NISSAN PARTS DEPARTMENT EXPENSE REDUCTION ACTION PLAN

I will reduce the parts department total expenses by 3% by 12/31/2024.

I will achieve this by doing the following-

1. One of our counter people has turned in his resignation. In place of replacing him we will share a person with the body shop to handle all parts duties associated with the body shop. The salary will be a 50/50 split thereby reducing expenses for both departments.
2. I will closely scrutinize our subscription and dues expenses; I believe we can eliminate some wholesale ordering tool subscriptions without negatively impacting sales.
3. We will be adding another dealer partner to our delivery route. This will reduce the cost for all parties involved. They currently run routes we don't, and we run routes they don't, which will benefit everyone with an expanded delivery network.

These steps should give us at least a 3% reduction and possibly more.

Because of the nature of these changes I will have to be the one to implement them.