This document was exported from Numbers. Each table was converte[...]
objects on each Numbers sheet were placed on separate worksheets [...]
calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
First Time Fill Rate (FTFR)	
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	Table 1

ed to an Excel worksheet. All other
. Please be aware that formula

Excel Worksheet Name

First Time Fill Rate (FTFR)

CDK

REYNOLDS

AUTO MATE

AUTOSOFT

DEALERTRACK

LIGHTYEAR

PBS

UCS

PARTS DEPT ACTION PLAN

First Time Fill Rate

DEALERSHIP NAME NADA Motors rst time fill rate

DATE	RO'S	1st Time	Same Day	Day
Totals	**0**	**0**	**0**	**0**

0

Rate %
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!

CDK Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	COLOR SCORING
Normal or Active Stock		#DIV/0!	over 70%	GOOD
Automatic Phase Out		#DIV/0!	Less than 30%	WARNING
Dealer Phase Out		#DIV/0!	Less than 1%	DANGER
Manual Order		#DIV/0!	Less than 3%	GREAT
Non Stock Part $'s		#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*			Greater than 70% of PN's	OK….BUT..
Clean Core		#DIV/0! # PIECES	PART #	OUCH !!!!!!
Dirty Core		#DIV/0!		
Total Inventory	$0	#DIV/0!		ouch!!!

Activity	Value $	%	Notes & Guides
0-3 Months		#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months		#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months		#DIV/0!	75% will likely become Obso 2% is guide
Over 12 Months		#DIV/0!	Technical Obsolescence 2% is guide
New parts no sales		#DIV/0!	Minimal Amount
Total Inventory	0	#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat Pass or Fail ?

OBSO POSITION (LINES 20-22 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (RDCI) OR DONE MANUALLY

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (Obtain data from

MONTHS SUPPLY (This calculation from yo

GROSS (TOTAL) TURNS (from your FS Tem

TRUE (STOCK) TURNS (from your FS Temp

FTFR (FIRST TIME FILL RATE)

OBSO POSITION

.75 TIMES $		**0**
PLUS		**0**
PLUS		**0**
EQUALS	**#DIV/0!**	**0**

REYNOLDS 2213 Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	GOOD WARNING DANGER
Normal or Active Stock		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom used
Dealer Phase Out		#DIV/0!	Less than 1%	OK….BUT..
Manual Order		#DIV/0!	Less than 3%	OUCH !!!!!!!!!!
Non Stock Part $'s		#DIV/0!	Less than 5%	YIKES
Non Stock Part #'s*			Greater than 70% of PN's	
Core Clean		#DIV/0! pn	pieces	
Core Dirty		#DIV/0! pn	pieces	
Replace by hold RBH		#DIV/0! pn	NA pieces	
			NA	
Total Inventory	$0	#DIV/0!		

	REYNOLDS	NADA		
Activity	Value	% of inventor	Guide	Notes
Current		#DIV/0!	75%	this is your current and active
1-3 Months		#DIV/0!	included	healthy parts inventory
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become obso
10-12 Months		#DIV/0!	included	85% Will likely become obso
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	$0	#DIV/0!		

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat   PASS/ FAIL

OBSO POSITION (LINES 23-26 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (NEEDED FOR FS

MONTHS SUPPLY (FS TEMPLATE)

GROSS (TOTAL) TURNS (from your FSTemp

TRUE (STOCK) TURNS (from your FS Temp

FTFR (FIRST TIME FILL RATE) (from your pa

OBSO POSITION MATH DONE BELOW

.65 TIMES THE 7-9 MONTH VALUE	$0	
.85 TIMES THE 10-12 MONTH VALUE	$0	
PLUS THE 13-24 MONTH VALUE	$0	
PLUS THE 25+ VALUEEQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

	AUTO MATE			GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Active parts		#DIV/0!	over 70%	GREAT
Auto Phase Out Parts		#DIV/0!	Less than 30%	Seldom us
Dealer Phase Out Parts		#DIV/0!	Less than 1%	OK….BUT
Manual Order Parts		#DIV/0!	Less than 3%	OUCH !!!!!!
Non Stock Part $'s		#DIV/0!	Less than 5%	YIKES
Non Stock Part #'s*			Greater than 70% of PN's	
Core Clean		#DIV/0! pn	pieces	
Core Dirty		#DIV/0! pn	pieces	
		#DIV/0!		
Total Inventory	$0	#DIV/0!		

	AUTO MATE	AUTO MATE	NADA	
Activity	Value	% of inver	Guide	Notes
		#DIV/0!		this is your current and active
Current to 3 Months		#DIV/0!	75%	healthy parts inventory
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become obso
10-12 Months		#DIV/0!	included	85% Will likely become obso
over 12 Months		#DIV/0!	0%	Technically Obsolete
		#DIV/0!		
TOTAL	$0	#DIV/0!		

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat   PASS/ FAI

OBSO POSITION (LINES 23-25 FROM ABOVE)

CLEAN CORE

DIRTY CORE

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)

MONTHS SUPPLY (FS TEMPLATE)

GROSS (TOTAL) TURNS (from your FSTemplate)

TRUE (STOCK) TURNS (from your FS Template)

FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

sed

Additional Data Available From Auto Mate

!!!!!

