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Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 335,894.00	25%
Sublet Repairs	\$ 2,442.00	0%
Counter Retail	\$ 51,338.00	4%
Warranty	\$ 257,076.00	19%
Internal	\$ 68,758.00	5%
Wholesale	\$ 623,791.00	46%
Retail Counter Tires	\$ 2,340.00	0%
		0%
Total Department (MTD)	\$ 1,341,639.00	100%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 619,258.00	23%
Sublet Repairs	\$ 10,982.00	0%
Counter Retail	\$ 105,005.00	4%
Warranty	\$ 594,561.00	22%
Internal	\$ 149,342.00	6%
Wholesale	\$ 1,202,524.00	45%
Retail Counter Tires	\$ 7,472.00	0%
		0%
Total Department (YTD)	\$ 2,689,144.00	100%

Sales Distribution MTD		
Category	Sales	% Of Total

Repair Order	\$ 346,413.00	26%
Sublet Repairs	\$ 2,090.00	0%
Counter Retail	\$ 84,343.00	6%
Warranty	\$ 308,936.00	23%
Internal	\$ 67,713.00	5%
Wholesale	\$ 522,292.00	39%
Retail Counter Tires	\$ 3,671.00	0%
		0%
Total Department (MTD)	\$ 1,335,458.00	100%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 965,671.00	24%
Sublet Repairs	\$ 13,073.00	0%
Counter Retail	\$ 189,348.00	5%
Warranty	\$ 903,497.00	22%
Internal	\$ 217,054.00	5%
Wholesale	\$ 1,724,816.00	43%
Retail Counter Tires	\$ 11,143.00	0%
		0%
Total Department (YTD)	\$ 4,024,602.00	100%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %
Repair Order	\$ 103,254.00	31.16%	30.74%	41%
Sublet Repairs	\$ 794.00	0.24%	32.51%	0%
Counter Retail	\$ 13,624.00	4.11%	26.54%	41%
Warranty	\$ 65,663.00	19.81%	25.54%	28-40%
Internal	\$ 4,315.00	1.30%	6.28%	41%
Wholesale	\$ 99,414.00	30.00%	15.94%	25%
Retail Counter Tires	\$ 35.00	0.01%	1.50%	
Inv Adj/ Discount Earn	\$ 44,288.00	13.36%	0.00%	
Total Department (MTD)	\$ 331,387.00	100.00%	24.70%	38%

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order	\$ 188,421.00	28.22%	30.43%	41%
Sublet Repairs	\$ 1,699.00	0.25%	15.47%	0%
Counter Retail	\$ 30,334.00	4.54%	28.89%	41%
Warranty	\$ 149,315.00	22.36%	25.11%	28-40%
Internal	\$ 9,863.00	1.48%	6.60%	41%
Wholesale	\$ 199,588.00	29.89%	16.60%	25%
Retail Counter Tires	\$ 35.00	0.01%	0.47%	
Inv Adj/ Discount Earn	\$ 88,491.00	13.25%	0.00%	
Total Department (YTD)	\$ 667,746.00	100.00%	24.83%	38%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %

Repair Order	\$ 105,086.00	30.99%	30.34%	41%
Sublet Repairs	\$ 280.00	0.08%	13.40%	0%
Counter Retail	\$ 22,218.00	6.55%	26.34%	41%
Warranty	\$ 74,667.00	22.02%	24.17%	28-40%
Internal	\$ 4,547.00	1.34%	6.72%	41%
Wholesale	\$ 100,126.00	29.53%	19.17%	25%
Retail Counter Tires	\$ 91.00	0.03%	2.48%	
Inv Adj/Discount Earn	\$ 32,102.00	9.47%	0.00%	
Total Department (MTD)	\$ 339,117.00	100.00%	25.39%	38%

