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!
#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	Pass or Fail ?
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 Temp				
TRUE (STOCK) TURNS (from your FS Templ				
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

Activity	Value	% of inventory	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%	
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 FSTempl	
TRUE (STOCK) TURNS (from your FS Templ	
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+ VALUE EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

AUTO MATE Stocking Status INVESTMENT	Inventory Value		% of Inventory	Guide		
					GOOD	
					WARNING	
					DANGER	
Active parts			#DIV/0!	over 70%	GREAT	
Auto Phase Out Parts			#DIV/0!	Less than 30%	Seldom u:	
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

Activity	AUTO MATE Value		% of inver	NADA 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)					

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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+ VALU EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

L

AUTO SOFT Stocking Status INVESTMENT	Inventory 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*				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% i	
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			
s guide	.75 TIMES	$		0
ide	PLUS			0
	PLUS			0
	EQUALS	#DIV/0!		0

Pass or Fail ?

DEALER TRACK ARKONA	MONTH OF:					PROFILES
STATUS						
		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		23.68%	384	545	$35,656.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		42.32%	520	5,506	63,715.00	LESS THA
ACTIVE PARTS: UNDERSTOCKED		1.22%	62	119	1,840.00	LESS THA
ACTIVE PARTS:TO PHASE OUT		0.00%	0	0	0.00	LESS THA
TOTAL ACTIVE PARTS		67.22%	966	6,170	$101,211.00	70%
SUPERCEDED W/ON HAND		1.04%	22	71	1,562.00	LOW DBL
INACTIVE W/ON HAND		25.35%	546	1,188	38,164.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		93.61%	1,534	7,429	$140,938.00	
CORES ON HAND		0.0638956	36	50	9,620.00	LOW PIEC
NEG-ON-HAND			0	0	0	LOW DBL
TOTAL OF INVENTORY			1,570	7,479	$150,558.00	
PARTS ON OPEN R. O.'S			391	553	34,543.00	ONE DAYS
VALUE OF TOTAL INVENTORY			1,961	8,032	$185,101.00	
NOT ON FACTORY MASTER			1,832	2,683	8,862.00	MINIMAL
PARTS WITH OUT COST			124	0	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %	INS
NEVER SOLD		12,349	8.77%	8.77%	
ONE YEAR AGO PLUS		9,294	6.60%	15.37%	THIS
ELEVEN MONTHS AGO		705	0.50%	15.87%	
TEN MONTHS AGO		2,323	1.65%	17.52%	THIS
NINE MONTHS AGO		1,206	0.86%	18.37%	
EIGHT MONTHS AGO		1,871	1.33%	19.70%	THESE PARTS WILL BE IN A ".
SEVEN MONTHS AGO		3,208	2.28%	21.98%	
SIX MONTHS AGO		6,985	4.96%	26.94%	
FIVE MONTHS AGO		7,924	5.63%	32.57%	
FOUR MONTHS AGO		8,279	5.88%	38.45%	THIS IS YOUR ACT
THREE MONTHS AGO		6,356	4.51%	42.96%	
TWO MONTHS AGO		9,161	6.51%	49.46%	
ONE MONTH AGO		18,126	12.87%	62.34%	
CURRENT MONTH		53,045	37.67%	100.00%	
TOTAL INVENTORY		140,830	100.00%		Guide is 1.5 Months Supp
CORES WITH ON HAND		9,620			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)	

	COLOR
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	
CE COUNTS	
NUMBERS	
S AVG SALES	

STRUCTORS NOTES

IS TECHNICAL OBSO

IS POTENTIAL OBSO

AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6

TIVE HEALTHY PARTS INVENTORY

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Y & CLEAN STATUS (see below)

Pass or Fail ?
Fail
P
p
p
fail
p

p
p
p
p

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)	

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

PBS SCORECARD					
Stocking Status	Inventory	% of Inventory	Guide		GOOD
INVESTMENT	Value				WARNING
					DANGER
Stock Parts		#DIV/0!	over 70%		GREAT
Automatic Phase Out		#DIV/0!	Less than 30%		Seldom u
		#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%	
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/ FAI
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)				

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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+ VALU EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

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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
9-12 Months		#DIV/0!	2%	85% Will likely become obso
12 Months + Over		#DIV/0!	included	This is your Technical OBSO
		#DIV/0!		
		#DIV/0!		
TOTAL	$0	#DIV/0!		

