

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
9/25/2018	9	5	2	2
9/27/2018	6	5	0	1
9/28/2018	10	7	2	1
10/2/2018	9	4	4	1
10/3/2018	5	5	0	0
10/4/2018	4	3	0	1
10/5/2018	5	3	1	1
10/8/2018	6	4	1	1
Totals	54	36	10	8



Rate %
55.56%
83.33%
70.00%
44.44%
100.00%
75.00%
60.00%
66.67%
#DIV/0!
66.67%



DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		11.60%	249	687	\$19,955.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		10.00%	107	1,603	17,255.00	LESS THA
ACTIVE PARTS: UNDERSTOCKED		0.30%	3	11	581.00	LESS THA
ACTIVE PARTS: TO PHASE OUT		9.40%	287	828	16,229.00	LESS THA
TOTAL ACTIVE PARTS		31.30%	646	3,129	\$53,990.00	70%
SUPERCEDED W/ON HAND		3.00%	48	137	5,258.00	LOW DBL
INACTIVE W/ON HAND		65.70%	1,778	3,873	113,433.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		100.00%	2,472	7,139	\$172,681.00	
CORES ON HAND			23	93	17,671.00	LOW PIEC
NEG-ON-HAND			20	38	2518	LOW DBL
TOTAL OF INVENTORY			2,515	7,194	\$187,834.00	
PARTS ON OPEN R. O.'S			207	338	25,953.00	ONE DAYS
VALUE OF TOTAL INVENTORY			2,722	7,532	\$213,788.00	
NOT ON FACTORY MASTER			2,262	364	2,789.00	MINIMAL
PARTS WITH OUT COST			17	0	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %		INS
NEVER SOLD		25,209	14.90%	14.90%		
ONE YEAR AGO PLUS		61,167	36.10%	51.00%		THIS
ELEVEN MONTHS AGO		3,939	2.30%	53.30%		
TEN MONTHS AGO		3,944	2.33%	55.63%		THIS
NINE MONTHS AGO		3,170	1.87%	57.50%		
EIGHT MONTHS AGO		6,727	3.97%	61.46%		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		3,810	2.25%	63.71%		
SIX MONTHS AGO		6,493	3.83%	67.54%		
FIVE MONTHS AGO		3,905	2.30%	69.84%		
FOUR MONTHS AGO		5,370	3.17%	73.01%		
THREE MONTHS AGO		4,700	2.77%	75.78%		THIS IS YOUR ACT
TWO MONTHS AGO		8,081	4.77%	80.55%		
ONE MONTH AGO		15,578	9.19%	89.73%		
CURRENT MONTH		17,466	10.30%	100.04%		
TOTAL INVENTORY		169,559	100.04%			Guide is 1.5 Months Suppl
CORES WITH ON HAND		17,671				CONFIRM DIRT

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technicle OBSO)
NEG-ON-HAND
CLEAN CORE (Provide the # of part #'s and # of pieces)
DIRTY CORE
LOST SALES CALCULATOR VS. ACTUAL
AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)
MONTHS SUPPLY (this calculation is found in the FS template)

GROSS (TOTAL) TURNS (from your FS Template)
TRUE (STOCK) TURNS (from your FS Template)
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

GUIDES	COLOR
	SCORING
	GOOD
	WARNING
N 1 %	DANGER
N 1 %	GREAT
N 30%	Seldom used
	OK....BUT..
NUMBERS	OUCH !!!
N 30% these are Auto Phase Out Parts	
E COUNTS	
NUMBERS	
AVG SALES	
STRUCTORS NOTES	
IS TECHNICAL OBSO	
IS POTENTIAL OBSO	
AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6	
FIVE HEALTHY PARTS INVENTORY	
y	
Y & CLEAN STATUS (see below)	
awful!! Fail	
FAIL	
	21
	7
	16
FAIL	
	59537
	9.6

1.7
3.43
66.67%

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Currently we are not tracking lost sales. If we do track lost sales its all over the board as far as what is a

Overall Objective:

Track and post all accurate lost sales. This is critical for knowing exactly which parts need to be stocke

Proposed Timeline

I think this can be resolved within 60 days. I think we should have a pretty good feel of it within 30 days.

Action Plan

Define what a true lost sale is to all counter personel. Verify that they understand how to post a lost sale

Requirements

1. We (myself and parts manager) met with the dealer (Shane Huffman) on october 3rd to discuss our goals weekly tracking to ensure that all parties involved are performing job duties to the desireable level.

2. On Tuesday 10/9/2018, we (myself and parts manager) are having a 7am meeting with all parts personel 1 parts manager will train all designated counter personel on what a lost sale is and how it should be post parts personel will report to myself or my parts manager with any questions that may come up with a los a daily basis to ensure that desired goals are achievable. Positive gains are the only thing i can see that tune our stock inventory and ensure that we have the correct parts on the shelves.

3. Greg Chernak (parts manager) will be monitoring progress and reporting to myself on a weekly basis. W running the lost sales report in our DMS. This will be reviewed 2-3 per week initially until the process is t the desired goal, this will be reviewed a few times a month.

