

## Truckworx Parts Department WIG

GOAL—Increase parts department YTD GP% from 21.8 to 24% by 3/31/2018

This would be a 10% GP increase

Measures:

Parts Department GP%

Activities:

- Decrease discounting parts on front and back parts counter
- Review special pricing report daily
- Determine how many “sell” items are we selling vs. other parts on special order report
- Determine why Warranty RO GP% YTD is 19.9%
  - o Are we claiming everything we can?

Keep the Score

- Measure GP% per day, week, month, and YTD
- Use a smiley face or thermometer on whiteboard in my office to measure our progress
- Update whiteboard every day
- Send out weekly updates

Commitment and Accountability

- Incentive of \$100 for all employees if goal achieved by 3/31
- Post each individual daily, weekly, monthly, and YTD GP%
- Cookout 3/31 if we achieve the goal