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order	\$ 293,507.00	29.15%	30.39%	41%
Sublet Repairs	\$ 1,978.00	0.20%	15.13%	0%
Counter Retail	\$ 52,552.00	5.22%	27.75%	41%
Warranty	\$ 223,981.00	22.25%	24.79%	28-40%
Internal	\$ 14,409.00	1.43%	6.64%	41%
Wholesale	\$ 299,714.00	29.77%	17.38%	25%
Retail Counter Tires	\$ 126.00	0.01%	1.13%	
Inv Adj/ Discount Earn	\$ 120,594.00	11.98%	0.00%	
Total Department (YTD)	\$ 1,006,861.00	100.00%	25.02%	38%

Parts Employee

Category	Dollar Amount
Sales (Total)	\$ 1,341,639
Gross Profit	\$ 331,387
Expenses (Total)	\$ 148,309
Department Net Pr	\$ 183,078

Parts Employee

Category	Dollar Amount
Sales (Total)	\$ 2,689,144
Gross Profit	\$ 667,746
Expenses (Total)	\$ 300,343
Department Net Pr	\$ 367,403

Parts Employee

Category	Dollar Amount
----------	---------------

Sales (Total)	\$ 1,335,458
Gross Profit	\$ 339,117
Expenses (Total)	\$ 164,786
Department Net P	\$ 174,331

Parts Employee

Category	Dollar Amount
Sales (Total)	\$ 4,024,602
Gross Profit	\$ 1,006,861
Expenses (Total)	\$ 465,128
Department Net P	\$ 541,733

Productivity MTD

÷	# Employees	=	Per Employee
÷	18.00	=	\$ 74,536
÷	18.00	=	\$ 18,410
÷	18.00	=	\$ 8,239
÷	18.00	=	\$ 10,171

Productivity YTD

÷	# Employees	=	Per Employee
÷	18.00	=	\$ 149,397
÷	18.00	=	\$ 37,097
÷	18.00	=	\$ 16,686
÷	18.00	=	\$ 20,411

Monthly Reconciliation Of Parts To General

Dollar value of parts on dealership management report

Dollar value of packing lists for parts received, but not invoiced

Dollar Value of bulk oil, gear lube, trans fluid in stock

Credits due for parts returned

Inventory Core Value - clean

Cores to be returned for credit - dirty

Work in Process - Repair Orders & Invoices

Dollar Value of NPN parts

Dollar value of parts with no cost record

Plus / Minus

Inv Adjustments (Bin Counts, Monthly Updates, Emerg Purchases)

Total Inventory

Inventory Per Financial Statement

Difference

Productivity MTD

÷	# Employees	=	Per Employee
---	-------------	---	--------------

Monthly Reconciliation Of Parts To General

÷	18.00	=	\$ 74,192
÷	18.00	=	\$ 18,840
÷	18.00	=	\$ 9,155
÷	18.00	=	\$ 9,685

Productivity YTD

÷	# Employees	=	Per Employee
÷	18.00	=	\$ 223,589
÷	18.00	=	\$ 55,937
÷	18.00	=	\$ 25,840
÷	18.00	=	\$ 30,096

Dollar value of parts on dealership management report

Dollar value of packing lists for parts received, but not invoiced

Dollar Value of bulk oil, gear lube, trans fluid in stock

Credits due for parts returned

Inventory Core Value - clean

Cores to be returned for credit - dirty

Work in Process - Repair Orders & Invoices

Dollar Value of NPN parts

Dollar value of parts with no cost record

Plus / Minus

Inv Adjustments (Bin Counts, Monthly Updates, Emerg Purchases)

Total Inventory

Inventory Per Financial Statement

Difference

l Ledger

\$ 1,162,739

Minus

\$ 25,645

\$ 18,963

Plus

\$ 2,350

\$ 72,995

\$ 30,120

\$ 95,498

\$ 760

\$ -

Minus

+/- \$ 5,665

\$ 1,325,519

\$ 1,302,304

\$ 23,215

Difference as a % of t

1

l Ledger

	\$ 1,162,739
--	--------------

Minus

ded	\$ 25,645
-----	-----------

	\$ 18,963
--	-----------

Plus

	\$ 2,350
--	----------

	\$ 72,995
--	-----------

	\$ 30,120
--	-----------

	\$ 95,498
--	-----------

	\$ 760
--	--------

	\$ -
--	------

Minus

+/-	\$ 5,665
-----	----------

ntory	\$ 1,325,519
--------------	--------------

ment	\$ 1,302,304
-------------	--------------

rence	\$ 23,215
--------------	-----------

Difference as a % of t

1

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	2,689,144
Year To Date Parts & Accessories Gross -	\$	667,746
Subtotal =	\$	2,021,398

