

Bullwinkle Moose Motors for 2012-01

1on1 DOC	Sales	22 = # of working days so far	31 = # of working days	71.0% = % of month completed	1on1 Executive DOC			Data Source for New & Used & FI											
	S/B/P	17 = # of working days so far	24 = # of working days	70.8% = % of month completed	800-847-3111 or dave@1on1co.com			(A=Acctg or S=Sales) a											
		Last Year: 2011-01			Monthly Forecast			Current MID: 2012-01		Pace		Forecast Variance \$		PYR Var%		Forecast Var%			
		units	gross	avg	#	gross	avg	#	gross	avg	units	gross	#	gross	avg	%units	%gross	%units	%gross

New Veh Dept	New Car	61	28,923	474	80	88,000	1,100	56	69,149	1,235	79	97,437	-1.1	9,437	135	29%	237%	-1%	11%
	New Trk	21	49,959	2,379	20	25,000	1,250	20	22,080	1,104	28	31,113	8.2	6,113	-146	34%	-38%	41%	24%
	DlrCash	0	0	0	0	0	750	0	0	0	0	0	0.0	0	-750	0%	0%	0%	0%
	New Retl	82	78,882	962	100	113,000	1,130	76	91,229	1,200	107	128,550	7.1	15,550	70	31%	63%	7%	14%
	F+I Incom	82	0	0	100	95,000	950	76	82,280	1,083		115,940	-100.0	20,940	133	-100%	0%	-100%	22%
	Tot Gross	82	78,882	962	100	208,000	2,080	76	173,509	2,283	107	244,491	7.1	36,491	203	31%	210%	7%	18%

Used Veh Dept	UsedVeh	34	84,729	2,492	60	120,000	2,000	38	81,222	2,137	54	114,450	-6.5	-5,550	137	57%	35%	-11%	-5%
	P-Cars	0	-1,021	0	0	0	800	0	0	0	0	0	0.0	0	-800	0%	-100%	0%	0%
	Certified	27	66,621	2,467	60	120,000	2,000	36	91,183	2,533	51	128,485	-9.3	8,485	533	88%	93%	-15%	7%
	Rec&Adj	0	-55,293	0	20	-4,000	-200	0	-63,214	0	0	-89,074	-20.0	-85,074	200	0%	61%	-100%	2127%
	Used Retl	61	95,035	1,558	140	236,000	1,686	74	109,192	1,476	104	153,861	-15.7	-82,139	-210	71%	62%	-11%	-35%
	F+I Incom	61	0	0	140	150,000	1,500	74	120,931	1,634		170,403	-140.0	20,403	134	-100%	0%	-100%	14%
	Tot Retl	61	95,035	1,558	140	386,000	2,757	74	230,123	3,110	104	324,264	-15.7	-61,736	353	71%	241%	-11%	-16%
Whsl	41	15,012	366	50	7,500	150	45	13,944	310	63	19,649	13.4	12,149	160	55%	31%	27%	162%	
Tot Gross	102	110,047	1,079	190	393,500	2,071	119	244,067	2,051	168	343,913	-22.3	-49,587	-20	64%	213%	-12%	-13%	

Include C/B	Gross B4	143	188,929	1,321	240	601,500	2,506	150	417,577	2,784	211	588,404	-28.6	-13,096	278	48%	211%	-12%	-2%
	C/B New		-6,273		0	0	300	76	-7,972	-105	107	-11,233	107.1	-11,233	-405	0%	79%	0%	0%
	C/B Used		-9,205		0	0	300	74	-2,562	-35	104	-3,611	104.3	-3,611	-335	0%	-61%	0%	0%
	Tot C/B	0	-15,478	0	0	0	0	150	-10,534	-70	211	-14,843	211.4	-14,843	-70	0%	-4%	0%	0%
Gross Aft	143	173,451	1,213	240	601,500	2,506	150	407,043	2,714	211	573,560	-28.6	-27,940	207	48%	231%	-12%	-5%	

