

PRODUCT DETAIL ANALYSIS

Michael Conahan / Dashboard Reports Dealer Group

Date Range : 3/1/2020 to 3/31/2020

Filtered On Type(s) : Retail

Filtered on Status : Processed, Approved

Including Class : New, Used and Trxn : Finance, Lease, Cash, Balloon and Products : Front, Back, After Market, Other, Dealer Profit

Custom Grouping										
Ultimate 5 in 1 Lease										
Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross	
3/2/2020	361262	CX20095	Paul Smith	-	-	-	\$750.00	\$375.00	\$375.00	
3/3/2020	361379	CED20010	Paul Smith	-	-	-	\$995.00	\$375.00	\$620.00	
3/21/2020	362508	CNA20005	Paul Smith	-	-	-	\$910.00	\$440.00	\$470.00	
3/21/2020	362510	CFT20014	Paul Smith	-	-	-	\$1,495.00	\$375.00	\$1,120.00	
4 Products Sold						Total :	\$4,150.00	\$1,565.00	\$2,585.00	

GAP Protection										
PREMIERE DEALER SERVICES GAP										
Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross	
3/3/2020	361330	CP10665	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/5/2020	361507	CX20021A	Paul Smith	0	-	-	\$554.00	\$290.00	\$264.00	
3/5/2020	361558	CP10648	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/6/2020	361650	CFT20069A	Paul Smith	0	-	-	\$350.00	\$348.00	\$2.00	
3/6/2020	361628	CES20035	Paul Smith	0	-	-	\$950.00	\$209.00	\$741.00	
3/7/2020	361716	CP10658	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/7/2020	361707	CFT19224A	Paul Smith	0	-	-	\$450.00	\$175.00	\$275.00	
3/7/2020	361752	CPF10642	Paul Smith	0	-	-	\$495.00	\$290.00	\$205.00	
3/12/2020	362073	CP10672	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/13/2020	362076	CP10673	Paul Smith	0	-	-	\$495.00	\$384.00	\$111.00	
3/14/2020	362191	CP10656	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/16/2020	362247	CFN20002 R	Paul Smith	0	-	-	\$320.00	\$290.00	\$30.00	
3/18/2020	362396	C30X2012	Paul Smith	0	-	-	\$950.00	\$290.00	\$660.00	
3/21/2020	362506	CPF10664	Paul Smith	0	-	-	\$700.00	\$290.00	\$410.00	
3/21/2020	362509	CP10622	Paul Smith	0	-	-	\$390.00	\$290.00	\$100.00	
15 Products Sold						Total :	\$10,404.00	\$4,306.00	\$6,098.00	

Other										
CPO PREM CARE										
Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross	
3/14/2020	362191	CP10656	Paul Smith	84	75,000	\$100.00	\$2,495.00	\$745.00	\$1,750.00	
1 Products Sold						Total :	\$2,495.00	\$745.00	\$1,750.00	

CPO PremCare										
Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross	
3/5/2020	361558	CP10648	Paul Smith	108	100,000	\$100.00	\$2,300.00	\$1,295.00	\$1,005.00	
3/16/2020	362250	CX20063A	Paul Smith	84	60,000	\$100.00	\$1,315.00	\$495.00	\$820.00	
2 Products Sold						Total :	\$3,615.00	\$1,790.00	\$1,825.00	

Other

CPO PREMIUM CARE

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/7/2020	361716	CP10658	Paul Smith	96	100,000	\$100.00	\$3,197.00	\$1,135.00	\$2,062.00
1 Products Sold						Total :	\$3,197.00	\$1,135.00	\$2,062.00

lease term inspection

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/3/2020	361330	CP10665	Paul Smith	-	-	-	\$165.00	\$165.00	\$0.00
3/12/2020	362073	CP10672	Paul Smith	-	-	-	\$195.00	\$195.00	\$0.00
3/16/2020	362347	CP10676	Paul Smith	-	-	-	\$175.00	\$175.00	\$0.00
3 Products Sold						Total :	\$535.00	\$535.00	\$0.00

PREM CARE

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/3/2020	361330	CP10665	Paul Smith	96	75,000	\$100.00	\$2,495.00	\$1,525.00	\$970.00
3/6/2020	361644	CFT20115	Paul Smith	96	100,000	\$100.00	\$3,495.00	\$1,545.00	\$1,950.00
3/21/2020	362512	C5C20025	Paul Smith	72	100,000	\$100.00	\$1,965.00	\$1,275.00	\$690.00
3 Products Sold						Total :	\$7,955.00	\$4,345.00	\$3,610.00

