

## First Time Fill Rate

| DEALERSHIP NAME | NADA Motors | rst time fill rate |          |     |
|-----------------|-------------|--------------------|----------|-----|
| DATE            | RO'S        | 1st Time           | Same Day | Day |
| 9/4/2018        | 6           | 3                  | 2        | 1   |
| 9/6/2018        | 15          | 8                  | 4        | 3   |
| 9/7/2018        | 6           | 2                  | 3        | 1   |
| 9/13/2018       | 9           | 4                  | 3        | 2   |
| 9/14/2018       | 14          | 10                 | 2        | 0   |
|                 |             |                    |          |     |
|                 |             |                    |          |     |
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|                 |             |                    |          |     |
|                 |             |                    |          |     |
| Totals          | 50          | 27                 | 14       | 7   |



| REYNOLDS 2213<br>Stocking Status<br>INVESTMENT |  | Inventory<br>Value | % of Inventory | Guide                    |    |          |
|------------------------------------------------|--|--------------------|----------------|--------------------------|----|----------|
| Normal or Active Stock                         |  |                    | #DIV/0!        | over 70%                 |    |          |
| Automatic Phase Out                            |  |                    | #DIV/0!        | Less than 30%            |    |          |
| 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 |    |          |
| Core Clean                                     |  |                    | #DIV/0!        | PART #                   |    | # PIECES |
| Core Dirty                                     |  |                    | #DIV/0!        | PART #                   |    | # PIECES |
| Replace by hold RBH                            |  |                    | #DIV/0!        | PART #                   | NA | # PIECES |
|                                                |  |                    |                | NA                       |    |          |
| Total Inventory                                |  | \$0                | #DIV/0!        |                          |    |          |
|                                                |  |                    |                |                          |    |          |
|                                                |  |                    |                |                          |    |          |

REYNOLDS

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

|                  |
|------------------|
| GOOD             |
| WARNING          |
| DANGER           |
| GREAT            |
| Seldom used      |
| OK....BUT..      |
| OUCH !!!!!!!!!!! |
| YIKES            |

|                  |                                 |         |         |
|------------------|---------------------------------|---------|---------|
|                  |                                 |         |         |
| nd active<br>ory |                                 |         |         |
|                  | OBSo POSITION MATH DONE BELOW   |         |         |
| obso             | .65 TIMES THE 7-9 MONTH VALUE   | \$0     |         |
| obso             | .85 TIMES THE 10-12 MONTH VALUE | \$0     |         |
|                  | PLUS THE 13-24 MONTH VALUE      | \$0     |         |
|                  | PLUS THE 25+ VALUE   EQUALS     | \$0     |         |
|                  | OBSo AS A % OF TOTAL            | \$    - | #DIV/0! |

| CDK<br>Stocking Status       |  |  | Inventory | % of Inventory | Guide   |                                |               |
|------------------------------|--|--|-----------|----------------|---------|--------------------------------|---------------|
| INVESTMENT                   |  |  | Value     |                |         |                                |               |
| Normal or Active Stock       |  |  | \$217,196 |                | 34.99%  | over 70%                       |               |
| Automatic Phase Out          |  |  | \$223,726 |                | 36.04%  | Less than 35%                  |               |
| Dealer Phase Out             |  |  | \$33,329  |                | 5.37%   | Less than 1%                   |               |
| Manual Order                 |  |  | \$105     |                | 0.02%   | Less than 3%                   |               |
| Non Stock Part \$'s          |  |  | \$107,119 |                | 17.26%  | Less than 5%                   |               |
| Non Stock Part #'s*          |  |  | 5,975     | MEMO           |         | Greater than 70% of PN's       |               |
| No Phase Out<br>Not on ADP   |  |  |           |                |         | NA                             |               |
| Repace by Hold<br>Not on ADP |  |  |           |                |         | NA                             |               |
| Clean Core                   |  |  | \$25,248  |                | 4.07%   | p/n                            | pieces<br>159 |
| Dirty Core                   |  |  | \$14,000  |                | 2.26%   |                                |               |
| Total Inventory              |  |  | \$620,723 |                | 100.00% |                                |               |
| ADP                          |  |  |           |                |         |                                |               |
| Activity                     |  |  | Value \$  | % of Invent    | %       | Notes & Guides                 |               |
| 0-3 Months                   |  |  | 174,468   |                | 29%     | ACTIVE INVENTORY at 75%        |               |
| 4-6 Months                   |  |  | 63,583    |                | 11%     | ACTIVE INVENTORY at 23%        |               |
| 7-12 Months                  |  |  | 82,980    |                | 14%     | 75% will likely become Obso 2% |               |
| Over 12 Months               |  |  | 216,338   |                | 36%     | Technical Obsolescence 2% is g |               |
| New parts no sales           |  |  | 59,309    |                | 10%     | Minimal Amount                 |               |
| Total Inventory              |  |  | \$596,678 |                | 100%    |                                |               |

