

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 formal training.**
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it? **Currently we have 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? **Never tracked. Currently 86.1%**
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)? **54%/46%**
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? **No policies/controls/or security**
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors? **Service & Parts Managers**
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current? **No. The previous Parts Mgr. No**
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? **YES**
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? **No only the parts and service manager together. Office manager not involved.**
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)? **No and no**

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 current strategy](#)
12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated? [We don't have our own e-store. Coupons and hours are reviewed monthly.](#)
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? [We use Honda/Acura dream shop which gets checked 2 times a day by the parts manager.](#)
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? [Currently there is no training available.](#)
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? [Every new car deal has an accessory sheet filled out whether the customer buys anything or not. Used cars has the same.](#)
16. What would help you sell more accessories? [Possibly spiffing the salespeople.](#)
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? [Yes, reviewed monthly.](#)
18. Do you know how much each of your Parts salespeople must sell each day just to breakeven? [He had no clue until I told him.](#)
19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office? [Spot checked by the parts manager and variances are not accounted for.](#)
20. Are lost sales being tracked in your DMS? Do you have a common definition that all counter people understand? What is your definition? [Not tracked in DMS. No definitions](#)
21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up? [Biggest obstacle is being PICKED UP](#)
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? [Keeping a part too long and \\$9673](#)
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.)? [There is 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? [Provide a training program for current and future employees.](#)