

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate			
DATE	RO'S	1st Time	Same Day	Day	Rate %
5/30/2018	10	5	0	8	50.00%
5/31/2018	22	13	0	13	59.09%
6/1/2018	13	8	0	10	61.54%
5/29/2018	13	10	0	10	76.92%
5/30/2018	4	3	0	4	75.00%
5/31/2018	14	8	0	9	57.14%
6/1/2018	13	9	0	4	69.23%
5/30/2018	25	17	0	11	68.00%
5/29/2018	6	4	0	5	66.67%
5/30/2018	30	15	0	19	50.00%
					#DIV/0!
Totals	150	92	0	93	61.33%

REYNOLDS 2213					GOOD
Stocking Status					WARNING
INVESTMENT					DANGER
	Inventory Value		% of Inventory	Guide	
Normal or Active Stock	\$419,376		71.02%	over 70%	GREAT
Automatic Phase Out	\$44,389		7.52%	Less than 30%	Seldom used
Dealer Phase Out			0%	Less than 1%	OK....BUT..
Manual Order	\$1,428		0%	Less than 3%	OUCH !!!!!!!!!
Non Stock Part \$'s	\$111,636		19%	Less than 5%	YIKES
Non Stock Part #'s*			MEMO	Greater than 70% of PN's	
Core Clean	\$7,593		1%	PART #	# PIECES
Core Dirty	\$5,163		1%	PART #	# PIECES
Replace by hold RBH	\$879		0%	PART #	NA # PIECES
				NA	
Total Inventory	\$590,463		100%		

REYNOLDS

REYNOLDS					
Activity	Value	% of inver	NADA Guide	Notes	
Current	\$306,217	53.01%	75%	this is your current and active	
1-3 Months	\$141,948	24.57%	included	healthy parts inventory	
4-6 Months	\$52,938	9.16%	23%		
7-9 Months	\$39,866	6.90%	2%	65% Will likely become obso	
10-12 Months	\$22,525	3.90%	included	85% Will likely become obso	
13-24 Months	\$13,138	2.27%	0%	Technically Obsolete	
25+ months	\$1,076	0.19%	0%		
TOTAL	\$577,708	100.00%			

OBSO POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VALUE	\$25,913
.85 TIMES THE 10-12 MONTH VALUE	\$19,146
PLUS THE 13-24 MONTH VALUE	\$13,138
PLUS THE 25+ VALUE EQUALS	\$1,076
OBSO AS A % OF TOTAL	\$ 59,273.45 10.26%

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*			MEMO	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Replace by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is c
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

6 is guide	.75 TIMES \$			0
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guide	PLUS			0
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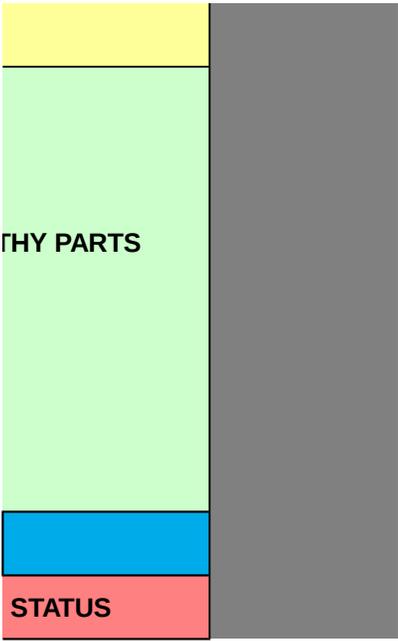
	PLUS			0
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	EQUALS		#DIV/0!	0
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DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R.O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							

			VALUE	%	ACUM %	INSTRUCTORS NOTICE
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL O
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL O
TEN MONTHS AGO				#DIV/0!	#DIV/0!	
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS OUT IS SET AT 0 IN 6
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!	

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!		
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALTH INVENTORY	
FIVE MONTHS AGO			#DIV/0!	#DIV/0!		
FOUR MONTHS AGO			#DIV/0!	#DIV/0!		
THREE MONTHS AGO			#DIV/0!	#DIV/0!		
TWO MONTHS AGO			#DIV/0!	#DIV/0!		
ONE MONTH AGO			#DIV/0!	#DIV/0!		
CURRENT MONTH			#DIV/0!	#DIV/0!		
TOTAL INVENTORY			#DIV/0!			
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN	



UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part #'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment Activity	Value	% of inver	NADA Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current
3 to 6 Months		#DIV/0!	included	healthy parts invent
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK...BUT..
- OUCH !!!!!!!!!!



and active
tory

ne obso	\$0.00
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e obso	\$0.00
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OBSO	\$0
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	\$0.00	#DIV/0!
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Departmental Action Plan

Dealership **Darrell Waltrip Honda**

Academy Week **Week 2**

Class & #

Current Situation

When a car is sold and across the curb, it is challenging to coordinate a reas installation of the We Owe parts.

Overall Objective:

Implement a process to install the We Owe parts on the same day the vehicle dealership.

Proposed Timeline

June 1, 2018 to July 1, 2018

6-4-18 – Met with Service, Parts, and Sales Managers (“the Team”) to review establish a well-defined procedure to improve the installation of We Owe parts. We Owe parts.

6-6-18 - Met with the Team to review feedback. Write Action Plan procedure:

6-7-18 – Met with the Team to finalize Action Plan. Plan a meeting with all sta

Action Plan

Describe necessary actions to reach desired result: • The Service Manager a high priority for parts installation on the sold vehicle.

• If for any reason, the customer must leave with the vehicle, the Service Ma the customer to return for the We Owe parts to be installed.

• Setting the appointment starts the email process to communicate with the c

• The customer will receive an email verifying their appointment.

Requirements

Meeting with Dealer: General Manager

1. Action Proposed: Provide overview & results of Action Plan

Meeting with stakeholder(s) (dealership personnel): Action Plan Team member
Manager ("the Team")

2.

Accountability: Monitoring progress:

Who: Parts Manager, Service Manager, Sales Manager ("the Team")

What: Daily check on We Owe Parts to insure customers are being contacted

3. **By When:** Daily, weekly, monthly to monitor progress. Full implementation of

How: Every Monday morning, the Team will meet to check on the progress

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly / Daily monitoring

4.

Date(s) for review: Quarterly review by the Team.

5.

Estimated cost for implementation: none.

**Projected Date of
Completion:**

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / The Action Plan for We Owe parts
already realizing positive results. We show increased sales and gross. The net profit generated
Customers recognize and appreciate our ability to install accessories, tires, wheels, and other W

Student Name **William Berryman**

Student Number **107**

sonable timeline for the customer to return for

e is sold, and before the customer leaves the

**We Owe parts procedures. First priority is to
ts. Establish a designated area to maintain**

**s to maintain and install We Owe parts.
ff to train on new procedures for We Owe**

**and Sales Manager work together to give a
nager will set an appointment 2 days out for
customer.**

**PLEASE BE ADVISED
THIS ASSIGNMENT BY
IT'S SELF IS WORTH
100 POINTS.TAKE
YOUR TIME AND GET IT
CORRECT**

ers: Parts Manager, Service Manager, Sales

**d and Parts
done in July.**

**has been implemented for almost 2 weeks. We are
from We Owe parts has increased. CSI is improving.
e Owe parts within the same day as the purchase.**



week