

Herrin Gear Layout

Herrin Gear Infiniti

Deal Types: ALL | Sale Types: Conventional,Spec Finance,Miscellaneous,Other | Deal Status: Booked,Finalized,Posted | Finance Types: ALL
Split Deals: Y

Date: Mon Jan 01, 2024
Report Period: 12/2023



F&I Managers

	Retail Units	Financed		Total VSC	GAP	Safeguard UVPP8	Safe-Shield	SafeGuard Theft	Windshield	Total AfterMarket	Credit Life	A & H	Product	F&I Gross			
Name	Total	Penetration	% of Income	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Per Deal	Cash PVR	Finance PVR	F&I PVR	Total
TROY I MORRISON	1	100%	61%	100%	0%	0%	0%	100%	0%	100%	0%	0%	2.00	\$0.00	\$5,350.00	\$5,350.00	\$5,350.00
EDDIE KELLY	3	67%	39%	100%	67%	0%	67%	0%	0%	67%	0%	0%	2.33	\$1,162.00	\$4,840.96	\$3,614.64	\$10,843.92
ANTONIO D CHAMBERS	33	73%	37%	55%	30%	36%	52%	42%	21%	164%	13%	0%	2.58	\$890.11	\$2,929.35	\$2,373.19	\$78,315.29
JAMES H JOHNSON	28	64%	37%	61%	21%	32%	64%	57%	7%	179%	0%	0%	2.61	\$726.48	\$2,484.31	\$1,856.51	\$51,982.28
Total F&I MANAGERS	65	69%	38%	60%	28%	32%	57%	48%	14%	165%	7%	0%	2.57	\$821.89	\$2,890.08	\$2,253.72	\$146,491.49

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 Sales Managers



Name	Retail Units			Financed	Total VSC	GAP	Credit Life	A & H	Total AfterMarket	F&I Gross		Front Gross		Total Gross	
	New	Used	Total	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	F&I PVR	Total	PVR	Total	PVR	Total
VONIS GREEN	0	1	1	100%	100%	0%	0%	0%	300%	\$1,736.28	\$1,736.28	\$4,277.73	\$4,277.73	\$6,014.01	\$6,014.01
JAMES T ARCHIE	1	2	3	67%	67%	0%	0%	0%	167%	\$2,658.26	\$7,974.79	\$2,875.98	\$8,627.95	\$5,534.25	\$16,602.74
KYLE M MONTGOMERY	5	23	28	71%	71%	29%	5%	0%	164%	\$2,737.57	\$76,651.86	\$2,645.53	\$74,074.91	\$5,383.10	\$150,726.77
TIMOTHY C GRAY	8	17	25	72%	44%	32%	11%	0%	176%	\$1,871.84	\$46,796.04	\$710.84	\$17,771.02	\$2,582.68	\$64,567.06
RICHARD BUESINGER	0	5	5	60%	80%	40%	0%	0%	140%	\$2,340.04	\$11,700.21	-\$888.37	-\$4,441.86	\$1,451.67	\$7,258.35
UNIDENTIFIED SALES MANAGERS	0	1	1	0%	100%	0%	0%	0%	0%	\$1,162.00	\$1,162.00	-\$2,464.16	-\$2,464.16	-\$1,302.16	-\$1,302.16
LANDON E TUCKER	0	1	1	0%	0%	0%	0%	0%	200%	\$0.00	\$0.00	-\$1,362.25	-\$1,362.25	-\$1,362.25	-\$1,362.25
ROBERT K HADDEN	0	1	1	100%	0%	0%	0%	0%	0%	\$470.31	\$470.31	-\$5,796.52	-\$5,796.52	-\$5,326.21	-\$5,326.21
Total SALES MANAGERS	14	51	65	69%	60%	28%	7%	0%	165%	\$2,253.72	\$146,491.49	\$1,395.18	\$90,686.82	\$3,648.90	\$237,178.31

