**New Manager / Assistant Manager Jiffy Lube Math Quiz 2023**

**NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**DATE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**STORE NUMBER: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**POSITION: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. **Fill in the blanks: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ plus \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ minus \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ = Cost of Goods Sold (COGS).**
2. **If your Net Sales for the month were $92,500 and your COGS came in at a value of $19,750, then what is your COGS percentage?**
3. **17.98%**
4. **22.87%**
5. **21.35%**
6. **15.22%**

1. **If you paid out $16,735 in wages last month and your Net Sales for the same period were $76,590, what is your monthly Labor Percentage?**
2. **21.85%**
3. **12.71%**
4. **18.02%**
5. **19.81%**
6. **If your average shop wage is $15.97 per hour and you figure you can cut/save 1 hour from the opening hours and 2 hours from the closing hours, then how much money will you save in a 27-day month?**
7. **$1293.57**
8. **$1212.09**
9. **$2057.81**
10. **$998.16**
11. **You are doing some calculating one day and figure that you can raise your featured oil usage from 75% to 80%. You also figure that this change will save you 2% on your COGS. If your sales for the month are $132,000 what is the dollar amount you will save on your COGS?**
12. **$3216**
13. **$2640**
14. **$4514**
15. **$3218**
16. **Your Net Sales for the month came in at $50,000. You did 1,000 vehicles and your Labor % is 17.5%. Assuming you had $3 more per car on your TA with the same total Labor cost, what would your Labor % have been?**
17. **16.50%**
18. **15.58%**
19. **18.78%**
20. **14.56%**
21. **Your revenue per labor hour goal is $62.50 and you service an average of 27 cars a day, assume you have an average ticket of $120.00 per vehicle. How many hours can you use in a day and hit your RPLH goal?**
22. **71.85 Hours**
23. **51.84 Hours**
24. **96.55 Hours**
25. **59.68 Hours**
26. **Suppose you have $57,500 in net sales so far this month, and you have used 775 labor hours at the time of the audit, what is your RPLH (Revenue Per Labor Hour) so far for the month?**
27. **$80.21**
28. **$74.19**
29. **$81.17**
30. **$78.41**
31. **On average, you have 670 cars for a 25-day month, you wish to achieve a Revenue Per Labor Hour amount of $68.50 for the next month what should your ticket average be to achieve the goal with total allowable hours of 1300 for the month?**
32. **$101.32**
33. **$189.94**
34. **$132.91**
35. **$125.43**
36. **You have $106,552 in net sales for January with 654 SS (Signature Service oil changes), what is your store’s ticket average for January?**
37. **$125.41**
38. **$201.23**
39. **$187.84**
40. **$162.92**

**You are selling an AF (engine air filter) for $34.99, Mighty has the part for $6.25 and AutoZone has the same filter for $11.25. What is the difference in COGS percentage of the sell price for this filter?**

