

First Time Fill Rate

Austin Foote 338-27

DEALERSHIP NAME	Maguire Nissar	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
9/3/2018	5	1	1	3
9/4/2018	5	2	1	2
9/5/2018	5	1	3	2
9/6/2018	5	3	1	1
9/7/2018	5	2	0	3
9/10/2018	5	0	3	2
9/11/2018	5	1	4	0
9/12/2018	5	3	1	1
9/13/2018	5	5	0	0
9/14/2018	5	3	1	1
Totals	50	21	15	15



Rate %
20.00%
40.00%
20.00%
60.00%
40.00%
0.00%
20.00%
60.00%
100.00%
60.00%
#DIV/0!
42.00%



CDK				
Stocking Status	Inventory Value	% of Inventory	Guide	COLOR SCORING
INVESTMENT				
Normal or Active Stock	\$43,949	20.34%	over 70%	GOOD
Automatic Phase Out	\$49,679	22.99%	Less than 30%	WARNING
Dealer Phase Out	\$7,322	3.39%	Less than 1%	DANGER
Manual Order	\$177	0.08%	Less than 3%	GREAT
Non Stock Part \$'s	\$114,965	53.20%	Less than 5%	Seldom used
Non Stock Part #'s*	12,285	84.39%	Greater than 70% of PN's	OK....BUT..
Clean Core	\$0	0.00%	# PIECES	PART #
Dirty Core	\$0	0.00%		
Total Inventory	\$216,092	100.00%		ouch!!!

Activity	Value \$	%	Notes & Guides
0-3 Months	67,858	31%	ACTIVE INVENTORY at 75%
4-6 Months	20,730	10%	ACTIVE INVENTORY at 23%
7-12 Months	49,087	23%	75% will likely become Obso 2% is guide
Over 12 Months	53,041	25%	Technical Obsolescence 2% is guide
New parts no sales	25,376	12%	Minimal Amount
Total Inventory	216,092	100%	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	FAIL
NEG-ON-HAND (MINUS-ON-HAND)	PASS
CLEAN CORE	PASS
DIRTY CORE (RDCI) OR DONE MANUALLY	PASS
LOST SALES CALCULATOR VS. ACTUAL	PASS
AVERAGE STOCK ORDER (Obtain data from	PASS
MONTHS SUPPLY (This calculation from you	FAIL
GROSS (TOTAL) TURNS (from your FS Temp	FAIL
TRUE (STOCK) TURNS (from your FS Temp	FAIL
FTFR (FIRST TIME FILL RATE)	FAIL

OBSO POSITION			
.75 TIMES	\$		36815.25
PLUS			53,041
PLUS			25,376
EQUALS		53%	115232.3



