Index

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First Time Fill Rate

DEALERSHIP NAME		Fi
DATE	# OF RO'S	RO's Filled 1st Time
4/26/2017	11	4
4/27/2017	14	7
5/2/2017	6	4
5/3/2017	8	4
5/4/2017	7	3
5/8/2017	9	6
5/9/2017	12	6
5/10/2017	5	4
5/11/2017	8	6
5/12/2017	11	4
5/15/2017	7	3
5/16/2017	8	5
Totals	106	56

irst time fill rate		
RO's Filled Same Day	**RO's Not Filled Same Day**	**Did we track lost sale or emergency purchase the part**
3	4	ordr
3	4	ordr
0	2	emrg ordr
1	3	ordr
3	1	emrg ordr
2	1	emrg ordr
4	2	emrg ordr
1		emrg ordr
2		emrg ordr
4	3	ordr
2	2	ordr
1	2	emrg ordr
26	24	

DMS SCORECARD Stocking Status INVESTMENT	Inventory Value		% of Inventory	Guide	
Normal or Active Stock	$151,526		35.74%	over 70%	
Automatic Phase Out	$77,210		18.21%	Less than 30	
Dealer Phase Out			0.00%	Less than 1	
Manual Order			0.00%	Less than 3	
Non Stock Part $'s	$85,550		20.18%	Less than 5	
Non Stock Part #'s*	7,230			Greater than 70%	
Clean Core		$15,207	3.59%	p/n	pieces
Dirty Core		$94,474	22.28%		
Total Inventory	$423,967		100.00%		

Activity	Value $	% of Invent	%	Notes & G
0-3 Months	143,558		46%	ACTIVE INVENTORY
4-6 Months	46,710		15%	ACTIVE INVENTORY
7-12 Months	59,270		19%	75% will likely becom
Over 12 Months	22,798		7%	Technical Obsolesce
New parts no sales	41,950		13%	Minimal Amount
Total Inventory	$314,287		100%	

	COLOR SCORING
	GOOD
%	**WARNING**
%	**DANGER**
%	**GREAT**
%	**Seldom used**
of PN's	**OK….BUT..**
	OUCH !!!!!!
	ouch!!!

uides

at 75%

	OBSO POSITION		
at 23%			
he Obso 2% is guide	**.75 TIMES** $		44452.5
nce 2% is guide	**PLUS**		22,798
	PLUS		41,950
	EQUALS	35%	109200.5

Departmental Action Plan

Dealership Premier Truck Group St. Catharines

Academy Week 17-Apr-17   **Class &**

Current Situation

Dirty Cores are way over target.

Overall Objective:

Reduce dirty core inventory to acceptable levels.

Proposed Timeline

3 Months

Action Plan

Identify the reason for rising dirty core values. Assign Eric 1 week to deal with

Requirements

1. Meeting with Dealer:
Jarrod Greene will monitor to make sure it stays on task.
Action Proposed: Talked to parts manager and Eric to make them aware of wh

2. We plan to have the dirty Cores well within target by no later than end of Augu

3. Accountability: Monitoring progress:
Who: Jarrod Greene
What: Dirty Core reports
By When: End of August
How: Meeting weekly and reviewing reports.

4. Describe checkpoints that have been established to measure progress:Weekly

5. Estimated cost for implementation: this should not come at any extra cost.

Projected Date of Completion: 08/30/2017

Sponsor Signature: _____

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

This will reduce inventory value freeing up Cash flow. It will reduce the risk of losing core eligibilty
space for new stock.

Student Name Robert Greene

Student Number 20112

oustanding road blocks. Get remaining cred

at needs to be completed.

ust.

y / Monthly

and costing the company money. It will also increase