			$ Value	Grade
DP2	**Total Idle Capital**		0	
DP3	**Negative On Hand**		0	
DP4	**Parts with no bin**		0	
DP5	**Parts with no cost**		0	
DP6	**Monthly Closing Inv Value**		0	
DP7	**Lost Sales**		0	
Value of Stocking parts with MNS 6-11 Mo.			0	
Value of Stocking parts with MNS 12 Plus			0	
Value of Non-Stock Parts w MNS 3-5			0	
Value of Non-Stock Parts w MNS 6-8			0	
Value of Non-Stock Parts w MNS 9-11			0	
Value of Non-Stock Parts w MNS 12 Plus			0	
			0	

OBSO POSITION MATH DONE BELOW

.65 TIMES THE 7-9 MONTH VA **$0**

.85 TIMES THE 10-12 MONTH **$0**

PLUS THE 13-24 MONTH VALU **$0**

PLUS THE 25+ VALLEQUALS **$0**

OBSO AS A % OF TOTAL **$** **-** **#DIV/0!**

L

AUTO SOFT

Stocking Status	Inventory Value	% of Inventory	Guide
INVESTMENT			
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*			Greater than 70% of PN's
No Phase Out			NA
Repace by Hold			NA
Clean Core		#DIV/0! # PIECES	PART #
Dirty Core		#DIV/0!	
Total Inventory	$0	#DIV/0!	

AUTO SOFT

Activity from Source	Value $	% of Inver	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
13-18 Months			#DIV/0!	Technical Obsolescence 2% is gu
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory			#DIV/0!	

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

COLOR

SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK….BUT..

OUCH !!!

OUCH !!!!!!

ouch!!!

OBSO POSITION

is guide	**.75 TIMES $**		**0**
uide	**PLUS**		**0**
	PLUS		**0**
	EQUALS	**#DIV/0!**	**0**

Pass or Fail ?

DEALER TRACK ARKONA STATUS	MONTH OF:				PROFILES
	%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED	10.18%	1,975	4,234	$126,319.10	See 9 D
ACTIVE PARTS: EXCESS STOCK	73.96%	5,484	16,518	917,600.65	LESS THA
ACTIVE PARTS: UNDERSTOCKED	3.77%	282	3751	46,819.78	LESS THA
ACTIVE PARTS:TO PHASE OUT	1.15%	138	24,635	14,290.46	LESS THA
TOTAL ACTIVE PARTS	89.07%	7,879	24,635	###	70%
SUPERCEDED W/ON HAND	0.62%	29	46	7,712.73	LOW DBL
INACTIVE W/ON HAND	10.25%	943	1,896	127,164.29	LESS THA
INACTIVE PART NUMBER # AND %					
TOTAL INV. TO SELL	99.94%	8,851	26,577	###	
CORES ON HAND					LOW PIEC
NEG-ON-HAND					LOW DBL
TOTAL OF INVENTORY		8,859	26,593	###	
PARTS ON OPEN R. O.'S		601	842	35,942.66	ONE DAYS
VALUE OF TOTAL INVENTORY		9,460	27,435	###	
NOT ON FACTORY MASTER		45		0.00	MINIMAL
PARTS WITH OUT COST		46	100	0	MINIMAL

INVENTORY AGING BY LAST SOLD

	VALUE	%	ACUM %	INSTR
NEVER SOLD	24,311	1.95%	1.95%	
ONE YEAR AGO PLUS	1,426	0.11%	2.07%	THIS IS
ELEVEN MONTHS AGO	12	0.00%	2.07%	
TEN MONTHS AGO	4,382	0.35%	2.42%	THIS IS
NINE MONTHS AGO	19,954	1.60%	4.02%	
EIGHT MONTHS AGO	20,082	1.61%	5.63%	THESE PARTS WILL BE IN A "AP"
SEVEN MONTHS AGO	30,962	2.49%	8.12%	
SIX MONTHS AGO	41,260	3.31%	11.43%	
FIVE MONTHS AGO	38,979	3.13%	14.56%	
FOUR MONTHS AGO	67,709	5.43%	19.99%	
THREE MONTHS AGO	83,402	6.69%	26.69%	THIS IS YOUR ACTIV
TWO MONTHS AGO	155,266	12.46%	39.15%	
ONE MONTH AGO	573,390	46.02%	85.17%	
CURRENT MONTH	184,738	14.83%	100.00%	
TOTAL INVENTORY	1,245,873	%		Guide is 1.5 Months Supply
CORES WITH ON HAND				CONFIRM DIRTY &

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)

COLOR

S GUIDES   **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

S AVG SALES

UCTORS NOTES

TECHNICAL OBSO

POTENTIAL OBSO

STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6

E HEALTHY PARTS INVENTORY

CLEAN STATUS (see below)

Pass or Fail ?

