

Parts Manager Conversation

Collaborate with your Parts Manager to answer the following questions. Use this opportunity to share new ideas from the class and to coach your Parts Manager on how they can be implemented. Be sure to respect their expertise. **Provide your answers in a different color font.**

1. What formal parts management training does your parts manager have (for example, the NADA Academy Seminar)?
NO Prior training
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it?
NO vision statement.
3. Have you ever tracked your First Time Fill Rate (FTFR) manually (not using the DMS or your OEM)? What is your current Repair Order FTFR?
Parts manager got
90 % While I totaled 81% from my FTFR sheet.
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)?
75
5. What policies, controls, and security are in place on your DMS (via Privileges and/or the Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions?
THEY CAN CHANGE THEM
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors?
SERVICE DIRECTOR AND PARTS MANGER
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current?
YES, the owner Mr. Cunningham and our fixed ops director Wayne Wright.
8. If you are in a Retail Reimbursement for Warranty state, are you at retail for warranty? If not, when was the last time you petitioned the OE for retail reimbursement?
NO

9. Do the Parts, Service and Body Shop Managers work with the Office Manager/Controller monthly to follow up on all Work in Process (WIP) documents. Do they verify that all parts invoices and repair orders are closed out in a timely manner? What does this look like?

SERVICE MANAGER WORKS WITH THE CONTROLLER MONTHLY TO GO OVER WIP BUT NOT IN PARTS DEPARTMENT.

10. Is the financial statement for the Parts department given to the manager and discussed on a weekly/monthly basis? If not, is a daily operating report of sales, gross profit, etc., provided to the Parts Manager for review (DOC)?

Our Parts manager LOOKS AT IT EVERY DAY

11. What is your retail pricing strategy for your parts department? How often do you check to see whether your pricing goals are being achieved?

NO STRATEGY FOR PRICING, CHECK DAILY ON WHERE WE ARE FOR THE MONTH IN REACHING OUR NUMBERS.

12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated?

PARTS DOESN'T HAVE A SPECIFIED PAGE ONLINE BUT THE HOURS ARE CURRENT ON THE WEBSITE. COUPONS ARE MIALED OUT TO CONSUMERS HOMES OR EMAILS WHEN COLLECTED IN STORE.

13. Do you have a Parts online eStore? How do you ensure that parts order forms/queries are responded to in a timely manner? Who gets the email leads/questions?

PARTS MANGER / BDC DEPARTMENT

14. What sales training is available to Parts personnel? If training is available, is it mandatory? How often are sales skills assessed, tested, and refreshed?

NO SALES TRAINING FOR THEM BUT AFTER ATTENDING PARTS WEEK, IT COULD BE BENEFICIAL.

15. Do you have a process to offer accessories to 100% of your New and Used customers? If so, what does it look like? If not, why not?

ON THE WEB SITE MOSTLY BUT ALSO WHATEVER IS AVAILBLE IN STORE

16. What would help you sell more accessories?

SALES DEPT OFFERING MORE PERSONALIZATION OF CARS AND TRUCKS

17. Do you review your wholesale customers to see if their sales, gross, and returns justify the expense of conducting business with them? How often are they reviewed?

NO

18. Do you know how much each of your Parts salespeople must sell each day just to breakeven?

SOMEWHERE NEAR \$800 A DAY BASED OFF THE CALCULATION WE DID IN CLASS.

19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office?

CYCLES COUNTING

20. Are lost sales being tracked in your DMS? Do you have a common definition that all counter people understand? What is your definition?

NO

21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up?

SERVICE CALLING THE CUSTOMER

22. In your store, what do you feel is the biggest cause of frozen capital and/or obsolescence? What is the current dollar value of your obsolescence?

CUSTOMERS NOT PAYING FOR PARTS BEFORE HAND OR SALES DEPARTMENT ORDERING AND NEVER USING ACCESSORIES

23. What is your phase in/phase out strategy? How do you balance this strategy with factory recommended stocking guidelines (RIM, ARO, Parts Eye, etc.)?

NO STRATEGY

24. On a scale of 1-10 (10 = expert level) what is your level of understanding of the information that is on your DMS's monthly summary?

8

25. What is the one thing that your organization can do or provide to help the Parts Manager do their job more effectively?

OUR PARTS MANAGER IS DOING A GREAT JOB OF WHAT OUR OWNER MR CUNNINGHAM WANTS FOR THE DEPARTMENT. THE SALES DEPARTMENT CAN SELL MORE ACCESSORIES FOR THEM OR OFFER CUSTOMERS IT MORE.