

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)? **NADA ACADEMY SEMINAR**
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it? **NO**
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? **64%**
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)? **70% IN, 30% OUT**
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? **Each counter log in is restricted to certain functions**
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors? **Parts Manager & Parts Director**
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current? **Matrix Pricing for internal. Parts manager established after attending NADA Seminar. It is 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? **Retail**
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? **Parts invoices are closed end of month by Parts Manager**
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)? **Operating Report is usually emailed to Parts Manager by the Parts Director. No access to the financial statement.**

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? **We are using Matrix for retail. Parts manager checks monthly to see where we are at.**
12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated? **Maybe Quarterly. We have a company that handles that.**
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? **We do. Parts manager gets the emails and handles them unless he is not here, then the parts team handles it.**
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? **GM Center of Learning - Required to complete quarterly.**
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? **Not really...sometimes we will have a salesperson come to the parts counter with a customer to inquire.**
16. What would help you sell more accessories? **Offer to every sales customer every single time**
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? **Yes - Monthly**
18. Do you know how much each of your Parts salespeople must sell each day just to breakeven? **Yes**
19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office? **Bin Counts, Through the monthly report**
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 & Yes. We are able to sell the parts.**
21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up? **We have been better lately. Just need to make sure we are contacting the customer when parts arrive. Then follow up on missed appointments.**
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? **Returns from bodyshops & SOP's not being picked up / installation \$3531.82**

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.)? **3 hits in 9 months, have RIM set so 1 lost sale = 1 sale.**
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? **6**
25. What is the one thing that your organization can do or provide to help the Parts Manager do their job more effectively? **More hands on training along with more/better staff so he can focus on management. Right now he feels like he is just a glorified counterman. He is doing his old tasks as well as trying to manager the department. Hard to focus on growing the dept and making it more profitable.**