



Rate %
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96.00%



AUTO MATE			
Stocking Status	Inventory Value	% of Inventory	Guide
INVESTMENT			
Active parts	\$335,224	74.04%	over 70%
Auto Phase Out Parts	\$88,988	19.65%	Less than 30%
Dealer Phase Out Parts	\$25	0.01%	Less than 1%
Manual Order Parts	\$1,278	0.28%	Less than 3%
Non Stock Part \$'s	\$26,045	5.75%	Less than 5%
Non Stock Part #'s*	6169		Greater than 70% of PN's
Core Clean	\$1,190	0.26%	pn pieces
Core Dirty		0.00%	pn pieces
		0.00%	
Total Inventory	\$452,751	100.00%	

AUTO MATE

Activity	AUTO MATE Value	% of inventory	NADA Guide	Notes
Current	\$249,713			this is your current a healthy parts invento
1 to 3 Months	\$92,414			
Total Current	\$342,126	75.77%	75%	
4-6 Months	\$33,846	7.50%	23%	
7-9 Months	\$12,132	2.69%	2%	65% Will likely become
10-12 Months	\$14,905	3.30%	included	85% Will likely become
over 12 Months	\$48,551	10.75%	0%	Technically Obsolete
Total Over 4 Months	\$109,435	24.23%	25%	
TOTAL	\$451,561			
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
OBISO POSITION (LINES 23-25 FROM ABOVE)				
CLEAN CORE				
DIRTY CORE				
LOST SALES CALCULATOR VS. ACTUAL				
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)				
MONTHS SUPPLY (FS TEMPLATE)				
GROSS (TOTAL) TURNS (from your FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

Departmental Action Plan

Dealership

Academy Week

Class & :

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

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

Accountability: Monitoring progress:

- Who:
What:
3. By When:
How:

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

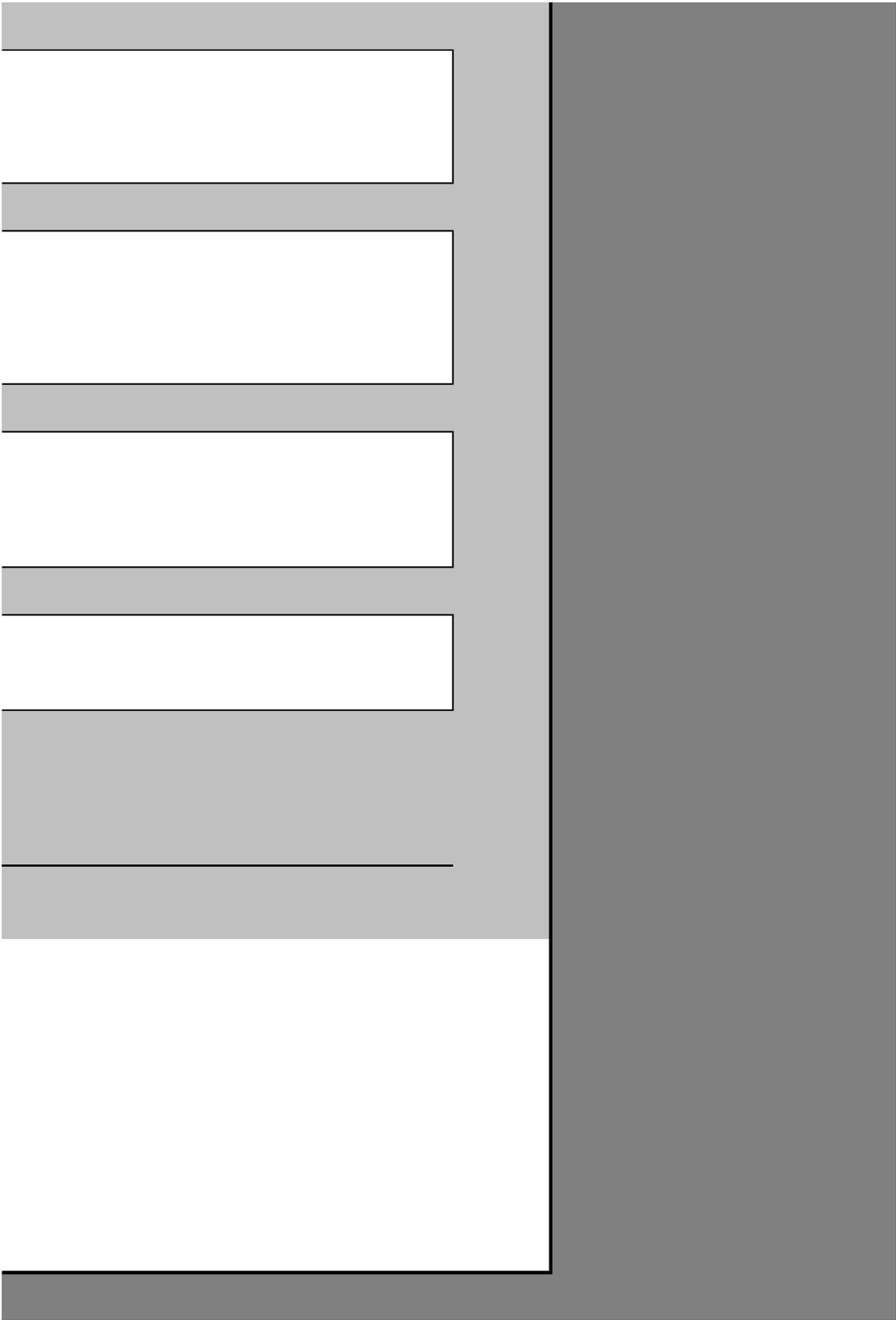
Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

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



Fixed-Ops

Today's Date: 6/1/18 Target Date: 9/1/18 Start Date: 6/11/18

Date Achieved: _____

Verify that your goal is SMART

Specific: *What exactly will you accomplish?*

Streamline the special order parts process, pre-pay, and locations to efficiently manage and satisfy incoming customer orders.

Measurable: *How will you know when you have reached this goal?*

Clean "SOP" area shelving.

Achievable: *Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve this goal? If not, how will you get them?*

Goal is realistic and achievable- we are currently in our testing phase.

Relevant: *Why is this goal significant to your life?*

This goal will increase parts sales, by limiting the amount of parts waiting for customer pickup.

Timely: *When will you achieve this goal?*

2-4 months

This goal is important because:

Customer experience, customer satisfaction, and counter person efficiency

The benefits of achieving this goal will be:

Filling customers orders efficiently, and relieving inventory of goods(sales)

Take Action!

Potential Obstacles	Potential Solutions
Inability to "tag" parts in Automate	Automate training
Parts will need to research parts	Parts Pro to use proper channels when selling or handing out parts/education training
Orders not put away correctly	Receiving clerk trained properly on new procedures/processes

Who are the people you will ask to help you?

Parts dept professionals, Asst parts mgr, ASMs

Specific Action Steps: What steps need to be taken to get you to your goal?

What?	Expected Completion	Completed
Create locations for SOP	3/5/2017	3/5/2017
Educate Parts Pros on new process	3/5/2017	
"Locate" Bin	3/5/2017	
Order checking process	WIP	
Test new SOP process	Current	

Price Auto Group SMART Goal 2017