

Index

Click on the Page

[Formulas](#)

[LOST SALE CALC](#)

[PERFORMA](#)

[FTFR](#)

[RR Scorecard](#)

[ADP Scorecard](#)

[ARKONA Scorecard](#)

[UCS Scorecard](#)

[PARTS DEPT ACTION PLAN](#)

[Acura](#)

[Audi](#)

[BMW](#)

[Chrysler](#)

[Ford](#)





First Time Fill Rate

Premier Truck Group of Dallas (South)		First time fill rate		74%	
DATE	# OF RO'S	RO's Filled 1st Time	RO's Filled Same Day	RO's Not Filled Same Day	Did we track lost sale or emergency purchase the part
5/10/2017	20	15	0	5	Yes
5/11/2017	10	5	0	5	Yes
5/12/2017	20	17	0	3	Yes
Totals	50	37	0	13	

DMS SCORECARD						
Stocking Status			Inventory		% of Inventory	
INVESTMENT			Value			
Normal or Active Stock			\$3,303,252		83.63%	over 70%
Automatic Phase Out			\$74,767		1.89%	Less than 30
Dealer Phase Out			\$24,152		0.61%	Less than 10
Manual Order			\$37,391		0.95%	Less than 30
Non Stock Part \$'s			\$510,250		12.92%	Less than 50
Non Stock Part #'s*			18,823		56.93%	Greater than 70%
Clean Core			\$386,338		9.78%	p/n pieces
Dirty Core			\$299,331		7.58%	
Total Inventory			\$3,949,812		100.00%	
Activity			Value \$	% of Invent	%	Notes & G
0-3 Months			3,308,511		84%	ACTIVE INVENTORY
4-6 Months			218,689		6%	ACTIVE INVENTORY
7-12 Months			246,379		6%	75% will likely becom
Over 12 Months			77,379		2%	Technical Obsolesce
New parts no sales			98,854		3%	Minimal Amount
Total Inventory			\$3,949,812		100%	

	COLOR SCORING
	GOOD
%	WARNING
%	DANGER
%	GREAT
%	Seldom used
of PN's	OK....BUT..
	OUCH !!!!!
	ouch!!!
guides	
at 75%	
at 23%	
ne Obso 2% is guide	
nce 2% is guide	

OBSO POSITION			
.75 TIMES \$			184784.3
PLUS			77,379
PLUS			98,854
EQUALS	9%		361017.2

Departmental Action Plan

Dealership **Premier Truck Group of Dallas (South)**

Student Name **Brian Melson**

Academy Week **ATD Fixed Operations 1 - Parts**

Class & Student Number **P201-10**

Current Situation

Using March 2017 Monthly Summary Report, we identified parts with negative on-hand as an area for improvement. As of 3/31/17, we had 106 part numbers, 4,811 pieces that made up (\$22,615.57) of negative inventory. We have identified some key items that are causing this issue: 1. Countermen are forcing parts on RO's/Ticket instead of putting on backorder 2. Billing parts on jobs before receiving into inventory 3. Procedural issue is we require prepayment on SOP's for cash customers 4. Wurth vending machines are consignment parts that are billed weekly 5. Human error - data entry or an example would be Freon is purchased as 30lb jugs but sold through the shop at 1lb increments

Overall Objective:

Eliminate 80% of part #'s with negative on-hand. The reason we recommend 80% is because you will always have Wurth parts (approx 25) that are dispensed through the vending machine as consignment inventory.

Proposed Timeline

We propose that by June 1st, this objective will be met.

Action Plan

1. Train countermen how to properly order parts not on hand 2. Work with inventory controller to identify and implement review process 3. Designate employee on weekend/night shift to receive parts in inventory

Requirements

1. Discussed action plan with GM and Parts Manager to get buy-in. Identify the key personnel to whom this responsibility will fall on.

2. Kickoff meeting with Parts Manager, Inventory Controller and Lead Countertermen (2) to explain the initiative and to give directive as to how to rollout the action plan. Parts Manager will train Inventory Controller and identify parts that are exceptions. Lead Countertermen will train countertermen on how to properly bill out back ordered parts. Parts Manager to designate and train night/weekend employee to receive parts.

3. Parts Manager will be responsible for monitoring progress. Inventory Controller and Lead Countertermen will meet weekly with PM to discuss progress and any issues that arise. The goal is to have the process in place in April and to start seeing results by EOM. We will measure the success by using EOM Summary Report.

4. Parts Manager meets with his personnel weekly and provides reports to GM bi-weekly. Controller will review with management during MOR meetings to track progress. At EOM April, there were 84 parts with negative on-hand, 1,984 pieces and a (\$16,133.06) inventory value (29% improvement in \$)

5. We feel with the current personnel we can implement and monitor without adding any expense.

Projected Date of Completion: **6/1/2017**

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / 1. To improve the process and train countertermen how to properly back order parts will help the following: A. Capture lost sales B. Improve inventory accuracy C. Increase in back counter fill rate D. Improve CSI 2. Improve overall inventory integrity and monthly inventory reconciliation.