Pass

Lightyear

Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	COLOR SCORING
Normal or Active Stock		#DIV/0!	over 70%	GOOD
Automatic Phase Out		#DIV/0!	Less than 30%	WARNING
Dealer Phase Out		#DIV/0!	Less than 1%	DANGER
Manual Order		#DIV/0!	Less than 3%	GREAT
Non Stock Part $'s		#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*			Greater than 70% of PN's	OK….BUT..
No Phase Out			NA	OUCH !!!
			NA	
Clean Core		#DIV/0! # PIECES **PART #**		OUCH !!!!!!
Dirty Core		#DIV/0!		
Total Inventory	$0	#DIV/0!		ouch!!!

Lightyear

Activity	Value $	% of Inver	%	Notes & Guides
1-2 Months			#DIV/0!	ACTIVE INVENTORY at 75%
3-5 Months			#DIV/0!	ACTIVE INVENTORY at 23%
6-11 Months			#DIV/0!	75% will likely become Obso 2% is guide
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is guide
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory			#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat   Pass or Fail ?

OBSO POSITION (LINES 20-22 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (RDCI) OR DONE MANUALLY

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (Obtain data from your OE)

MONTHS SUPPLY (This calculation from your FS Template)

GROSS (TOTAL) TURNS (from your FS Template)

TRUE (STOCK) TURNS (from your FS Template)

FTFR (FIRST TIME FILL RATE) (This is a post class assignment)

I

	OBSO POSITION	
.75 TIMES $		**0**
PLUS		**0**
PLUS		**0**
EQUALS	**#DIV/0!**	**0**

I

PBS SCORECARD

Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	GOOD WARNING DANGER
Stock Parts		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom used
		#DIV/0!		OK….BUT..
Manual Order		#DIV/0!	Less than 3%	OUCH !!!!!!!!!!
Test Part $'s		#DIV/0!	Less than 5%	YIKES
Test Part #'s*			Greater than 70% of PN's	
Core Parts		#DIV/0! pn	pieces	
Core Dirty		#DIV/0! pn	pieces	
Superseded Parts		#DIV/0! pn	NA pieces	
			NA	
Total Inventory	$0	#DIV/0!		

REYNOLDS

Activity	Value	% of inver	NADA Guide	Notes	
Current		#DIV/0!	75%	this is your current and active	
1-3 Months		#DIV/0!	included	healthy parts inventory	
4-6 Months		#DIV/0!	23%		OBSO POSITION MATH DONE BELOW
7-9 Months		#DIV/0!	2%	65% Will likely become obso	.65 TIMES THE 7-9 MONTH VA $0
10-12 Months		#DIV/0!	included	85% Will likely become obso	.85 TIMES THE 10-12 MONTH $0
13-24 Months		#DIV/0!	0%	Technically Obsolete	PLUS THE 13-24 MONTH VALL $0
25+ months		#DIV/0!	0%		PLUS THE 25+ VALLEQUALS $0
TOTAL	$0	#DIV/0!			OBSO AS A % OF TOTAL $ -

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat   PASS/ FAIL

OBSO POSITION (LINES 23-26 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)

MONTHS SUPPLY (FS TEMPLATE)

GROSS (TOTAL) TURNS (from your FSTemplate)

TRUE (STOCK) TURNS (from your FS Template)

FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

#DIV/0!

UCS SCORECARD

Stocking Status Observations	Inventory Value	% of Inventory	Guide	GOOD WARNING DANGER
Active Stock (0-6 month activity)			over 70%	GREAT
Zero Guide (Auto Phase out)			Less than 30%	Seldom used
No bin Location Parts			Less than 1%	OK….BUT..
Manual Order Review			Less than 3%	OUCH !!!!!!!!!!
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?	
			NA	
			NA	
Total Inventory	$0			
EXTRA LINES				
EXTRA LINES				

UCS

Investment Activity	Value	% of inver	NADA Guide	Notes	
Current TO 3 Months		#DIV/0!	75%	this is your current and active	
3 to 6 Months		#DIV/0!	included	healthy parts inventory	
6-9 Months		#DIV/0!	23%	65% Will likely become obso	$0.00
9-12 Months		#DIV/0!	2%	85% Will likely become obso	$0.00
12 Months + Over		#DIV/0!	included	This is your Technical OBSO	$0
		#DIV/0!			
		#DIV/0!			
TOTAL	$0	#DIV/0!			$0.00

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat   Pass or Fail ?

OBSO POSITION (LINES 23-26 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts)

CLEAN CORE

DIRTY CORE

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER

MONTHS SUPPLY

GROSS (TOTAL) TURNS (from your FS templa

TRUE (STOCK) TURNS (from your FS Templat

FTFR (FIRST TIME FILL RATE) (from your par

#DIV/0!

Departmental Action Plan

Dealership

Academy Week   **Class & S**

Current Situation

Overall Objective:

Proposed Timeline

Describe necessary actions to reach desired result:

Action Plan

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 / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:
Who:
What:
3. **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.   (± Metrics)
Impact Areas:
Sales   /   Gross   /   Expenses   /   Net Profit   /   CSI   /

Student Name

Student Number

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