

>Bullwinkle and Rocky Auto Group<

by Sales Person, then Dealership, then New vs Used

Deal dates from
10/01/2012 to 10/08/2012

Sales Cmsn Rpt (2-line format)

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Stat	Date	Deal Type	Customer	Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+1 / Clzr
	Code	Stock#	N/U Yr Mk Model Days in Stk											Sales Person#2	Sls Mgr	Team/Clzr

#101=Cathy Clozum

#101=Cathy Clozum / Bullwinkle Moose Motors

#101=Cathy Clozum / Bullwinkle Moose Motors / Used Veh Sold

F	10/01/2012	92417	R Lutich	0.5	201.74	807	807	25.0%	0	250	1,057	19.0%	2	Joe Salesman	Manny Ager	Fran Fi/C1
		S2 C17372C	U 2006 Fo Windstar 21											Cathy Clozum	Lucy Grave	Team1
F	10/03/2012	92077	R Reddenbacher	0.5	544.38	2,178	2,178	25.0%	0	250	2,428	22.4%	2	Joe Salesman	Manny Ager	Fran Fi/C4
		S1 4323B	U 2005 Ca Deville 6											Cathy Clozum	Lucy Grave	Team2
F	10/04/2012	92098	R Seashells	0.5	243.33	983	983	24.7%	0	250	1,233	19.7%	1	Cathy Clozum	Manny Ager	Fran Fi/C1
		S1 C57035B	U 2007 Fo Explorer 6											Christopher Re	Sal Z Mang	Team2
Total: Bullwinkle Moose Motors / Used Veh Sold				Totals Avg	1.5	989.45	3,968	3,968	24.9%	0	750	4,718	20.9%			
						2,645					3,145					

Total: #101=Cathy Clozum / Bullwinkle Moose Motors				Totals Avg	1.5	989.45	3,968	3,968	24.9%	0	750	4,718	20.9%			
						2,645					3,145					

#101=Cathy Clozum / Rocky J Squirrel Motors

#101=Cathy Clozum / Rocky J Squirrel Motors / Used Veh Sold

F	10/05/2012	92285	R Araiza Split3ways	0.3	54.28	228	228	23.7%	0	170	398	13.6%	1	Cathy Clozum	Lucy Grave	Max Res/C4
		S1 C67173B	U 2008 Je Grand Ch 0										>>	Christo/Joe Sal	Lucy Grave	Team2
Total: Rocky J Squirrel Motors / Used Veh Sold				Totals Avg	0.3	54.28	228	228	23.7%	0	170	398	13.6%			
						671					1,171					

Total: #101=Cathy Clozum / Rocky J Squirrel Motors				Totals Avg	0.3	54.28	228	228	23.7%	0	170	398	13.6%			
						671					1,171					

Total: #101=Cathy Clozum				Totals Avg	1.8	1,043.73	4,196	4,196	24.8%	0	920	5,116	20.4%			
						2,280					2,780					

Stat	Date	Deal Type	Customer	Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+I / Clzr
Code	Stock#	N/U	Yr Mk	Model	Days in Stk								Sales Person#2	Sls Mgr	Team/Clzr	

#103=Christopher Re

#103=Christopher Re / Bullwinkle Moose Motors

#103=Christopher Re / Bullwinkle Moose Motors / Used Veh Sold

F	10/04/2012	92098 R	Seashells	0.5	243.33	983	983	24.7%	0	250	1,233	19.7%	2	Cathy Clozum	Manny Ager	Fran Fi/C1
	S1	C57035B	U 2007 Fo Explorer	6										Christopher Re	Sal Z Mang	Team2
Total: Bullwinkle Moose Motors / Used Veh Sold	Totals Avg			0.5	243.33	983	983	24.7%	0	250	1,233	19.7%				
							1,967				2,467					

Total: #103=Christopher Re / Bullwinkle Moose Motors	Totals Avg			0.5	243.33	983	983	24.7%	0	250	1,233	19.7%				
							1,967				2,467					

#103=Christopher Re / Rocky J Squirrel Motors

#103=Christopher Re / Rocky J Squirrel Motors / New Veh Sold

F	10/07/2012	48989 R	Smith	1.0	0.00	287	287	0.0%	0	0	287	0.0%	1	Christopher Re	*Missing D	Fran Fi/**
	S1	V9109	N 2012 Vo Beetle	1										**	**	**
Total: Rocky J Squirrel Motors / New Veh Sold	Totals Avg			1.0	0.00	287	287	0.0%	0	0	287	0.0%				
							287				287					

#103=Christopher Re / Rocky J Squirrel Motors / Used Veh Sold

F	10/05/2012	92285 R	Araiza Split3ways	0.3	54.28	222	222	24.5%	0	165	387	14.0%	2	Cathy Clozum	Lucy Grave	Max Res/C4
	S1	C67173B	U 2008 Je Grand Ch	0									>>	Christo/Joe Sal	Lucy Grave	Team2
Total: Rocky J Squirrel Motors / Used Veh Sold	Totals Avg			0.3	54.28	222	222	24.5%	0	165	387	14.0%				
							671				1,171					

