

## First Time Fill Rate

DEALERSHIP NAME	Haley Chevrolet	72.00%		
DATE	RO'S	1st Time	Same Day	Day
10/4/2018	5	3	1	1
10/5/2018	5	4	1	0
###	5	4	1	1
###	5	2	2	1
###	5	4	0	1
###	5	5	0	0
###	5	4	1	0
###	5	3	2	0
###	5	4	1	0
###	5	3	0	2
<b>Totals</b>	<b>50</b>	<b>36</b>	<b>9</b>	<b>6</b>



<b>Rate %</b>
<b>60.00%</b>
<b>80.00%</b>
<b>80.00%</b>
<b>40.00%</b>
<b>80.00%</b>
<b>100.00%</b>
<b>80.00%</b>
<b>60.00%</b>
<b>80.00%</b>
<b>60.00%</b>
<b>#DIV/0!</b>
<b>72.00%</b>



CDK			
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
Clean Core		#DIV/0!	# PIECES    PART #
Dirty Core		#DIV/0!	
Total Inventory	\$0	#DIV/0!	

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 g
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
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 you
GROSS (TOTAL) TURNS (from your FS Temp
TRUE (STOCK) TURNS (from your FS Templ
FTFR (FIRST TIME FILL RATE)

**COLOR SCORING**

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

**OK....BUT..**

**OUCH !!!!!**

ouch!!!

uide

**OBSO POSITION**

.75 TIMES \$ 0

PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

REYNOLDS 2213			
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
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 a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
<b>TOTAL</b>	<b>\$0</b>	<b>#DIV/0!</b>		
<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				
OBSCO 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 FS Templa				
TRUE (STOCK) TURNS (from your FS Templa				
FTFR (FIRST TIME FILL RATE) (from your par				







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**

Activity	AUTO MATE	NADA		Notes
	Value	% of inven	Guide	
		#DIV/0!		this is your current and active healthy parts inventory
Current to 3 Months		#DIV/0!	75%	
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!		
<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				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 FS Template)				
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 M	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 VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OBSO AS A % OF TOTAL	\$ -	#DIV/0!

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 Inven	%	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
13-18 Months			#DIV/0!	Technical Obsolescence 2% is gui
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory			#DIV/0!	

<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>
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		10.07%	564	689	\$39,516.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		49.58%	1,583	11,810	194,534.00	LESS THA
ACTIVE PARTS: UNDERSTOCKED		1.93%	188	200	7,583.00	LESS THA
ACTIVE PARTS: TO PHASE OUT		14.53%	885	1,709	57,000.00	LESS THA
TOTAL ACTIVE PARTS		76.11%	3,220	14,408	\$298,633.00	70%
SUPERCEDED W/ON HAND		0.98%	34	107	3,829.00	LOW DBL
INACTIVE W/ON HAND		20.65%	845	3,205	81,028.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		97.74%	4,099	17,720	\$383,490.00	
CORES ON HAND		0.022599316	40	46	8,867.00	LOW PIEC
NEG-ON-HAND			0	0	0	LOW DBL
TOTAL OF INVENTORY			4,139	17,766	\$392,357.00	
PARTS ON OPEN R. O.'S			230	520	17,153.00	ONE DAYS
VALUE OF TOTAL INVENTORY			4,369	18,286	\$409,510.00	
NOT ON FACTORY MASTER			4,072	2,198	40,693.00	MINIMAL
PARTS WITH OUT COST			1951	2	0	MINIMAL
<b>INVENTORY AGING BY LAST SOLD</b>						
		VALUE	%	ACUM %		INS
NEVER SOLD		41,130	10.74%	10.74%		
ONE YEAR AGO PLUS		32,051	8.37%	19.11%		THIS
ELEVEN MONTHS AGO		7,532	1.97%	21.08%		
TEN MONTHS AGO		5,220	1.36%	22.44%		THIS
NINE MONTHS AGO		5,801	1.51%	23.96%		
EIGHT MONTHS AGO		10,704	2.80%	26.75%		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		13,620	3.56%	30.31%		
SIX MONTHS AGO		14,330	3.74%	34.05%		
FIVE MONTHS AGO		18,456	4.82%	38.87%		
FOUR MONTHS AGO		27,555	7.20%	46.06%		
THREE MONTHS AGO		19,900	7.00%	53.06%		THIS IS YOUR ACT
TWO MONTHS AGO		44,895	11.72%	64.79%		
ONE MONTH AGO		72,298	18.88%	83.67%		
CURRENT MONTH		69,443	18.13%	101.80%		
TOTAL INVENTORY		382,935	101.80%			Guide is 1.5 Months Suppl
CORES WITH ON HAND		40				CONFIRM DIRT