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 templat	
TRUE (STOCK) TURNS (from your FS Templat	
FTFR (FIRST TIME FILL RATE) (from your part	

$0.00	
$0.00	
$0	
$0.00	#DIV/0!

Departmental Action Plan

Dealership

Academy Week   **Class &**

Current Situation

Overall Objective:

Proposed Timeline

Action Plan   **Describe necessary actions to reach desired result:**

Requirements

1. Meeting with Dealer:

Action Proposed:

2. Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

3. Accountability: Monitoring progress:
Who:
What:
By When:
How:

4. Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

Date(s) for review:

5. Estimated cost for implementation:
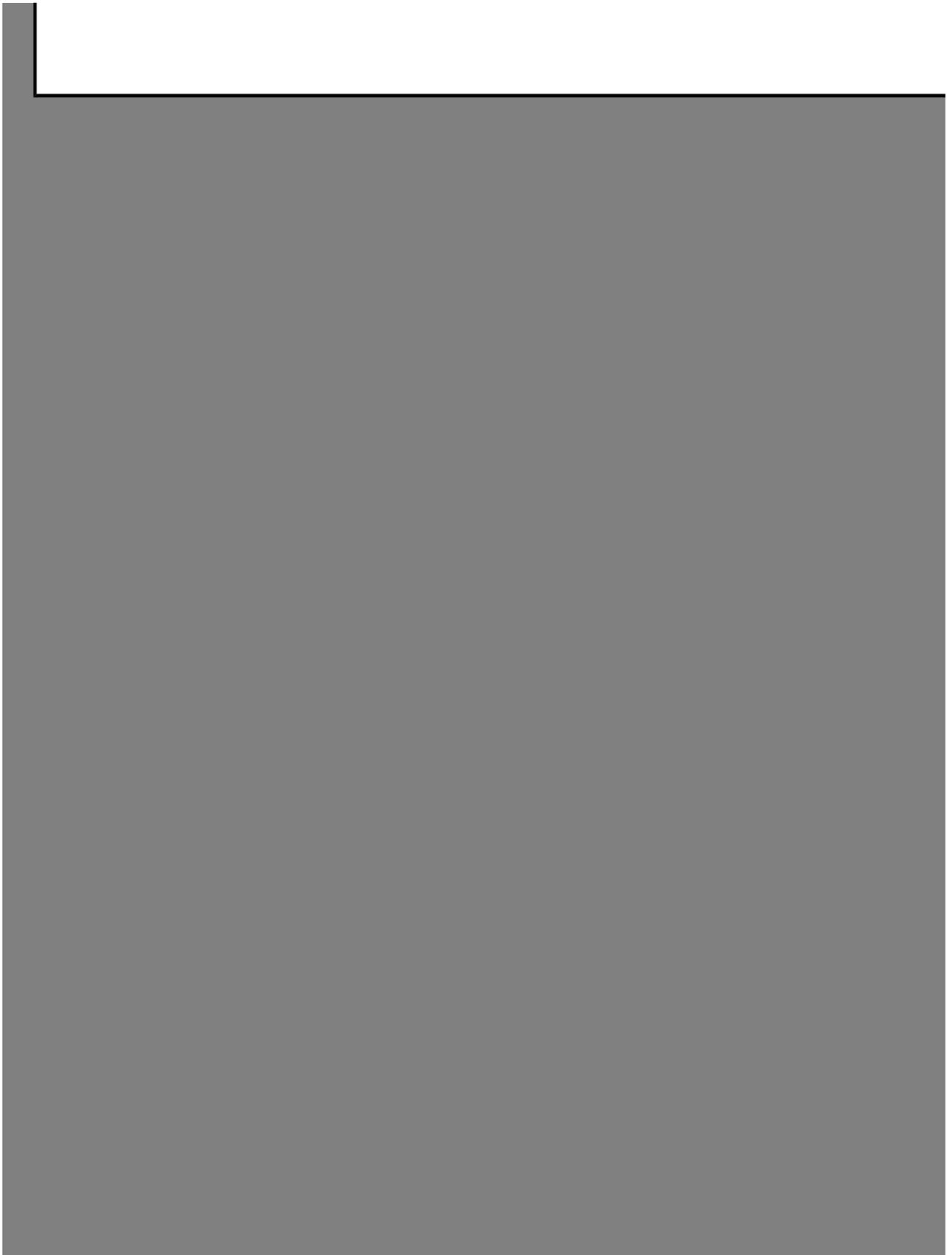
Projected Date of Completion:

Sponsor Signature:

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

Impact Areas:
Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number