First Time Fill Rate

Linus Buick GMC		First time fill rate		
DATE	RO'S	1st Time	Same Day	Day
7/11/2018	5	5		
7/12/2018	5	4	1	
7/13/2018	5	3	1	1
7/16/2018	5	5		
7/17/2018	5	4		1
7/18/2018	5	3	1	1
7/19/2018	5	5		
7/20/2018	5	3		2
7/26/2018	10	8		2
Totals	50	40	3	7

Rate %
100.00%
80.00%
60.00%
100.00%
80.00%
60.00%
100.00%
60.00%
80.00%
#DIV/0!
#DIV/0!
#DIV/0!
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#DIV/0!
80.00%

REYNOLDS 2213 Stocking Status INVESTMENT	Inventory Value	% of Inventory		Guide
Normal or Active Stock	$97,911	32.92%		over 70%
Automatic Phase Out	$156,262	52.54%		Less than 30%
Dealer Phase Out	$0	0%		Less than 1%
Manual Order	$1,451	0%		Less than 3%
Non Stock Part $'s	$35,942	12%		Less than 5%
Non Stock Part #'s*				Greater than 70% of PN's
Core Clean	$4,344	1%	pn	pieces
Core Dirty	$1,436	0%	pn	pieces
Replace by hold RBH	$74	0%	pn	NA pieces
				NA
Total Inventory	$297,420	100%		

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	$7,903	3.58%	75%	this is your current a
1-3 Months	$124,820	56.62%	included	healthy parts invento
4-6 Months	$34,172	15.50%	23%	
7-9 Months	$25,200	11.43%	2%	65% Will likely become
10-12 Months	$28,374	12.87%	included	85% Will likely become
13-24 Months	$0	0.00%	0%	Technically Obsolete
25+ months	$0	0.00%	0%	
TOTAL	$220,470	100.00%		

GOOD	
WARNING	
DANGER	
GREAT	
Seldom used	
OK….BUT..	
OUCH !!!!!!!!!	
YIKES	

...nd active

...ory

	OBSO POSITION MATH DONE BELOW	
obso	.65 TIMES THE 7-9 MONTH VALUE	$16,380
obso	.85 TIMES THE 10-12 MONTH VALUE	$24,118
	PLUS THE 13-24 MONTH VALUE	$0
	PLUS THE 25+ VALUE EQUALS	$0
	OBSO AS A % OF TOTAL	### 18.37%

Departmental Action Plan

Dealership Linus Cadillac Buick GMC

Academy Week 2-Fixed Operations-Parts June 3-7   **Class &**

Current Situation After reviewing the parts department with the GM and dealer, we uncovered ar

Overall Objective: To grow our wholesale parts business locally in order to generate more busine profit.

Proposed Timeline 90 days

Action Plan Dan (parts manager) will spend at least 2 hours a week (on Thursdays) going t

Requirements

Meeting with Dealer:

1. **Action Proposed: Generate more revenue in the wholesale division of the deal**

2. Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal: Support by the dealer and G
expected and defines what information is to be collected, a time block for Dan
up from GM.
Training / Coaching / +Consequences related to results / Pain & Gain

3. Accountability: Monitoring progress: BJ will review Dan's report each week an
phone.
Who: Dan (parts manager)
What: 2 new wholesale parts accounts per month
By When: Every month
How: Dan (parts manager) will physically go to local body shops and recruit n
new account with and/or why he didn't and how we can win their business. He

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

Date(s) for review: GM weekly review of the 3 businesses visited, phone call f
goals.

5. Estimated cost for implementation: Minimal cost. Dan will bring coffee and do

Projected Date of Completion:	October 1	Sponsor Signature:

Evaluation of Results: Include measured results.   **(± Metrics)**

**Impact Areas: This will increase our wholesale parts sales. It will bring more business to the depar
possibility of increasing our customer retail parts sales and total department profit sales.**
Sales / Gross / Expenses / Net Profit / CSI /

Student Name Jessica Linus

Student Number N336-39

opportunity to grow our wholesale sales.

ess for the parts department and increase our

to local body shops/mechanic shops and recrui

lership through solicitation of new business.

**GM, a written document that details what is
every week to accomplish his goals. Follow**

nd follow up with the businesses he visited via

**ew business. He will document who he made a
will turn this info into B.1 (GM)**

ollow ups by GM, and monthly evaluation of

nuts to each place visited so about $45/week. O

tment and increase our gross profit along with the