

Erik Kane

DEALER TRACK ARKONA STATUS		MONTH OF:				PROFILES
		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		6.10%	1,834	397	\$28,061.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		28.90%	967	8,721	132,788.00	LESS THA
ACTIVE PARTS: UNDERSTOCKED		5.70%	214	1862	26,088.00	LESS THA
ACTIVE PARTS: TO PHASE OUT		0.00%	0	0	0.00	LESS THA
TOTAL ACTIVE PARTS		40.70%	3,015	10,980	\$186,937.00	70%
SUPERCEDED W/ON HAND		2.30%	66	94	10,362.00	LOW DBL
INACTIVE W/ON HAND		57.00%	2,093	5,450	261,967.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		100.00%	5,174	16,524	\$459,265.00	
CORES ON HAND			41	74	29,545.00	LOW PIEC
NEG-ON-HAND			0	0	0	LOW DBL
TOTAL OF INVENTORY			5,215	16,598	\$488,810.00	
PARTS ON OPEN R. O.'S			551	1120	30,459.00	ONE DAYS
VALUE OF TOTAL INVENTORY			5,766	17,718	\$5,766.00	
NOT ON FACTORY MASTER			3,221	6,173	47,691.00	MINIMAL
PARTS WITH OUT COST			113	27	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %		INS
NEVER SOLD		677	19.70%	19.70%		
ONE YEAR AGO PLUS		193	5.60%	25.30%		THIS
ELEVEN MONTHS AGO		42	1.20%	26.50%		
TEN MONTHS AGO		120	3.50%	30.00%		THIS
NINE MONTHS AGO		75	2.20%	32.20%		
EIGHT MONTHS AGO		101	2.90%	35.10%		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		103	3.00%	38.10%		
SIX MONTHS AGO		128	3.70%	41.80%		
FIVE MONTHS AGO		146	4.20%	46.00%		
FOUR MONTHS AGO		176	5.10%	51.10%		
THREE MONTHS AGO		207	6.01%	57.11%		THIS IS YOUR ACT
TWO MONTHS AGO		350	10.17%	67.28%		
ONE MONTH AGO		381	11.07%	78.35%		
CURRENT MONTH		743	21.59%	99.94%		
TOTAL INVENTORY		3,442	99.94%			Guide is 1.5 Months Suppl
CORES WITH ON HAND		49				CONFIRM DIRT

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technicle OBSO)
NEG-ON-HAND
CLEAN CORE (Provide the # of part #'s and # of pieces)

DIRTY CORE
LOST SALES CALCULATOR VS. ACTUAL
AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)
MONTHS SUPPLY (this calculation is found in the FS template)
GROSS (TOTAL) TURNS (from your FS Template)
TRUE (STOCK) TURNS (from your FS Template)
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

\$33,924 / 78 pieces
\$21235 vs \$4251
7,738
1.87
6.4
3.9
92.36 includes oil changes
70% without one line oil changes

High but close compared to Nissan stores
Need to get up to 8