Service Dept	Cust Pay	484	108,688	225		100,000		317	78,849	249	448	111,317		11,317		-8%	2%	0%	11%
	gross prft		89,779			70,000			63,021			88,970		18,970			-1%	0%	27%
	GP %		83%			70%			80%			80%							
	QuickSvc	678	8,604	13		50,000		824	35,516	43	1,163	50,140		140		72%	483%	0%	0%
	gross prft		5,865			35,000			28,454			40,170		5,170			585%	0%	15%
	GP %		68%			70%			80%			80%							
	Warr	254	25,217	99		30,000		365	18,249	50	515	25,763		-4,237		103%	2%	0%	-14%
	gross prft		19,902			21,000			14,928			21,075		75			6%	0%	0%
	GP %		79%			70%			82%			82%							
	Internal	262	30,848	118		50,000		291	40,688	140	411	57,441		7,441		57%	86%	0%	15%
gross prft		25,284			30,000			32,245			45,522		15,522			80%	0%	52%	
GP %		82%			60%			79%			79%								
Other	113	31,133	276		40,000		131	35,111	268	185	49,568		9,568		64%	59%	0%	24%	
gross prft		7,812			12,000			9,344			13,192		1,192			69%	0%	10%	
GP %		25%			30%			27%			27%								
Unapplied Time		-10,322							-6,160					-8,696					0%
Tot Sales		204,489			270,000			208,413			294,230		24,230				44%		9%
Tot Gross		138,320			168,000			141,833			200,234		32,234				45%		19%
GP %		68%			62%			68%			68%								

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		Last Year: 2011-01		Monthly Forecast		Current MTD: 2012-01		Pace		Forecast Variance \$		PYR Var%		Forecast Var%			
		units	gross	avg	#	gross	avg	#	gross	avg	#	gross	avg	%units	%gross	%units	%gross

Parts Dept	Ctr Retl	247	10,985	44	5,000	45	3,512	78	64	4,958	-42	-74%	-55%	0%	-1%
	gross prft		4,771		2,250		1,341			1,893	-357		-60%		-16%
	GP %		43%		45%		38%			38%					
	Whsle	781	130,659	167	180,000	1,421	178,832	126	2,006	252,468	72,468	157%	93%	0%	40%
	gross prft		21,114		34,200		27,957			39,469	5,269		87%		15%
	GP %		16%		19%		16%			16%					
	Warr		22,601		50,000		34,549		0	48,775	-1,225	0%	116%	0%	-2%
	gross prft		6,553		22,500		14,562			20,559	-1,941		214%		-9%
	GP %		29%		45%		42%			42%					
	Intl Pts		24,264		15,000		8,405		0	11,866	-3,134	0%	-51%	0%	-21%
	gross prft		5,997		4,500		2,865			4,045	-455		-33%		-10%
	GP %		25%		30%		34%			34%					
P&A RO		67,435		100,000		68,091		0	96,128	-3,872	0%	43%	0%	-4%	
gross prft		28,870		44,000		28,334			40,001	-3,999		39%		-9%	
GP %		43%		44%		42%			42%						
GOG+Tires		26,392		35,000		19,360		0	27,332	-7,668	0%	4%	0%	-22%	
gross prft		7,481		7,000		3,267			4,613	-2,387		-38%		-34%	
GP %		28%		20%		17%			17%						
PrchDisc		-7,491				3,774			5,328	5,328		-171%		0%	
Tot Sales		282,335		385,000		312,749			441,527	56,527		56%		15%	
Tot Gross		67,296		114,450		82,102			115,908	1,458		72%		1%	
GP %		24%		30%		26%			26%						

Tot N+U	Tot Gross	143	173,451	1,213	240	601,500	2,506	150	407,043	2,714	211	573,560	-28.6	-27,940	207	48%	231%	-12%	-5%
	N+U Exp		0		290	400,000	1,379		283,871			400,000		0		0%			0%
	N+U Net	143	173,451	1,213	240	201,500	840	150	123,172	821	211	173,560	-28.6	-27,940	-18	48%	0%	-12%	-14%

Tot Fxd	Tot Gross		205,616			282,450			223,934			315,544		33,094			53%		12%
	Tot Exp (estim)		0			300,000			212,903			300,000		0			0%		0%
	Tot Net		205,616			-17,550			11,031			15,544		33,094			-92%		-189%

Total	Tot Gross		394,545			883,950			630,977			889,104		5,154			125%		1%
	Tot Exp (estim)		0			700,000			496,774			700,000		0			0%		0%
	Tot Net		394,545			183,950			134,203			189,104		5,154			-52%		3%

Balance Sheet -	Desc	Last Year: 2011-01		Forecast (Calc Tolerances)		Current MTD: 2012-01		This Year - Last Year		Forecast Variance \$		PYR Var %		Forecast Var %	
	CIT	704,510		1,000,000		867,944		163,434		-132,056		23%		-13%	
	Veh A/R	64,010		100,000		115,231		51,221		15,231		80%		15%	
	Whsl A/R	103,624		125,000		169,350		65,726		44,350		63%		35%	
	A/R Svc	3,187		500		-3,247		-6,434		-3,747		-202%		-749%	
	A/R Pts	166,587		100,000		218,243		51,657		118,243		31%		118%	