4. The lost sale report will be generated and given to all personel involved on every Monday, Wednesday a goal is met, then we will move back monitoring to 1 day per week to ensure that the progress does not f

5. There is no associated costs with this program. If anything, there will be an increase in gross and net be

Projected Date of Completion: 11/30/2018

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

If lost sales are tracked the way they should be, we should see an increase in all categories. Sales and gross will be higher | aftermarket parts being used. CSI will be higher because more parts will be stocked and less customers will have to wait or

rover

lost sale.

d on any given month.

. Once they understand how to post a true lo

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

[Redacted]

s. The dealer wants to be involved with the

[Redacted]

to roll out our goals and expectations. My
ed. Once training has been rolled out, all
st sale. We will need to stay on top of this on
can come out of this. We will be able to fine

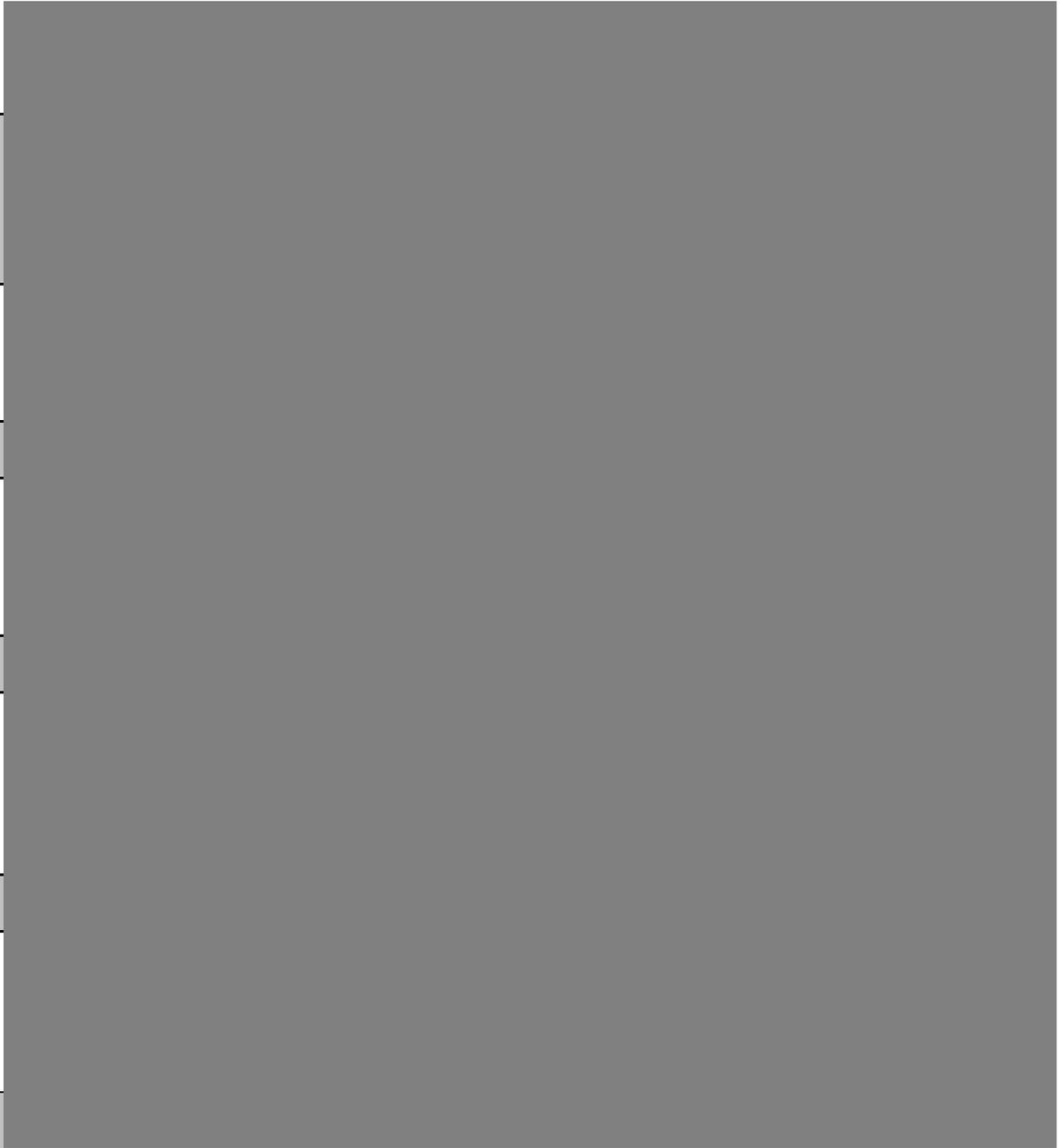
[Redacted]

e will be tracking these lost sales by
to the desired goal. Once the process is to

[Redacted]

nd Friday for the first 30 days. If the desired
all off.

[Redacted]



because we will have achieved the proper stock



because of lower emergency purchases and
leave their car for extra days.