Total: #103=Christopher Re / Rocky J Squirrel Motors	Totals Avg			1.3	54.28	509	509	10.6%	0	165	674	8.0%				
							382				506					

Total: #103=Christopher Re	Totals Avg			1.8	297.61	1,492	1,492	19.9%	0	415	1,907	15.6%				
							815				1,042					

Stat	Date	Deal Type	Customer	Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+1 / Clzr
	Code	Stock#	N/U Yr Mk Model Days in Stk											Sales Person#2	Sls Mgr	Team/Clzr

#104=Jill Salezmann

#104=Jill Salezmann / Snidley Whiplash Motors

#104=Jill Salezmann / Snidley Whiplash Motors / New Veh Sold

F	10/01/2012	77418	R Martini	0.5	0.00	8	8	0.0%	347	0	355	0.0%	2	Jack Clozum	Manny Ager	Max Res/**
		L2322	N 2012 Li Mkz 90											Jill Salezmann	**	**
F	10/02/2012	77442	R Willis	1.0	0.00	535	535	0.0%	0	0	535	0.0%	1	Jill Salezmann	Sally Cloz	Max Res/**
		4498	N 2012 Fo F-150 Se -1											**	**	**
F	10/05/2012	77450	R Telemarketing	1.0	0.00	1,024	1,024	0.0%	0	0	1,024	0.0%	1	Jill Salezmann	*Missing D	Fran Fi/**
		4493	N 2012 Fo Expediti 0											**	**	**
Total: Snidley Whiplash Motors / New Veh Sold				Totals Avg	2.5	0.00	1,567	1,567	0.0%	347	0	1,913	0.0%			
							627				765					

#104=Jill Salezmann / Snidley Whiplash Motors / Used Veh Sold

F	10/03/2012	77443	R O'neal	1.0	0.00	1,074	1,074	0.0%	0	0	1,074	0.0%	1	Jill Salezmann	Sally Cloz	Max Res/**
		4372C	U 2005 Ch Suburban 12											**	**	**
F	10/04/2012	77444	R Johnson	1.0	0.00	1,688	1,688	0.0%	0	0	1,688	0.0%	1	Jill Salezmann	Sally Cloz	Tom Fun/**
		P00557	U 2011 Fo F150 Cre 37											**	**	**
F	10/06/2012	77457	R Stanley	1.0	0.00	0	-687	0.0%	0	0	-687	0.0%	1	Jill Salezmann	Manny Ager	Max Res/**
		P00537	U 2007 Ac Rdx Tech 76											**	**	**
F	10/07/2012	77466	R Shanton	0.5	0.00	0	-453	0.0%	0	0	-453	0.0%	2	Jack Clozum	Manny Ager	Fran Fi/**
		P00478A	U 2010 Ch Camaro 2 82											Jill Salezmann	**	**
F	10/08/2012	77467	R Skylar	1.0	0.00	1,576	1,576	0.0%	0	0	1,576	0.0%	1	Jill Salezmann	Manny Ager	Max Res/**
		3900A	U 2011 Ch Avalanch 57											**	**	**
Total: Snidley Whiplash Motors / Used Veh Sold				Totals Avg	4.5	0.00	4,338	3,199	0.0%	0	0	3,199	0.0%			
							711				711					
Total: #104=Jill Salezmann / Snidley Whiplash Motors				Totals Avg	7.0	0.00	5,905	4,766	0.0%	347	0	5,112	0.0%			
							681				730					

Total: #104=Jill Salezmann				Totals Avg	7.0	0.00	5,905	4,766	0.0%	347	0	5,112	0.0%			
							681				730					

Stat	Date	Deal Type	Customer		Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+I / Clzr
	Code	Stock#	N/U Yr Mk Model	Days in Stk											Sales Person#2	Sls Mgr	Team/Clzr

#105=Jack Clozum

#105=Jack Clozum / Snidley Whiplash Motors

#105=Jack Clozum / Snidley Whiplash Motors / New Veh Sold

F	10/01/2012	77418 R	Martini		0.5	0.00	8	8	0.0%	347	0	355	0.0%	1	Jack Clozum	Manny Ager	Max Res/**
		L2322	N 2012 Li Mkz	90											Jill Salezmann	**	**
Total: Snidley Whiplash Motors / New Veh Sold					Totals Avg	0.5	0.00	8	8	0.0%	347	0	355	0.0%			
								16	0.0%			709	0.0%				

#105=Jack Clozum / Snidley Whiplash Motors / Used Veh Sold

F	10/07/2012	77466 R	Shanton		0.5	0.00	0	-453	0.0%	0	0	-453	0.0%	1	Jack Clozum	Manny Ager	Fran Fi/**
		P00478A	U 2010 Ch Camaro 2	82											Jill Salezmann	**	**
Total: Snidley Whiplash Motors / Used Veh Sold					Totals Avg	0.5	0.00	0	-453	0.0%	0	0	-453	0.0%			
								-906	0.0%			-906	0.0%				