PremCare

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/12/2020	362084	CP10597A	Paul Smith	84	75,000	\$100.00	\$2,175.00	\$1,675.00	\$500.00
3/18/2020	362337	CX20116	Paul Smith	72	125,000	\$100.00	\$2,950.00	\$1,695.00	\$1,255.00
3/20/2020	362492	CMZ20019	Paul Smith	96	100,000	\$0.00	\$3,395.00	\$1,945.00	\$1,450.00
3 Products Sold						Total :	\$8,520.00	\$5,315.00	\$3,205.00

PREMIUM CARE

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/3/2020	361396	C30X20001	Paul Smith	72	36,000	\$100.00	\$1,150.00	\$350.00	\$800.00
3/6/2020	361628	CES20035	Paul Smith	96	36,000	\$0.00	\$3,373.00	\$1,100.00	\$2,273.00
3/16/2020	362247	CFN20002 R	Paul Smith	72	75,000	\$100.00	\$916.00	\$840.00	\$76.00
3 Products Sold						Total :	\$5,439.00	\$2,290.00	\$3,149.00

U-POWERTRAIN

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/6/2020	361650	CFT20069A	Paul Smith	36	36,000	\$100.00	\$1,350.00	\$535.00	\$815.00
3/7/2020	361707	CFT19224A	Paul Smith	24	24,000	\$100.00	\$1,400.00	\$755.00	\$645.00
3/9/2020	361847	C6Z20002A	Paul Smith	36	36,000	\$100.00	\$1,700.00	\$700.00	\$1,000.00
3 Products Sold						Total :	\$4,450.00	\$1,990.00	\$2,460.00

U-PREMIUM CARE

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/13/2020	362076	CP10673	Paul Smith	24	36,000	\$100.00	\$1,500.00	\$1,075.00	\$425.00
1 Products Sold						Total :	\$1,500.00	\$1,075.00	\$425.00

Used PremCare

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/12/2020	362073	CP10672	Paul Smith	36	48,000	\$100.00	\$2,195.00	\$1,550.00	\$645.00
3/18/2020	362273	CP10668	Paul Smith	36	24,000	\$100.00	\$2,100.00	\$1,600.00	\$500.00
2 Products Sold						Total :	\$4,295.00	\$3,150.00	\$1,145.00

Road Hazard Protection

Maximum Tire & Wheel

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/12/2020	362028	C30X2025	Paul Smith	-	-	-	\$359.00	\$139.00	\$220.00
3/19/2020	362240	CA20042	Paul Smith	-	-	-	\$495.00	\$190.00	\$305.00
2 Products Sold						Total :	\$854.00	\$329.00	\$525.00

Total Care 5 Years

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/6/2020	361628	CES20035	Paul Smith	-	-	-	\$1,495.00	\$420.00	\$1,075.00
3/6/2020	361644	CFT20115	Paul Smith	-	-	-	\$1,995.00	\$480.00	\$1,515.00
2 Products Sold						Total :	\$3,490.00	\$900.00	\$2,590.00

Scheduled Maintenance

MAINTENANCE

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/3/2020	361379	CED20010	Paul Smith	36	30,000	\$0.00	\$585.00	\$555.00	\$30.00
1 Products Sold						Total :	\$585.00	\$555.00	\$30.00

Vehicle ID System

Window Etch Reg

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/6/2020	361628	CES20035	Paul Smith	-	-	-	\$299.00	\$78.00	\$221.00
3/7/2020	361707	CFT19224A	Paul Smith	-	-	-	\$299.00	\$78.00	\$221.00
3/14/2020	362191	CP10656	Paul Smith	-	-	-	\$299.00	\$78.00	\$221.00
3 Products Sold						Total :	\$897.00	\$234.00	\$663.00

Vehicle Service Contracts

mazda total confidence

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/16/2020	362347	CP10676	Paul Smith	60	60,000	\$100.00	\$3,195.00	\$1,207.00	\$1,988.00
1 Products Sold						Total :	\$3,195.00	\$1,207.00	\$1,988.00

SERVICE CONTRACT

Date	Deal #	Stock #	Customer	Months	Miles	Deductible	Retail Price	Dealer Cost	Gross
3/2/2020	361323	C3M19032	Paul Smith	72	100,000	\$100.00	\$1,295.00	\$774.00	\$521.00
1 Products Sold						Total :	\$1,295.00	\$774.00	\$521.00

51 Total Products Sold

**Grand
Total**

\$66,871.00 \$32,240.00 \$34,631.00