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AMERICAN TRUCK DEALERS

A DIVISION OF NATIONAL ASSOCIATION OF TRUCK DEALERS



1st Time Fill Rate %	Part we didn't have	Did we track lost sale or emergency purchase the part
28.00%		
57.89%	29551869	EMG PART
60.00%		
72.22%		EMG
70.00%		
#DIV/0!		
54.35%		

DMS SCORECARD						
Stocking Status		Inventory		%		Guide
INVESTMENT		Value				
Normal or Active Stock		\$	953,071		0.740142	over 70%
Automatic Phase Out		\$	67,932		0.052755	Less than 30
Dealer Phase Out		\$	143,987		0.111818	Less than 1
Manual Order		\$	65,078		0.050539	Less than 3
Non Stock Part \$'s		\$	57,619		0.044746	Less than 5
Non Stock Part #'s*		\$	361		0.0379	Greater than 70%
Clean Core		\$	215,145		16.71%	p/n pieces
Dirty Core		\$	61,984		0.048136	Less Than
Total Inventory		\$	1,287,687		100.00%	

Activity	Value \$	% of Inventory	%	Notes & C
0-3 Months	\$ 1,046,673		81%	ACTIVE INVENTORY
4-6 Months	\$ 94,594		7%	ACTIVE INVENTORY
7-12 Months	\$ 76,271		6%	75% will likely beco
Over 12 Months	\$ 38,397		3%	Technical Obsolesc
New parts no sales	\$ 31,753		2%	Minimal Amount
Total Inventory	\$1,287,687		100%	

	COLOR SCORING
--	----------------------

	GOOD
--	-------------

0%	WARNING
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%	DANGER
---	---------------

%	GREAT
---	--------------

%	Seldom used
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of PN's	OK....BUT..
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	OUCH !!!!!
--	-------------------

n 2.5	
-------	--

	ouch!!!
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guides	
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/ at 75%	
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/ at 23%	
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OBSO POSITION			
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me Obso 2% is guide	.75 TIMES \$		57203.24
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ence 2% is guide	PLUS		38,397
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	PLUS		31,753
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	EQUALS	10%	127352.5
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Departmental Action Plan

Dealership

Academy Week

Class & #

Current Situation

Very few employees tracking lost sales

Overall Objective:

Utilize the DMS to measure and track Lost Sales and train our personell the rate.

Proposed Timeline

Industry standard for Lost Sales to be met by end of third quarter

Action Plan

Describe necessary actions to reach desired result: Standardize a process and train each persc

Requirements

Meeting with Dealer: May 3rd 2017

1. Action Proposed: Re-train employees on definition of a lost sale. Track indiv utilized.

Meeting with stakeholder(s) (dealership personnel): May 3rd 2017

2. Describe what is in place to support desired goal: fast Lane tracking for daily

Accountability: Monitoring progress:

Who: Thomas Ornelas

What: Review Lost Sales Daily through Fast Lane and monthly through Monthly

3. By When: October 1st 2017

How: Training and follow up

Describe checkpoints that have been established to measure progress:
Daily and monthly Reviews of individual progress

4. Date(s) for review:

5. Estimated cost for implementation: \$0

Projected Date of
Completion:

October 1st 2017

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / All of these areas will be impacted up

Student Name **Ryan Hadley**

Student Number **P201-11**

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

process in order to improve first time fill

on involved so that results can be measured and shared.

individual lost sales Daily to ensure they are being

y review month end review from MGR

hly Summary Report



on improvement.