Number of Months in Year	÷	2
Average Month Cost Of Sales	=	\$ 1,010,699

Stat

DMS

he Financial Statement inventory

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	4,024,602
Year To Date Parts & Accessories Gross -	\$	1,006,861
Subtotal =	\$	3,017,741

Number of Months in Year	÷	3
Average Month Cost Of Sales =	\$	1,005,914

Stat

DMS

he Financial Statement inventory

Months' Supply Of Inventory

Inventory

Inventory		\$ 2,014,860
Divided by Average Month Cost-of-Sale ÷		\$ 1,010,699
Equals Months' Supply	=	1.9935312096

Inventory

Inventory		\$ 2,013,804
Divided by Average Month Cost-Of Sale ÷		\$ 1,010,699
Equals Months' Supply	=	1.9924863881

Tot

Reflects the dollar value of parts that had been able to fill all requests. Need to have an accurate lost sale

\$ 2,021,398 +
Cost of Parts Sold (Sales - Gross) YTD (

Months' Supply Of Inventory

Tot

ement Inventory

Inventory	\$	1,813,188
Divided by Average Month Cost-of-Sale ÷	\$	1,005,914
Equals Months' Supply	=	1.8025284476

Reflects the dollar value of parts that had been able to fill all requests. It is needed to have an accurate lost sale

\$	3,017,741	+
----	-----------	---

Cost of Parts Sold (Sales - Gross) YTD (C

i Inventory

Inventory	\$	1,951,722
Divided by Average Month Cost-Of Sale ÷	\$	1,005,914
Equals Months' Supply	=	1.94024802

al Sales Demand

he department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

\$	1,032	=	\$ 2,022,430
Cost of Lost Sales per DMS Summary			Total Sales Demand

L

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand	
Emergency Purchases -	
Lost Sales -	

Total Demand ÷

al Sales Demand

L

he department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

\$	1,055	=	\$ 3,018,796
Cost of Lost Sales per DMS Summary			Total Sales Demand

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand	
Emergency Purchases -	
Lost Sales	-

Total Demand ÷

Level Of Service

ication of how well the parts inventory
; of the customers. Think of it as a
customers request a part, how many
he request? The following calculation

\$	2,022,430
\$	110,128
\$	1,032
Subtotal =	\$ 1,911,270
\$	2,022,430
Level of Service =	94.50%

Gross Turn

Annualized Cost-Of Sales

$$\begin{matrix} \$ 2,689,144 & - & \$ 667,746 \\ \text{YTD Sales} & & \text{YTD Gross} \end{matrix}$$

$$\begin{matrix} \$ 2,021,398 & \div & 2 \\ \text{YTD COS} & & \# \text{ of Months} \end{matrix}$$

$$\begin{matrix} \$ 12,128,388 & \div & \$ 2,013,804 \\ \text{Annualized} & & \text{Parts Inventory} \\ \text{Cost-Of-Sales} & & \text{(Per DMS Inv)} \end{matrix}$$

Level Of Service

Gross Turn

ication of how well the parts inventory
 ; of the customers. Think of it as a
 ustomers request a part, how many
 he request? The following calculation

\$	3,018,796	
\$	93,851	
\$	1,055	
Subtotal =	\$	2,923,890
\$	3,018,796	
Level of Service =		96.86%

Annualized Cost-Of Sales

\$ 4,024,602	-	\$ 1,006,861
YTD Sales		YTD Gross

\$ 3,017,741	÷	3
YTD COS		# of Months

\$ 12,070,964	÷	\$ 1,951,722
Annualized Cost-Of-Sales		Parts Inventory (Per DMS Inv)

