

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8/28/2018	1	1		
8/28/2018	1			1
8/28/2018	1	1		
8/28/2018	1	1		
8/29/2018	1	1		
8/29/2018	1	1		
8/29/2018	1			1
8/29/2018	1			1
8/29/2018	1	1		
8/30/2018	1	1		
8/30/2018	1			1
8/30/2018	1		1	
8/30/2018	1			1
8/30/2018	1		1	
8/30/2018	1	1		
Totals	15	8	2	5



Rate %
100.00%
0.00%
100.00%
100.00%
100.00%
100.00%
0.00%
0.00%
100.00%
100.00%
0.00%
0.00%
0.00%
0.00%
100.00%
53.33%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 30%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*			MEMO	Greater than 70% of PN's
Core Clean			#DIV/0!	PART #
Core Dirty			#DIV/0!	PART #
Replace by hold RBH			#DIV/0!	PART # NA # PIECES
				NA
Total Inventory	\$0		#DIV/0!	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		

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	\$0	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
	PLUS THE 13-24 MONTH VALUE	\$0	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ -	#DIV/0!

CDK		Inventory	% of Inventory	Guide
Stocking Status	INVESTMENT	Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*		MEMO		Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory		\$0	#DIV/0!	

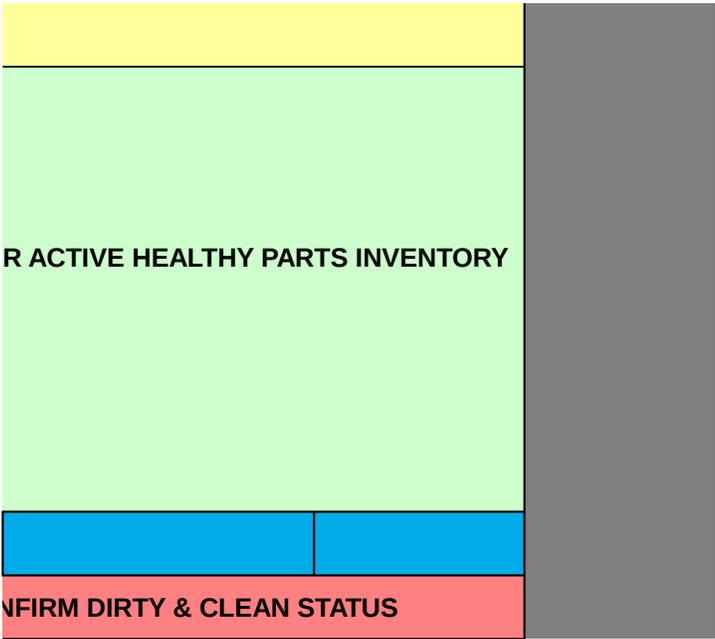
COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK...BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

DEALER TRACK STATUS			MONTH OF:			
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			8.90%		376	\$20,935.00
ACTIVE PARTS: EXCESS STOC			41.10%		6,751	96,471.00
ACTIVE PARTS: UNDERSTOCK			1.80%		394	4,161.00
ACTIVE PARTS: TO PHASE OUT			0.00%		0	0.00
TOTAL ACTIVE PARTS			51.70%		7,521	\$121,567.00
SUPERCEDED W/ON HAND			1.70%		57	4,039.00
INACTIVE W/ON HAND			46.50%		4,022	109,307.00
TOTAL INV. TO SELL			100.00%		11,600	\$234,913.00
CORES ON HAND					65	5,048.00
NEG-ON-HAND					-9	-206
TOTAL OF INVENTORY					11,656	\$239,755.00
PARTS ON OPEN R. O.'S					450	18,686.00
VALUE OF TOTAL INVENTORY					12,106	\$2,971.00
NOT ON FACTORY MASTER					5,406	25,046.00
PARTS WITH OUT COST					10	0

INVENTORY AGING BY LAST SOLD						
			VALUE	%	ACUM %	
NEVER SOLD			436	17.40%	17.40%	
ONE YEAR AGO PLUS			102	4.10%	21.50%	
ELEVEN MONTHS AGO			27	1.10%	22.60%	
TEN MONTHS AGO			82	3.30%	25.90%	
NINE MONTHS AGO			77	3.10%	29.00%	
EIGHT MONTHS AGO			65	2.60%	31.60%	THESE PARTS V

SEVEN MONTHS AGO		95	3.80%	35.40%	
SIX MONTHS AGO		107	4.30%	39.70%	THIS IS YOU
FIVE MONTHS AGO		138	5.50%	45.20%	
FOUR MONTHS AGO		164	6.60%	51.80%	
THREE MONTHS AGO		164	6.60%	58.40%	
TWO MONTHS AGO		173	6.90%	65.30%	
ONE MONTH AGO		303	12.10%	77.40%	
CURRENT MONTH		570	22.80%	100.20%	
TOTAL INVENTORY		2,503	100.20%		
CORES WITH ON HAND		108	81	27	COI

PROFILES BEST OF CLASS		COLOR
		SCORING
		GOOD
70%		WARNING
LESS THAN 1 %		DANGER
LESS THAN 1 %		GREAT
LESS THAN 30%		Seldom used
		OK....BUT..
LOW DBL NUMBERS		OUCH !!!
LESS THAN 30-35%		
LOW PIECE COUNTS		
LOW DBL NUMBERS		
ONE DAYS AVG SALES		
MINIMAL		
MINIMAL		
INSTRUCTORS NOTES		
THIS IS TECHNICAL OBSO		
THIS IS POTENTIAL OBSO		
VILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		



UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment	NADA			
Activity	Value	% of inven	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a
3 to 6 Months		#DIV/0!	included	healthy parts invento
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK...BUT..
- OUCH !!!!!!!!!!



nd active
ory

e obso \$0.00

obso \$0.00

OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class & :

Current Situation

The current situation at Subaru of Rochester is the day supply of parts. We are

Overall Objective:

Our overall objective is lowering the day supply of parts from 71 to 50 days.

Proposed Timeline

Our proposed timeline to decrease our day supply from 70 to 50 is October 31

Action Plan

Our action plan will include 3 steps in the overall goal of lowering the day supply

Requirements

1. Meeting with Dealer: Since I'm the dealer, I have and will continue to meet with Together we have identified a day supply issue and work together on this plan
Action Proposed: Meet weekly to discuss not only the problem address here but an intelligent conversation about the profitability of the parts department.

Meeting with stakeholder(s) (dealership personnel): My fixed ops director will report progress on reducing days supply to our goal of 50 days.

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

Accountability: Monitoring progress:
Who: Fixed ops director and General Manager
What: reducing parts days supply to 50 days

3. By When: December 31, 2018
How: Obsolete return, SOP process and 45 day return policy

Describe checkpoints that have been established to measure progress: We will have a weekly eye report.

4. Daily / Weekly / Bi-weekly / Monthly /

Date(s) for review: 15th of each month, ending Jan 15th, 2019.

5. Estimated cost for implementation: Nothing to start but long term if we don't invest in new equipment

Projected Date of Completion:

December 31, 2018.

Sponsor Signature:

Todd Penzance

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

re currently at a 71 day supply.

, 2018.

ply from 71 to 50 days. First, we will do a \$15,

h my fixed ops director on a daily basis.
i to keep each other accoutable.

out others as well. Have an in-depth and

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

meet with parts team weekly to discuss

eye and General Manager

will measure the progress monthly by the parts

implement this process will cost us in gross, CS

z