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Salespeople



Name	Retail Units			Financed	Total VSC	GAP	Total AfterMarket	Credit Life	A & H	Product	F&I Gross		Front Gross	Total Gross
	New	Used	Total	Penetration	Penetration	Penetration	Penetration	Penetration	Penetration	Per Deal	Cash PVR	F&I PVR	PVR	PVR
LATHARIO R BARNES	2.0	12.0	14.0	50%	57%	14%	171%	14%	0%	2.50	\$606.57	\$2,080.62	\$3,824.70	\$5,905.32
TERRANCE C BURNETT	3.0	5.0	8.0	88%	25%	50%	113%	0%	0%	1.88	\$0.00	\$1,626.66	-\$341.29	\$1,285.37
ERIC THOMAS	2.5	4.5	7.0	86%	86%	29%	243%	17%	0%	3.71	\$564.75	\$3,550.85	\$2,724.78	\$6,275.63
OLEVIA BILLIPS	0.0	7.0	7.0	71%	86%	29%	86%	0%	0%	2.00	\$2,846.50	\$2,964.76	\$91.49	\$3,056.24
LEVELLE MCLAURIN	4.5	2.5	7.0	79%	36%	36%	271%	18%	0%	3.57	\$474.00	\$2,016.78	\$696.60	\$2,713.38
ZACCHAEUS J AYERS	1.5	3.5	5.0	60%	50%	20%	180%	0%	0%	2.50	\$0.00	\$1,959.88	\$565.47	\$2,525.35
TIMOTHY C GRAY	0.5	2.5	3.0	67%	83%	0%	200%	0%	0%	2.83	\$3,624.00	\$2,506.28	\$5,763.24	\$8,269.52
LARRY BUFORD	0.0	2.0	2.0	100%	100%	50%	300%	0%	0%	4.50	\$0.00	\$4,640.04	\$695.35	\$5,335.39
ALBERTA CHEVAL	0.0	1.5	1.5	100%	100%	100%	200%	0%	0%	4.00	\$0.00	\$5,048.54	-\$2,688.32	\$2,360.22
RICHARD BUESINGER	0.0	1.5	1.5	100%	33%	0%	0%	0%	0%	0.33	\$0.00	\$220.89	-\$204.78	\$16.11
TERESA PALMER	0.0	1.0	1.0	100%	100%	100%	100%	0%	0%	3.00	\$0.00	\$4,267.67	-\$3,778.58	\$489.09
MICHAEL SHANNON	0.0	1.0	1.0	100%	100%	0%	300%	0%	0%	4.00	\$0.00	\$1,736.28	\$4,277.73	\$6,014.01
ROBERT WILLIAMS	0.0	1.0	1.0	0%	100%	0%	0%	0%	0%	1.00	\$1,162.00	\$1,162.00	-\$2,464.16	-\$1,302.16
JOHNNY GRISHBY	0.0	1.0	1.0	100%	100%	100%	0%	0%	0%	2.00	\$0.00	\$789.00	\$84.81	\$873.81
ERIC URBAN	0.0	1.0	1.0	100%	0%	0%	0%	0%	0%	0.00	\$0.00	\$470.31	-\$5,796.52	-\$5,326.21
JAMES T ARCHIE	0.0	1.0	1.0	0%	100%	0%	0%	0%	0%	1.00	\$437.00	\$437.00	\$3,240.31	\$3,677.31
CLINTON BLACKWELL	0.0	1.0	1.0	0%	0%	0%	200%	0%	0%	2.00	\$0.00	\$0.00	-\$1,362.25	-\$1,362.25
MARCUS LOGGINS	0.0	1.0	1.0	0%	0%	0%	0%	0%	0%	0.00	\$0.00	\$0.00	\$3,464.63	\$3,464.63
DEIDRA ESTES	0.0	0.5	0.5	100%	100%	0%	200%	0%	0%	3.00	\$0.00	\$2,516.12	\$282.50	\$2,798.62
MICHAEL G LACEY	0.0	0.5	0.5	0%	0%	0%	200%	0%	0%	2.00	\$0.00	\$0.00	\$611.68	\$611.68
Total SALES PERSONS	14.0	51.0	65.0	69%	60%	28%	165%	7%	0%	2.57	\$821.89	\$2,253.71	\$1,395.18	\$3,648.90