COLOR  
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

|          |           |    |  |       |
|----------|-----------|----|--|-------|
| is guide | .75 TIMES | \$ |  | 62235 |
|----------|-----------|----|--|-------|

|      |      |  |         |
|------|------|--|---------|
| uide | PLUS |  | 216,338 |
|------|------|--|---------|

|  |      |  |        |
|--|------|--|--------|
|  | PLUS |  | 59,309 |
|--|------|--|--------|

|  |        |     |        |
|--|--------|-----|--------|
|  | EQUALS | 57% | 337882 |
|--|--------|-----|--------|

| DEALER TRACK STATUS          |  |  | MONTH OF: |         | PROFILES BEST OF CLASS |                                                               |                    |
|------------------------------|--|--|-----------|---------|------------------------|---------------------------------------------------------------|--------------------|
|                              |  |  | %         | 0       | PIECES                 | VALUE                                                         |                    |
| ACTIVE PARTS: STOCKED        |  |  | #DIV/0!   |         |                        |                                                               | 70%                |
| ACTIVE PARTS: EXCESS STOCK   |  |  | #DIV/0!   |         |                        |                                                               | LESS THAN 1 %      |
| ACTIVE PARTS: UNDERSTOCK     |  |  | #DIV/0!   |         |                        |                                                               | LESS THAN 1 %      |
| ACTIVE PARTS: TO PHASE OUT   |  |  | #DIV/0!   |         |                        |                                                               | LESS THAN 30%      |
| TOTAL ACTIVE PARTS           |  |  | #DIV/0!   |         |                        |                                                               |                    |
| SUPERCEDED W/ON HAND         |  |  | #DIV/0!   |         |                        |                                                               | LOW DBL NUMBERS    |
| INACTIVE W/ON HAND           |  |  | #DIV/0!   |         |                        |                                                               | LESS THAN 30-35%   |
| TOTAL INV. TO SELL           |  |  | #DIV/0!   |         |                        |                                                               |                    |
| CORES ON HAND                |  |  |           |         |                        |                                                               | LOW PIECE COUNTS   |
| NEG-ON-HAND                  |  |  |           |         |                        |                                                               | LOW DBL NUMBERS    |
| TOTAL OF INVENTORY           |  |  |           |         |                        |                                                               |                    |
| PARTS ON OPEN R. O.'S        |  |  |           |         |                        |                                                               | ONE DAYS AVG SALES |
| VALUE OF TOTAL INVENTORY     |  |  |           |         |                        |                                                               |                    |
| NOT ON FACTORY MASTER        |  |  |           |         |                        |                                                               | MINIMAL            |
| PARTS WITH OUT COST          |  |  |           |         |                        |                                                               | MINIMAL            |
|                              |  |  |           |         |                        |                                                               |                    |
| INVENTORY AGING BY LAST SOLD |  |  |           |         |                        |                                                               |                    |
|                              |  |  | VALUE     | %       | ACUM %                 | INSTRUCTORS NOTE                                              |                    |
| NEVER SOLD                   |  |  |           | #DIV/0! | #DIV/0!                | THIS IS TECHNICAL OI                                          |                    |
| ONE YEAR AGO PLUS            |  |  |           | #DIV/0! | #DIV/0!                |                                                               |                    |
| ELEVEN MONTHS AGO            |  |  |           | #DIV/0! | #DIV/0!                | THIS IS POTENTIAL OI                                          |                    |
| TEN MONTHS AGO               |  |  |           | #DIV/0! | #DIV/0!                |                                                               |                    |
| NINE MONTHS AGO              |  |  |           | #DIV/0! | #DIV/0!                | THESE PARTS WILL BE IN A "AP" STATUS:<br>OUT IS SET AT 0 IN 6 |                    |
| EIGHT MONTHS AGO             |  |  |           | #DIV/0! | #DIV/0!                |                                                               |                    |

|  |                    |  |  |         |         |                                        |  |
|--|--------------------|--|--|---------|---------|----------------------------------------|--|
|  | SEVEN MONTHS AGO   |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | SIX MONTHS AGO     |  |  | #DIV/0! | #DIV/0! | THIS IS YOUR ACTIVE HEALT<br>INVENTORY |  |
|  | FIVE MONTHS AGO    |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | FOUR MONTHS AGO    |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | THREE MONTHS AGO   |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | TWO MONTHS AGO     |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | ONE MONTH AGO      |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | CURRENT MONTH      |  |  | #DIV/0! | #DIV/0! |                                        |  |
|  | TOTAL INVENTORY    |  |  | #DIV/0! |         |                                        |  |
|  | CORES WITH ON HAND |  |  |         |         | CONFIRM DIRTY & CLEAN                  |  |

|                 |             |
|-----------------|-------------|
|                 |             |
| CLASS           | COLOR       |
|                 | SCORING     |
|                 | GOOD        |
|                 | WARNING     |
|                 | DANGER      |
|                 | GREAT       |
|                 | Seldom used |
|                 | OK....BUT.. |
|                 | OUCH !!!    |
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| BSO             |             |
| BSO             |             |
| S IF YOUR PHASE |             |

HY PARTS

STATUS

| UCS SCORECARD                       |                    |  |                |                          |
|-------------------------------------|--------------------|--|----------------|--------------------------|
| Stocking Status<br>Observations     | Inventory<br>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
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- 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

see attached action plan

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 /  $\pm$ Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

3. Who:  
What:  
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.

( $\pm$  Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Darren Potter

Student Number

n338

**PLEASE BE ADVISED  
THIS ASSIGNMENT BY  
IT'S SELF IS WORTH 100  
POINTS.TAKE YOUR  
TIME AND GET IT  
CORRECT**

