u>1,832</u>	<u>150</u>	<u>1,698</u>		<u>1,396</u>	<u>2,215</u>	<u>995</u>	<u>2,433</u>	10,718
O - Rust	<u>401</u>		<u>299</u>	<u>149</u>	<u>1,142</u>			<u>2,331</u>	4,322
Total	24,020	17,212	27,373	2,954	69,372	20,008	4,258	67,549	232,746

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Product Profit: Avg									
<u>Product Name</u>	<u>CAGLE</u>	<u>CARVAJAL</u>	<u>EDWARDS</u>	<u>MASTRONARDI</u>	<u>CADY</u>	<u>FEIST</u>	<u>THOMASON</u>	<u>HOYSA</u>	<u>Average</u>
A - Auto Financing	747	177	649	506	751	534	143	448	544
C - Extended Warranty	1,186	989	762	438	1,007	927	1,695	1,151	1,040
E - Etch					600	170		349	430
F - Gap	413	379	382	425	375	391	425	383	386
O - Fabric			250		349	125		314	288
O - Paint	366	150	424		349	443	995	304	383
O - Rust	134		150	149	286			129	154
Average	600	441	526	422	723	513	387	532	566

Income Per Contract									
<u>Deal Date</u>	<u>CAGLE</u>	<u>CARVAJAL</u>	<u>EDWARDS</u>	<u>MASTRONARDI</u>	<u>CADY</u>	<u>FEIST</u>	<u>THOMASON</u>	<u>HOYSA</u>	<u>Average</u>
Sep/05	1,118	1,012	1,190	985	2,238	1,112	532	1,968	1,494

Total Finance Income									
Sep/05	23,481	17,212	27,373	2,954	69,372	20,008	4,258	66,899	231,557