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

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)

<b>GUIDES</b>	<b>COLOR</b>
	<b>SCORING</b>
	<b>GOOD</b>
	<b>WARNING</b>
N 1 %	<b>DANGER</b>
N 1 %	<b>GREAT</b>
N 30%	<b>Seldom used</b>
	<b>OK....BUT..</b>
<b>NUMBERS</b>	<b>OUCH !!!</b>

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)**

Pass or Fail ?
Fail
<b>Pass</b>
10
Fail
147092
2.53

4.2
4.3
72%

Lightyear 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
				NA
Clean Core			#DIV/0!	# PIECES PART #
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

**Lightyear**

Activity	Value \$	% of Inven	%	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%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is c
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory			#DIV/0!	

<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				
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

guide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

PBS SCORECARD				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Stock Parts		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom us
		#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 inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active healthy parts inventory
1-3 Months		#DIV/0!	included	
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!		
<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				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 FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

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OBSS POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OBSS AS A % OF TOTAL	\$ -	#DIV/0!

UCS SCORECARD				GOOD
Stocking Status	Inventory Value	% of Inventory	Guide	WARNING
Observations				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 inven	NADA Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current and active healthy parts inventory
3 to 6 Months		#DIV/0!	included	
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 Template				
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

We seem to have a major problem with SO parts getting old, and staying in ou

### Overall Objective:

To get some of the special order parts (even if they have been payed for) out c  
warehouse, but to keep a clean inventory schedule.

### Proposed Timeline

6 months. Weekly Reports pulled. Weekly notes taken and checked.

### Action Plan

Describe necessary actions to reach desired result: 1. At the time that the part  
customer that their part has arrived and they are welcome to pick it up whene  
report that shows all of the parts that have not been picked up and get the sto  
weekly. 3. ask the customer if they are willing to pay shipping in order for us t

### Requirements

- Meeting with Dealer: Create a benchmark that the stock employee must hit ea  
must make calls and take notes on those calls every week. After he makes the
1. ensure that it is getting done in a timely manner,

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    The  
currently. By adding this simple call log, it will help keep the inventory space of  
the department.

Accountability: Monitoring progress:

Who: Stocking Employee

What: Making weekly calls on old age parts

3. By When: Every week / should cut down on old parts by 6 months

How: Running reports that show old parts, have the stocking employee show  
Voicemails left

Describe checkpoints that have been established to measure progress: Weekly  
ensure 1. that the calls are being made and 2. to ensure the effectiveness of the  
special order parts decrease over the next months

4. Daily / Weekly / Bi-weekly / Monthly /

Date(s) for review:

5. Estimated cost for implementation: Shouldn't cost anything extra other than  
becomes too long and begins hurting other areas of his work objectives, your  
during their free time or slower times of the day

Projected Date of  
Completion:

March 2019

Sponsor Signature:

**Dou**

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

ir inventory.

of our inventory to not only create space in our

t arrives, make an initial phone call to the  
ver they are available 2. Create a log or a DMS  
cking employee to make the list of calls  
o get them the part

ch week based on the amount of SO parts. He  
: calls return the notes to the parts manager to

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

There is nothing in place to get this done  
clean and clear without any real cost added to

us which calls he made with notes and

ly checks should be done on the reports ran to  
e calls. We should be able to see the number of

your stocking employees time. If this list  
can have counter employees make some calls

**ig Pridgen**

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