1. **Net Sales is Gross sales-(less)\_\_\_\_\_\_\_\_\_?**
2. **Discounts**
3. **Labor**
4. **Coupons**
5. **Both A and C**
6. **Suppose you have $107,000 in gross sales for February, and your coupons for February are $17,500, what is your discount percentage?**
7. **22.51%**
8. **40.34%**
9. **16.35%**
10. **15.42%**
11. **If you wish to increase sales by 5% YOY (year over year) and your store had $76,000 last year how much (dollars) would you need in order to do so?**
12. **$4,000**
13. **$4,201**
14. **$6,801**
15. **$3,800**
16. **You are servicing a 2019 Ford F250, and the Cabin air filter is sold for $59.99, Mighty has the filter for $10.99, what is your COGS for this filter?**
17. **12.5%**
18. **22.1%**
19. **18.3%**
20. **19.5%**
21. **You have an average of 3 vehicles per hour for a total of 24 vehicles in the day, on average you are running a 5-way (8-hour day), what is your LHPV assuming everyone has a one-hour lunch?**
22. **2.08**
23. **1.80**
24. **1.45**
25. **1.67**
26. **A quart of Mobil 1 5w-30 is $11.00 from O’Reilly, Mighty has the same oil for $6.50, what percentage do you save by ordering through mighty?**
27. **59%**
28. **41%**
29. **22%**
30. **35%**
31. **You are performing a complete brake job on a 2021 Rav-4, the customer’s price is $439.99, and Mighty’s package deal is $137.99 for the pads and rotors, what is your COGS (cost of goods) for this job?**
32. **27%**
33. **31%**
34. **42%**
35. **32%**
36. **You have 45 gallons of 15w-40 blend in one tank and one full 55-gallon drum of 15w-40, how much oil do you have total?**
37. **200 quarts**
38. **300 quarts**
39. **400 quarts**
40. **440 quarts**
41. **Your ATF just got delivered and the manifest states you received 247 gallons, how much did you receive in grow?**
42. **2,300 pints**
43. **2,455 pints**
44. **1,976 pints**
45. **1,865 pints**
46. **At your Franchise the price of an oil change is $64.99, you sell A cabin filter for $49.99 and a Fuel System Cleaning for $149.99, when you cash out the customer they present a AAA discount (15%), what is your dollar over base amount for this service?**
47. **$125.78**
48. **$160.24**
49. **$180.62**
50. **$122.87**
51. **For the month of December, you have $145,515 in net sales, during this time period you have 22% COGS, 28% Labor, a $2000 dollar mishap, 5% advertisement and 14% rent on the property and other variable expenses totaling 5%, given this information how much did you bring to the bottom line (profit) in December?**
52. **$41,272**
53. **$20,618**
54. **$35,834**
55. **$39,114**
56. **For the month of December, you have $164,212 in net sales, during this time period you have 22% COGS, 25% Labor, a $1000 dollar mishap, 5% advertisement, and 14% rent on the property and other variable expenses totaling 5%, given this information how much bonus did you make not being ASE certified (12%) for the month of December?**
57. **$4353**
58. **$5595**
59. **$2287**
60. **$3891**
61. **Given the same numbers as #23 (above) what would your bonus have equaled being ASE Certified (14%)?**
62. **$4478**
63. **$3291**
64. **$6527**
65. **$5634**
66. **You have an average usage report of 100 quarts of Kendall Dexos 5w-30 at store 1177, you get your oil order every two weeks, if you want to have at least 2x inventory (used) on hand every week how much should you order every other week?**
67. **200 gallons**
68. **100 gallons**
69. **340 gallons**
70. **250 gallons**
71. **You are counting inventory at the EOM your count sheet states you are up 35 oil filters and down 52 oil filters, your VP calls you and asks for the variance what do you tell him?**
72. **(17)**
73. **22**
74. **17**
75. **(15)**
76. **You are ASE Certified and want to make a $5200 for your next bonus, being that you get 14% of the bottom line how much does the bottom-line profit need to be in order to reach your bonus goal?**
77. **$37,143**
78. **$41,223**
79. **$28,115**
80. **$42,554**
81. **Suppose you want to have net sales of $98,716 for the month of April at store 3166, if you have 687 cars to work with what should your Ticket Average be to reach your goal?**
82. **$155.78**
83. **$143.69**
84. **$167.22**
85. **$148.98**
86. **You have a goal of 2.08 LHPV (labor hours per vehicle) you want to use 320 hours for this week, how many cars must you process to hit your goal and give out the 320 hours?**
87. **153.85**
88. **167.91**
89. **145.23**
90. **178.81**
91. **On a snowy Wednesday you have 5 employees working (8-hour day), and you expect to only process 20 cars this day, you wish to make your RPLH goal of $63.00 for the day what is the ticket average you must hold in order to do so?**
92. **$210**
93. **$129**
94. **$126**
95. **$146**
96. **On a sunny Friday you have 11 employees working (8 hour work day) , you expect to process 45 cars this day, you wish to make a RPLH goal of $74.25 for the day and your ticket average will be $132.00, how many total lunch or break hours do you need to hit your goal?**
97. **12 hours**
98. **8 hours**
99. **9 hours**
100. **7 hours**
101. **You have to close early because of a Comcast install this requires 2 hours, how much will you lose in net sales if your ticket average is $145.58 for the day and you are expecting 4 cars per hour?**
102. **$597.84**
103. **$627.54**
104. **$1164.16**
105. **$1465.12**
106. **It is March 22nd and you are short of your car count KPI by 134 cars, how many cars per day do you need in order to reach your target (there are 7 working days left in the month)?**
107. **19.14**
108. **22.21**
109. **15.21**
110. **31.98**
111. **You have 20 employees at the beginning of May 2025, at the end of the month 4 have quit and you have not hired anyone, what is your turnover rate for May 2025?**
112. **15%**
113. **18%**
114. **19%**
115. **20%**
116. **Quinn send you an email that states you are short on your tire rotation KPI for August, you are only at 14% on 450 cars but need to be at least a 15% you have an estimated 30 cars left for the month to service how many need to get a tire rotation on in order to hit the 15% goal?**
117. **12**
118. **4**
119. **9**
120. **8**
121. **You are explaining to a disgruntled customer the shop supplies fee, if the amount of the ticket is $825.56 and the shop supply fee is 5% (up to $50) what should the customer have paid for shop supplies?**
122. **$41.28**
123. **$12.00**
124. **$37.98**
125. **$42.18**
126. **If you sell a Front Brake Job at $239.99, A cabin air filter at $49.99, a Synthetic Signature Service at $99.99 and a fuel system cleaning at $149.99, what is your core ticket average?**
127. **$299.97**
128. **$539.97**
129. **$359.98**
130. **$221.97**
131. **You are running a LHPV of 1.6 with 25 cars a day, you want to increase sales but to do so you need to raise your LHPV to 2.24, how many additional hours will be needed to hit this goal?**
132. **22**
133. **14**
134. **16**
135. **23**