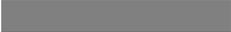


First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
7/7/2018	25	21	22	3
7/14/2018	45	42	45	0
7/20/2018	25	20	25	0
7/23/2018	35	29	29	6
Totals	130	112	121	9



Rate %
84.00%
93.33%
80.00%
82.86%
#DIV/0!
86.15%



REYNOLDS 2213				GOOD
Stocking Status				WARNING
INVESTMENT				DANGER
	Inventory Value	% of Inventory	Guide	
Normal or Active Stock	\$256,683	53.70%	over 70%	GREAT
Automatic Phase Out	\$51,072	10.68%	Less than 30%	Seldom used
Dealer Phase Out	\$0	0%	Less than 1%	OK....BUT..
Manual Order	\$0	0%	Less than 3%	OUCH !!!!!!!!!
Non Stock Part \$'s	\$167,752	35%	Less than 5%	YIKES
Non Stock Part #'s*	1375	75%	Greater than 70% of PN's	
Core Clean	\$840	0%	pn	pieces
Core Dirty	\$1,650	0%	pn	pieces
Replace by hold RBH	\$36	0%	pn	NA pieces
			NA	
Total Inventory	\$478,033	100%		

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current	\$173,669	66.34%	75%	this is your current and active
1-3 Months	\$55,708	21.28%	included	healthy parts inventory
4-6 Months	\$16,741	6.39%	23%	
7-9 Months	\$5,952	2.27%	2%	65% Will likely become obso
10-12 Months	\$1,819	0.69%	included	85% Will likely become obso
13-24 Months	\$7,404	2.83%	0%	Technically Obsolete
25+ months	\$492	0.19%	0%	
TOTAL	\$261,785	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAIL
OBSO POSITION (LINES 23-26 FROM ABOVE)				pass
NEG-ON-HAND (MINUS-ON-HAND)				pass
CLEAN CORE				pass
DIRTY CORE				pass
LOST SALES CALCULATOR VS. ACTUAL				pass
AVERAGE STOCK ORDER (NEEDED FOR FS				pass
MONTHS SUPPLY (FS TEMPLATE)				pass
GROSS (TOTAL) TURNS (from your FSTempl				pass
TRUE (STOCK) TURNS (from your FS Templ				pass
FTFR (FIRST TIME FILL RATE) (from your pa				pass

OBSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VALUE	\$3,869	
.85 TIMES THE 10-12 MONTH VALUE	\$1,546	
PLUS THE 13-24 MONTH VALUE	\$7,404	
PLUS THE 25+ VALUE EQUALS	\$492	
OBSO AS A % OF TOTAL	\$ 13,310.95	5.08%

Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Currently in transition with Parts managers, Mike Asaian is the new part manager.

Overall Objective:

Reducing NS parts by switching to source by movement vs. traditional stocking

Proposed Timeline

6 months

Action Plan

Describe necessary actions to reach desired result: Allow the computer to do

Requirements

Meeting with Dealer:

1. Action Proposed: Correcting Inventory and NS parts

Meeting with stakeholder(s) (dealership personnel): Proper training and imple

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

3. Accountability: Monitoring progress:
Who: All Parts Department personell
What:
By When: 12/18
How: Impementing proper process

4. Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
Monthly reveiws with DMS scorecard
Date(s) for review: First week of each month

5. Estimated cost for implementation: \$0

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

nger and the most critical action needed is NS

ng method

its job which has been done already. Correctir

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

menting of Movement by source vs traditional