÷ Inventory
 = **\$ 2,021,398**
 YTD COS
 = **\$ 1,010,699**
 Average Month
 Cost-Of-Sales
 = **6.0**
 Gross Turns

True Turn

Annualized Stock Purchases ÷ Inventory

\$ 458,423	\div	2	$=$	\$ 229,212
YTD Stock Purchases		# of Months		Average Month Stock Purchases

\$ 2,750,538	\div	\$ 2,013,804	$=$	1.4
Annualized Stock		Parts Inventory (Per		True Turns

True Turn

÷ Inventory

$$= \frac{\$ 3,017,741}{\text{YTD COS}}$$

$$= \frac{\$ 1,005,914}{\text{Average Month Cost-Of-Sales}}$$

$$= \frac{6.2}{\text{Gross Turns}}$$

Annualized Stock Purchases ÷ Inventory

$$\frac{\$ 317,335}{\text{YTD Stock Purchases}} \div \frac{3}{\text{\# of Months}} = \frac{\$ 105,778}{\text{Average Month Stock Purchases}}$$

$$\frac{\$ 1,269,340}{\text{Annualized Stock}} \div \frac{\$ 1,951,722}{\text{Parts Inventory (Per)}} = \frac{0.7}{\text{True Turns}}$$

Lost Sale Calculator

inv.# from below	# of people	# of days	avg. part \$
6	11	25	\$64.00

Inventory Divider - see below		VS.Actual Lost Sales
\$1,880,196.00		\$1,055.00
Inventory - OBSO		Inventory \$ from Mg
*0-250k	3	\$1,951,722.00
*251-500k	4	
*501-750k	5	Obsolescence in \$
*751-1 mil	6	\$71,526.00

Proforma

	Repair Order Mechanical	Repair Order Body Shop	Counter Retail	Internal (new/used)
YTD Sales	\$965,671.00		\$189,348.00	\$217,054.00
YTD Gross Profit	\$293,507.00		\$52,552.00	\$14,409.00
YTD Cost of Sales	\$672,164.00	\$0.00	\$136,796.00	\$202,645.00
NEW Mark-Up Factor	1.69	1.00	1.69	1.69
Desired Gross %	41.00		41.00	41.00
	59.00	100.00	59.00	59.00
NEW YTD Sales	\$1,139,261.02	\$0.00	\$231,857.63	\$343,466.10
OLD YTD Sales	\$965,671.00	\$0.00	\$189,348.00	\$217,054.00
Additional Gross Profit	\$173,590.02	\$0.00	\$42,509.63	\$126,412.10

PLEASE FILL IN ALL THE WHITE CELLS

Wholesale	Warranty	TOTAL
\$1,724,816.00	\$903,497.00	\$4,000,386.00
\$299,714.00	\$223,981.00	\$884,163.00
\$1,425,102.00	\$679,516.00	\$3,116,223.00
1.33	1.39	1.47
25.00	28.00	35.20
75.00	72.00	70.67
\$1,900,136.00	\$943,772.22	\$4,558,492.97
\$1,724,816.00	\$903,497.00	\$4,000,386.00
\$175,320.00	\$40,275.22	\$558,106.97

REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$710,511		52.25%	over 70%
Automatic Phase Out	\$267,041		19.64%	Less than 35
Dealer Phase Out	\$0		0%	Less than 19
Manual Order	\$9		0%	Less than 39
Non Stock Part \$'s	\$223,566		16%	Less than 59
Non Stock Part #'s*	12207			Greater than 70%
Core Clean	\$74,915		6%	0%
Core Dirty	\$65,966		5%	
Replace by hold	\$17,773		1%	NA
				NA
Total Inventory	\$1,359,781		99%	
EXTRA LINES	SNS	0		
EXTRA LINES	RBH	0		

