

Parts Manager Conversation

Collaborate with your Parts Manager to answer the following questions. Use this opportunity to share new ideas from the class and to coach your Parts Manager on how they can be implemented. Be sure to respect their expertise. **Provide your answers in a different color font.**

1. What formal parts management training does your parts manager have (for example, the NADA Academy Seminar)? **MULTIPLE TRAINING CLASSES OVER THE YEARS COVERING ALL ASPESTS OF FIXED OPERATIONS.**
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it? **PROJECT 100. 100% SATISFACTION TO 100% OF OUR CUSTOMERS 100% OF THE TIME**
3. Have you ever tracked your First Time Fill Rate (FTFR) manually (not using the DMS or your OEM)? What is your current Repair Order FTFR? **NEVER MANUALLY. CURRANT IS 82.34%**
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)? **75%**
5. What policies, controls, and security are in place on your DMS (via Privileges and/or the Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions? **NO CONTROLS TO PREVENT PRICE CHANGING**
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors? **ONLY PARTS PERSONNEL**
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current? **YES-SET BY CORPORATE POLICY**
8. If you are in a Retail Reimbursement for Warranty state, are you at retail for warranty? If not, when was the last time you petitioned the OE for retail reimbursement? **WE ARE AT RETAIL FOR WARRANTY AND PETITIONED ANNUALLY**
9. Do the Parts, Service and Body Shop Managers work with the Office Manager/Controller monthly to follow up on all Work in Process (WIP) documents. Do they verify that all parts invoices and repair orders are closed out in a timely manner? What does this look like? **PROCEDURES ARE IN PLACE TO REVIEW THE WIP AND CLOSE OPEN DOCS**
10. Is the financial statement for the Parts department given to the manager and discussed on a weekly/monthly basis? If not, is a daily operating report of sales, gross profit, etc., provided

to the Parts Manager for review (DOC)? **YES, PARTS MANAGERS HAVE ACCESS AND A MONTHLY REVIEW IS PERFORMED WITH CORPORATE OFFICERS.**

11. What is your retail pricing strategy for your Parts department? How often do you check to see whether your pricing goals are being achieved? **WE USE A MULTI-LEVEL PRICING MATRIX AND IT IS REVIEWED MONTHLY**
12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated? **MONTHLY**
13. Do you have a Parts online eStore? How do you ensure that parts order forms/queries are responded to in a timely manner? Who gets the email leads/questions? **WE DO NOT HAVE A PARTS ESTORE. CUSTOMERS CAN EMAIL US FOR PARTS REQUEST .**
14. What sales training is available to Parts personnel? If training is available, is it mandatory? How often are sales skills assessed, tested, and refreshed? **WE DO NOT HAVE A SALES TRAINING PROGRAM IN PLACE**
15. Do you have a process to offer accessories to 100% of your New and Used customers? If so, what does it look like? If not, why not? **NO PROCESS. ACCESSORIES ARE PRELOADED BY SALES DEPARTMENT**
16. What would help you sell more accessories? **LESS PRELOADED ON NEW CARS AND TRUCKS**
17. Do you review your wholesale customers to see if their sales, gross, and returns justify the expense of conducting business with them? How often are they reviewed? **THEY ARE ONLY REVIEWED WHEN PARTS ARE RETURNED**
18. Do you know how much each of your Parts salespeople must sell each day just to breakeven? **NO**
19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office? **MONTHLY RECONCILIATION THAT ARE SENT TO THE OFFICE.**
20. Are lost sales being tracked in your DMS? Do you have a common definition that all counter people understand? What is your definition? **YES THEY ARE BUT NO POLICY IS SET IN PLACE**
21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up? **ARRANGING AND CONTACTING CUSTOMERS TO COME BACK**
22. In your store, what do you feel is the biggest cause of frozen capital and/or obsolescence? What is the current dollar value of your obsolescence? **WHOLESALE RETURNS AND SPECIAL-ORDER PARTS.**

23. What is your phase in/phase out strategy? How do you balance this strategy with factory recommended stocking guidelines (RIM, ARO, Parts Eye, etc.)? PHASE IN / PHASE OUT IS CONTROLLED BY RIM
24. On a scale of 1-10 (10 = expert level) what is your level of understanding of the information that is on your DMS's monthly summary? 9
25. What is the one thing that your organization can do or provide to help the Parts Manager do their job more effectively? MORE STAFF