

Germain Producer Ranking

Germain Toyota of Columbus

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

Date: Wed Dec 09, 2020
Report Period: 01/2020 to 12/2020



F&I Managers

Name	Retail Units			Lease		Financed		Total VSC			GAP		Total AfterMarket		F&I Gross		Product
	New	Used	Total	Units	Penetration	Penetration	% of Income	Penetration	Units	Avg.	Penetration	Avg.	Penetration	Avg.	F&I PVR	Total	Per Deal
LAYMON,RYAN A	314	355	669	108	16%	83%	35%	58%	385	\$1,235.80	76%	\$582.51	84%	\$474.50	\$2,169.73	\$1,451,551.13	1.92
DAVIS,DEMETRIUS	247	331	578	58	10%	84%	39%	51%	294	\$1,241.41	60%	\$665.71	70%	\$558.91	\$2,166.56	\$1,252,269.58	1.66
PURI,AZHER M	348	353	701	108	15%	82%	35%	48%	333	\$1,094.10	75%	\$665.34	85%	\$566.69	\$2,048.49	\$1,435,988.45	1.83
ROMINE,HEATHER	273	352	625	82	13%	83%	41%	43%	271	\$1,269.62	66%	\$600.18	28%	\$656.60	\$1,721.32	\$1,075,823.12	1.17
LOMBARDO,THOMAS J	259	264	523	83	16%	82%	43%	38%	199	\$1,001.68	58%	\$596.72	49%	\$435.25	\$1,449.05	\$757,851.64	1.26
EASTWOOD,LUCAS E	2	3	5	0	0%	60%	26%	40%	2	\$1,250.00	67%	\$530.50	40%	\$255.00	\$1,100.26	\$5,501.31	1.20
Total F&I MANAGERS	1443	1658	3101	439	14%	83%	38%	48%	1484	\$1,179.91	68%	\$623.18	64%	\$530.06	\$1,928.08	\$5,978,985.23	1.59