

## 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)? **My Part's Manager has been through an NADA Seminar**
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it? **Yes. Our Vision Statement is "To bring parts together by growing together, being professional and respectful while going the extra mile".**
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? **No. Our DMS says it is 99%, however, from doing the FTFR manual report**
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)? **80% Inside & 20% Outside**
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? **Part's Manager Monitors Transactions**
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors? **Parts Department Only**
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current? **Yes, we are using retail pricing internally. My Part's Manager Established Policies. Yes, they are current.**
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? **June 9<sup>th</sup>, 2023 - 89.55%**
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**
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, we have a report in our DMS to see our numbers.**

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? **Average Markup 130% We check it daily**
12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated? **Never**
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? **Yes. The day the parts come in we call the customers to notify them other than that we do not have a process.**
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? **We do a Mark of Excellence Test and then we have group training/meetings every other month.**
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? **We have a display board. There currently is no process for this.**
16. What would help you sell more accessories? **Discontinue LPO's**
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? **NO**
19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office? **Perpetual Inventory 2 Bins Per Day. We bill to Parts at Cost.**
20. Are lost sales being tracked in your DMS? Do you have a common definition that all counter people understand? What is your definition? **Yes, we track them. Yes, we now have a common definition. Our goal is 3 lost sales per person per day.**
21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up? **We are not allowed to call the customer when the parts come in.**
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? **My Part's Manager feels that his biggest cause for frozen capital is RIM. \$8278.05**

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.)? **We do not currently have a process.**
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? **5**
25. What is the one thing that your organization can do or provide to help the Parts Manager do their job more effectively? **Someone to help me better understand Phase-In/Phase-Out and analysis by last transaction date.**