Total: #105=Jack Clozum / Snidley Whiplash Motors					Totals Avg	1.0	0.00	8	-445	0.0%	347	0	-98	0.0%			
								-445	0.0%			-98	0.0%				

Total: #105=Jack Clozum					Totals Avg	1.0	0.00	8	-445	0.0%	347	0	-98	0.0%			
								-445	0.0%			-98	0.0%				

Stat	Date	Deal Type	Customer	Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+1 / Clzr
	Code	Stock#	N/U Yr Mk Model Days in Stk											Sales Person#2	Sls Mgr	Team/Clzr

#99=Joe Salesman

#99=Joe Salesman / Bullwinkle Moose Motors

#99=Joe Salesman / Bullwinkle Moose Motors / New Veh Sold

F	10/03/2012	92100 R	Badinuff	1.0	145.00	0	-348	-41.7%	661	200	514	28.2%	1	Joe Salesman	Sally Cloz	Fran Fi/C2
	S2	67101	N 2012 Je Compass 166												Sal Z Mang	Team1
C	10/08/2012	92192 L	Gayam	1.0	145.00	343	343	42.3%	850	200	1,393	10.4%	1	Joe Salesman	Lucy Grave	Fran Fi/C4
	S2	47006	N 2012 Vo Passat W 418												Sal Z Mang	Team2
Total: Bullwinkle Moose Motors / New Veh Sold				Totals Avg	2.0	290.00	343	-5 -3	-5800.0%	1,511	400	1,906 953	15.2%			

#99=Joe Salesman / Bullwinkle Moose Motors / Used Veh Sold

F	10/01/2012	92417 R	Lutich	0.5	196.74	807	807	24.3%	0	250	1,057	18.6%	1	Joe Salesman	Manny Ager	Fran Fi/C1
	S2	C17372C	U 2006 Fo Windstar 21												Lucy Grave	Team1
F	10/03/2012	92077 R	Reddenbacher	0.5	539.38	2,178	2,178	24.7%	0	250	2,428	22.2%	1	Joe Salesman	Manny Ager	Fran Fi/C4
	S1	4323B	U 2005 Ca Deville 6												Lucy Grave	Team2
F	10/04/2012	888888 M	Miro	0.0	0.00	0	0	0.0%	0	0	0	0.0%	1	Joe Salesman	Dave Deskm	Fran Fi/C3
	S1	SVC-CONT	U 2010 Do Ram 1500 9											**		Team2
Total: Bullwinkle Moose Motors / Used Veh Sold				Totals Avg	1.0	736.12	2,985	2,984 2,984	24.6%	0	500	3,484 3,484	21.1%			

Total: #99=Joe Salesman / Bullwinkle Moose Motors				Totals Avg	3.0	1,026.12	3,328	2,979 993	34.4%	1,511	900	5,391 1,797	19.0%			
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#99=Joe Salesman / Rocky J Squirrel Motors

#99=Joe Salesman / Rocky J Squirrel Motors / Used Veh Sold

F	10/05/2012	92285 R	Araiza Split3ways	0.3	54.28	222	222	24.5%	0	165	387	14.0%	3	Cathy Clozum	Lucy Grave	Max Res/C4
	S1	C67173B	U 2008 Je Grand Ch 0										>>	Christo/Joe Sal	Lucy Grave	Team2
C	10/06/2012	92373 R	Solorzano	1.0	278.84	1,135	1,135	24.5%	0	500	1,635	17.0%	1	Joe Salesman	Sally Cloz	Max Res/C4
	S2	P57251	U 2011 Ch Cruze 21											**		Team2
Total: Rocky J Squirrel Motors / Used Veh Sold				Totals Avg	1.3	333.12	1,357	1,357 1,020	24.5%	0	665	2,022 1,520	16.4%			

Total: #99=Joe Salesman / Rocky J Squirrel Motors				Totals Avg	1.3	333.12	1,357	1,357 1,020	24.5%	0	665	2,022 1,520	16.4%			
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Total: #99=Joe Salesman				Totals Avg	4.3	1,359.24	4,685	4,336 1,001	31.3%	1,511	1,565	7,412 1,712	18.3%			
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Sales Cmsn Rpt (2-line format)

Stat	Date	Deal Type	Customer		Vehicles Sold	Commission	GrossPybl without negatives	GrossPybl	Effective Cmsn %	Holdback	Pack	GrossPybl with HB and Pack	Effective Cmsn %	S#	Sales Person#1	Desk Mgr	F+1 / Clzr
	Code	Stock#	N/U	Yr Mk Model	Days in Stk										Sales Person#2	Sls Mgr	Team/Clzr
Grand Totals:					Totals	16.0	2,700.58	16,286	14,345	18.8%	2,205	2,900	19,449				
Average per Vehicle Sold					Avg			897				1,216	13.8%				