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Dealership



Name	Retail Units			Financed		Total VSC	GAP	SafeGuard Theft	Safe-Shield	Total AfterMarket	Product	F&I Gross			
	New	Used	Total	Penetration	% of Income	Penetration	Penetration	Penetration	Penetration	Penetration	Per Deal	Cash PVR	Finance PVR	F&I PVR	Total
Herrin Gear Infiniti	14	51	65	69%	38%	60%	28%	48%	57%	165%	2.57	\$821.89	\$2,890.08	\$2,253.72	\$146,491.49
Total DEALERSHIP	14	51	65	69%	38%	60%	28%	48%	57%	165%	2.57	\$821.89	\$2,890.08	\$2,253.72	\$146,491.49



Name	Retail Units			Financed						Total VSC	GAP	Total AfterMarket	Credit Life	A & H	Product	F&I Gross
	New	Used	Total	Penetration	Avg. Term	Avg. Sell Rate	Avg. Buy Rate	Avg. Rate Spread	Avg. Income	Penetration	Penetration	Penetration	Penetration	Penetration	Per Deal	F&I PVR
CASH	2	8	10	0%	0.00	0.00%	0.00%	0.00	\$0.00	60%	0%	180%	0%	0%	2.40	\$1,442.00
OUTSIDE FINANCED	0	10	10	0%	0.00	0.00%	0.00%	0.00	\$0.00	30%	0%	140%	0%	0%	1.70	\$201.78
PNC BANK N.A.	0	9	9	100%	77.00	8.68%	7.40%	1.28	\$1,370.93	67%	33%	122%	0%	0%	2.22	\$2,711.38
ALLY FINANCIAL	0	7	7	100%	74.14	18.10%	16.72%	1.38	\$1,323.09	100%	43%	157%	0%	0%	3.00	\$3,490.37
TD BANK, N.A. (WAS TD AUT	2	4	6	100%	69.50	8.17%	7.10%	1.08	\$1,256.54	67%	50%	183%	17%	0%	3.17	\$3,194.22
BANK OF AMERICA	2	3	5	100%	64.80	7.61%	6.29%	1.32	\$1,548.53	40%	20%	120%	20%	0%	2.00	\$3,189.59
INFINITI FINANCIAL SERVIC	5	0	5	100%	54.00	4.90%	4.90%	0.00	\$456.21	20%	40%	280%	20%	0%	3.60	\$1,721.48
SANTANDER CONSUMER USA (W	0	3	3	100%	73.00	17.40%	15.63%	1.77	\$1,871.41	100%	67%	233%	0%	0%	4.00	\$4,346.07
KEESLER FEDERAL CREDIT UN	0	3	3	100%	60.00	10.41%	10.41%	0.00	\$239.74	33%	0%	100%	0%	0%	1.33	\$733.74
TRUIST (WAS BB&T (BRANCH	1	1	2	100%	78.00	10.11%	8.61%	1.50	\$2,135.76	100%	100%	300%	0%	0%	5.00	\$4,932.76
FOURSIGHT CAPITAL LLC	0	1	1	100%	75.00	20.29%	18.69%	1.60	\$2,396.25	100%	100%	100%	0%	0%	3.00	\$5,414.25
LEXUS FINANCIAL SERVICES	1	0	1	100%	84.00	10.43%	9.43%	1.00	\$1,919.61	100%	0%	200%	0%	0%	3.00	\$3,919.61
INFINITI FINANCIAL SERVIC	1	0	1	100%	48.00	0.00%	0.00%	0.00	\$1,830.24	0%	0%	300%	0%	0%	3.00	\$2,064.24
CREDIT ACCEPTANCE CORP	0	1	1	100%	66.00	23.99%	23.99%	0.00	\$0.00	100%	100%	0%	0%	0%	2.00	\$789.00
EXETER FINANCE LLC (WAS C	0	1	1	100%	78.00	12.95%	12.95%	0.00	\$92.00	100%	0%	0%	0%	0%	1.00	\$206.00
Total LENDER	14	51	65	69%	69.53	11.08%	10.06%	1.03	\$1,244.58	60%	28%	165%	7%	0%	2.57	\$2,253.72