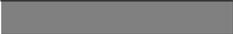


## First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8/1/2018	96	91	1	3
8/2/2018	85	85		0
8/3/2018	92	85		7
8/4/2018	85	79		6
8/6/2018	92	88		4
8/7/2018	89	82	1	7
8/8/2018	95	88		6
8/9/2018	92	82	4	6
8/10/2018	79	74		5
8/11/2018	89	80	2	7
8/13/2018	93	90		3
8/14/2018	97	85	2	10
8/15/2018	85	78		7
8/16/2018	89	78	2	9
8/17/2018	98	92	2	4
<b>Totals</b>	<b>1356</b>	<b>1257</b>	<b>14</b>	<b>84</b>



<b>Rate %</b>
<b>94.79%</b>
<b>100.00%</b>
<b>92.39%</b>
<b>92.94%</b>
<b>95.65%</b>
<b>92.13%</b>
<b>92.63%</b>
<b>89.13%</b>
<b>93.67%</b>
<b>89.89%</b>
<b>96.77%</b>
<b>87.63%</b>
<b>91.76%</b>
<b>87.64%</b>
<b>93.88%</b>
<b>92.70%</b>



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

**REYNOLDS**

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

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

CDK Stocking Status		Inventory	% of Inventory	Guide
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!	

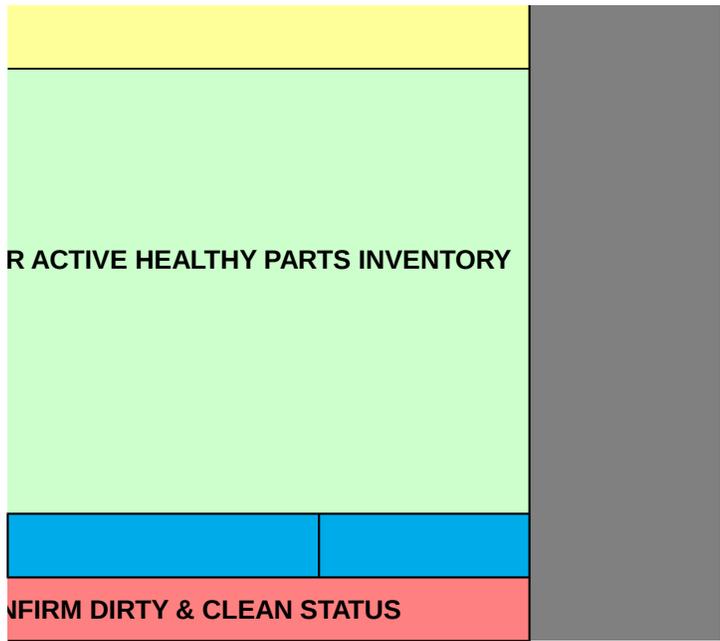
ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total 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 AUGUST			
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			10.01%		1,062	\$33,304.00
ACTIVE PARTS: EXCESS ST			42.90%		11,290	###
ACTIVE PARTS: UNDERSTO			5.40%		1230	17,645.00
ACTIVE PARTS: TO PHASE O			0.00%		0	0.00
TOTAL ACTIVE PARTS			58.40%		13,582	\$191,903.00
SUPERCEDED W/ON HAND			2.10%		377	6,994.00
INACTIVE W/ON HAND			39.50%		3,407	###
TOTAL INV. TO SELL			100.00%			
CORES ON HAND					5	1,755.00
NEG-ON-HAND				0	0	0
TOTAL OF INVENTORY					17,371	\$330,361.00
PARTS ON OPEN R. O.'S					177	7,983.00
VALUE OF TOTAL INVENTORY					17,548	\$3,622.00
NOT ON FACTORY MASTER					4,465	27,387.00
PARTS WITH OUT COST					6	0
<b>INVENTORY AGING BY LAST SOLD</b>						
			VALUE	%	ACUM %	
NEVER SOLD			42,840	12.60%	12.60%	
ONE YEAR AGO PLUS			4,255	1.06%	13.80%	
ELEVEN MONTHS AGO			4,123	1.20%	15.01%	
TEN MONTHS AGO			5,771	1.70%	16.70%	
NINE MONTHS AGO			8,174	2.40%	19.20%	
EIGHT MONTHS AGO			13,801	4.10%	23.20%	THESE PARTS V

SEVEN MONTHS AGO		11,955	3.50%	26.70%	
SIX MONTHS AGO		20,589	6.10%	32.80%	THIS IS YOU
FIVE MONTHS AGO		13,577	4.00%	36.80%	
FOUR MONTHS AGO		16,153	4.70%	41.50%	
THREE MONTHS AGO		22,932	6.70%	48.30%	
TWO MONTHS AGO		23,177	6.80%	55.10%	
ONE MONTH AGO		79,160	23.30%	78.03%	
CURRENT MONTH		73,694	21.70%	100.00%	
TOTAL INVENTORY		340,240	100.00%		
CORES WITH ON HAND		5,220			COM

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		
WILL 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

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**

