

CUSTOMER SUCCESS

Cactus Jack's Auto

“ A good manufacturer of GPS devices has been critical to our success, along with a properly trained installation staff and a thorough verification process. ”

– Dave Doherty, Cactus Jack's Auto

ABOUT CACTUS JACK'S AUTO






A Spireon GoldStar GPS customer since 2011, Cactus Jack's Auto is Arizona's largest Buy Here Pay Here dealership with 9 state-wide locations. For over 18 years, they have specialized in helping drivers with bad credit get financed for a used car or truck.

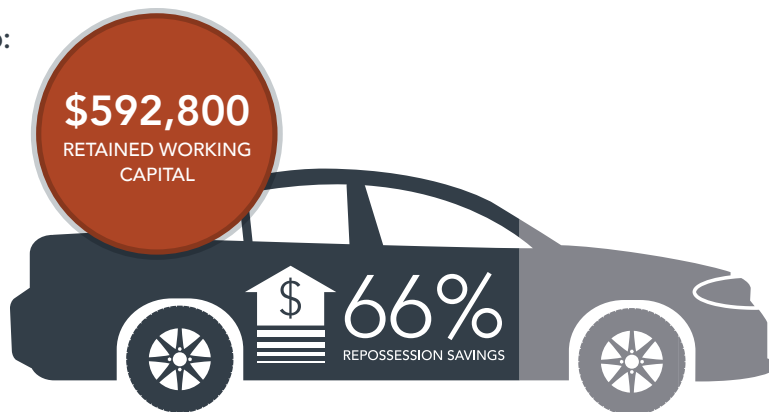
CHALLENGE

Prior to implementing the GoldStar GPS system, Cactus Jack's had 1,800 active accounts with their repo department and were actively looking for 150 vehicles. After a six-month search, they were written off as total losses – a loss that represented 8% of all accounts.

SOLUTION

Spireon GoldStar GPS devices in all vehicles to:

-  Reduce vehicles being pursued
-  Lower recovery costs and time
-  Retain more working capital
-  Decrease number of write-offs
-  Recoup vehicles stolen from lots



RESULTS

After partnering with Spireon GoldStar GPS:

- Active accounts with repo department: **3,700**
- Number of vehicles being searched for: **140 / 3% of total accounts**
- Reduction of vehicles being pursued: **5%**
- Average savings per vehicle: **\$100**
- Average repossession cost before GoldStar GPS: **\$250 – \$300**
- Average repossession cost after GoldStar GPS: **\$175**

WRITE OFFS AS TOTAL LOSSES

