

## First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8/14/2018	5	3	1	1
8/17/2018	4	3	1	0
8/21/2018	9	6	1	2
8/22/2018	8	6	1	1
8/24/2018	9	5	0	1
8/28/2018	6	5	0	1
8/29/2018	7	4	1	2
9/4/2018	5	3	2	0
<b>Totals</b>	<b>53</b>	<b>35</b>	<b>7</b>	<b>8</b>



Rate %
60.00%
75.00%
66.67%
75.00%
55.56%
83.33%
57.14%
60.00%
#DIV/0!
66.04%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$171,524		43.57%	over 70%
Automatic Phase Out	\$116,487		29.59%	Less than 30%
Dealer Phase Out	\$12,457		3%	Less than 1%
Manual Order	\$2,132		1%	Less than 3%
Non Stock Part \$'s	\$70,935		18%	Less than 5%
Non Stock Part #'s*	20405		MEMO	Greater than 70% of PN's
Core Clean	\$20,155		5%	PART # # PIECES
Core Dirty			0%	PART # # PIECES
Replace by hold RBH			0%	PART # NA # PIECES
				NA
Total Inventory	\$393,690		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		0.00%	75%	this is your current a
1-3 Months	\$170,239	77.85%	included	healthy parts invento
4-6 Months	\$48,443	22.15%	23%	
7-9 Months		0.00%	2%	65% Will likely become
10-12 Months		0.00%	included	85% Will likely become
13-24 Months		0.00%	0%	Technically Obsolete
25+ months		0.00%	0%	
TOTAL	\$218,682	100.00%		

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

nd active ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
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	\$ -	0.00%

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock		\$171,524	43.57%	over 70%
Automatic Phase Out		\$116,487	29.59%	Less than 35%
Dealer Phase Out		\$12,457	3.16%	Less than 1%
Manual Order		\$2,132	0.54%	Less than 3%
Non Stock Part \$'s		\$70,935	18.02%	Less than 5%
Non Stock Part #'s*		20,405	MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repape by Hold Not on ADP				NA
Clean Core		\$20,155	5.12%	p/n pieces
Dirty Core			0.00%	
Total Inventory		\$393,690	100.00%	

#### ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	170,239		46%	ACTIVE INVENTORY at 75%
4-6 Months	48,443		13%	ACTIVE INVENTORY at 23%
7-12 Months	38,679		10%	75% will likely become Obso 2%
Over 12 Months	96,645		26%	Technical Obsolescence 2% is g
New parts no sales	19,530		5%	Minimal Amount
Total Inventory	\$373,536		100%	

<b>COLOR SCORING</b>				
<b>GOOD</b>				
<b>WARNING</b>				
<b>DANGER</b>				
<b>GREAT</b>				
<b>Seldom used</b>				
<b>OK....BUT..</b>				
<b>OUCH !!!</b>				
<b>OUCH !!!!!</b>				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		29009.25
uide	PLUS			96,645
	PLUS			19,530
	EQUALS		39%	145184.3

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
<b>INVENTORY AGING BY LAST SOLD</b>							
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</b>	<b>INSTRUCTORS NOTE</b>	
NEVER SOLD				#DIV/0!	#DIV/0!	<b>THIS IS TECHNICAL OI</b>	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	<b>THIS IS POTENTIAL OI</b>	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS: OUT IS SET AT 0 IN 6	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!	
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALT INVENTORY
FIVE MONTHS AGO			#DIV/0!	#DIV/0!	
FOUR MONTHS AGO			#DIV/0!	#DIV/0!	
THREE MONTHS AGO			#DIV/0!	#DIV/0!	
TWO MONTHS AGO			#DIV/0!	#DIV/0!	
ONE MONTH AGO			#DIV/0!	#DIV/0!	
CURRENT MONTH			#DIV/0!	#DIV/0!	
TOTAL INVENTORY			#DIV/0!		
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN





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  
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e obso	\$0.00
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obso	\$0.00
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OBSO	\$0
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	\$0.00	#DIV/0!
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## Departmental Action Plan

Dealership

Academy Week

Class & :

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

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

Accountability: Monitoring progress:

- Who:  
What:  
3. By When:  
How:

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

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of  
Completion:

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

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