REYNOLDS

NADA				
Activity	Value	% of inven	Guide	
Current	\$558,637	45.83%	75%	this is you
1-3 Months	\$356,195	29.22%	included	healthy pa
4-6 Months	\$119,272	9.79%	23%	
7-9 Months	\$93,672	7.68%	2%	65% Will lik
10-12 Months	\$59,034	4.84%	included	85% Will lik
13-24 Months	\$27,933	2.29%	0%	Technicall
25+ months	\$4,155	0.34%	0%	
TOTAL	\$1,218,898	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
OBISO POSITION (LINES 23-26 FROM ABOVE)				

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print ')

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

	GOOD
	WARNING
	DANGER
	GREAT
%	Seldom used
%	OK....BUT..
%	OUCH !!!!!!!!!!!
%	
	of PN's

Notes			
r current and active			
rts inventory			
		OBSO POSITION MATH DONE BELOW	
ely become obso	.65 TIMES THE 7-9 MONTH VALU	\$60,887	
ely become obso	.85 TIMES THE 10-12 MONTH VA	\$50,179	
y Obsolete	PLUS THE 13-24 MONTH VALUE	\$27,933	
	PLUS THE 25+ VALUEEQUALS	\$4,155	
	OBSO AS A % OF TOTAL	\$ 143,153.70	12%
	PASS/ FAIL		
	Pass		

	Fail
	Pass
"FAIL"	Pass
	Fail

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*				Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

CDK				
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 g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
OBSO POSITION (LINES 23-26 FROM ABOVE)
NEG-ON-HAND (MINUS-ON-HAND)
CLEAN CORE
DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0
PASS/ FAIL				



ARKONA STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	2	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#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 NOTE	
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
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 HEALT 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

- CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
- OBSO POSITION (LINES 23-26 FROM ABOVE)
- NEG-ON-HAND (MINUS-ON-HAND)
- CLEAN CORE
- DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")
- LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

HY PARTS	
STATUS	
PASS/ FAIL	

UCS SCORECARD 2014				
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 inven	NADA Guide	Notes
Current TO 3 Months			#DIV/0! 75%	this is your current a healthy parts invento
3 to 6 Months			#DIV/0! included	
6-9 Months			#DIV/0! 23%	65% Will likely become
9-12 Months			#DIV/0! 2%	85% Will likely become
12 Months + Over			#DIV/0! included	This is your Technical
			#DIV/0!	
			#DIV/0!	
TOTAL	\$0		#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat

OBSO POSITION (LINES 23-26 FROM ABOVE)

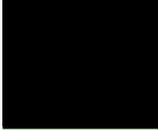
NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL"

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

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



nd active
ory

e obso	\$0.00
--------	--------

obso	\$0.00
------	--------

OBSO	\$0
------	-----

--	--

--	--

	\$0.00	#DIV/0!
--	--------	---------

PASS/ FAIL





Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

YTD internal gross profit is 6.72%

Overall Objective:

Increase internal gross profit to 20%

Proposed Timeline

20% monthly gross profit on the June statement

Action Plan

Describe necessary actions to reach desired result: Raise markup factor to 1.25 on internal parts. Have meeting with Used Car Manager, Parts Manager and the Service Managers to keep more recon work in house. Meet with business manager to change the way we do accounting on parts transfers between the retail and fleet service centers.

Requirements

Meeting with Dealer:
1. Action Proposed: Show net profit potential and impact it'll have on the used car dept and parts dept

Meeting with stakeholder(s) (dealership personnel):
2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain. Meeting required with Used Car Director, Parts Director and Service Managers. Used Cars under pressure to maintain gross profit on used cars sales. Difficult when trying to fit within our marketing / business plan. Need to work on relationship / trust factor between Service and Used Cars

Accountability: Monitoring progress:
Who: Parts Manager
What: Change Mark up factor
3. By When: May 31
How: Change markup factor in DMS to 1.25 on internal parts.

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
4. Verify on May 31 that markup has been completed.
Date(s) for review: May 31 and when the June statement comes out. Review daily internal RO's and Used Cars PO's.

5. Estimated cost for implementation: \$0

Projected Date of Completion:

Sponsor Signature:

SEE OTHER ATTACHMENT IN DROP BOX

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

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

