

## Index

**Click on the Page**

[Formulas](#)

[LOST SALE CALC](#)

[PERFORMA](#)

[FTFR](#)

[RR Scorecard](#)

[ADP Scorecard](#)

[ARKONA Scorecard](#)

[UCS Scorecard](#)

[PARTS DEPT ACTION PLAN](#)

[Acura](#)

[Audi](#)

[BMW](#)

[Chrysler](#)

[Ford](#)





# First Time Fill Rate

DEALERSHIP NAME		First time fill rate			
DATE	# OF RO'S	RO's Filled 1st Time	RO's Filled Same Day	RO's Not Filled Same Day	Did we track lost sale or emergency purchase the part
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1		1	Yes
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1			No
5/8/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/9/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1		1	Yes
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1			No
5/10/2017	1	1	1		Yes
5/11/2017	1	1			No
5/11/2017	1	1			No
5/11/2017	1	1			No
5/11/2017	1	1			No
5/11/2017	1	1			No
5/11/2017	1	1		1	Yes
5/11/2017	1	1			No
5/11/2017	1	1			No
5/11/2017	1	1			No
5/12/2017	1		1		Yes
5/12/2017	1	1			No
5/12/2017	1			1	Yes
5/12/2017	1			1	Yes
5/12/2017	1	1			No
5/12/2017	1			1	Yes
5/12/2017	1	1			No
5/12/2017	1			1	Yes
5/12/2017	1	1			No
5/12/2017	1	1			No
Totals	50	41	2	7	

DMS SCORECARD								
Stocking Status		Inventory	% of Inventory	Guide	COLOR SCORING			
INVESTMENT		Value						
Normal or Active Stock		\$2,180,730		77.88%	over 70%			GOOD
Automatic Phase Out		\$34,677		1.24%	Less than 30%			WARNING
Dealer Phase Out		\$30,666		1.10%	Less than 1%			DANGER
Manual Order		\$78,325		2.80%	Less than 3%			GREAT
Non Stock Part \$'s		\$157,419		5.62%	Less than 5%			Seldom used
Non Stock Part #'s*		16,870		88.63%	Greater than 70% of PN's			OK....BUT..
Clean Core		\$272,211		9.72%	p/n	pieces	OUCH !!!!!	
Dirty Core		\$46,048		1.64%				
Total Inventory		\$2,800,076		100.00%				ouch!!!
Activity		Value \$	% of Invent	%	Notes & Guides			
0-3 Months		1,706,110		78%	ACTIVE INVENTORY at 75%			
4-6 Months		230,150		11%	ACTIVE INVENTORY at 23%			
7-12 Months		178,479		8%	75% will likely become Obso 2% is guide			.75 TIMES \$ 133859.2
Over 12 Months		34,466		2%	Technical Obsolescence 2% is guide			PLUS 34,466
New parts no sales		31,528		1%	Minimal Amount			PLUS 31,528
Total Inventory		\$2,180,733		100%				EQUALS 9% 199853.3

Departmental Action Plan

Dealership Premier Trucks of Oklahoma City

Student Name Bobby Smith

Academy Week April 17th - 21st

Class & Student Number 201115

Current Situation

Currently gross profit YTD is 26.9% through March and falling. The gross profit for YTD March of 2016 was 30.1%. We need to isolate the issue with our gross profit and increase this figure to 28%.

Overall Objective:

Increase and maintain a overall parts gross profit percentage of 28%.

Proposed Timeline

Our goal is to realize this gross profit of 28% by EOM for July 2017.

Action Plan

Describe necessary actions to reach desired result:  
1) Report generation to identify customers whom pricing will be changed due to the April 1st parts tape.  
2) Data entry for changing customer pricing to reflect the decrease in parts cost.  
3) Report generation on the lowest price parts list.  
4) Data entry to increase gross profit percentage to the highest volume lowest cost parts.

Requirements

Meeting with Dealer:  
1. Action Proposed: I have met with Brent Fryer, our parts manager and he is on board with this plan.

Meeting with stakeholder(s) (dealership personnel):  
2. Describe what is in place to support desired goal:  
1. In house CDK reports used to pull customer and part information.  
2. In house reports generated by accounting to track our progress.

Accountability: Monitoring progress:  
Who: Brent Fryer  
What: Gross Profit Percentage  
3. By When: July 31st, 2017  
How: Daily and Monthly reporting.

Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /  
4. Date(s) for review: We will review our sales and gross profit on a daily basis when Brent posts his numbers. Also at each month end for May, June and July we will check the monthly numbers and run customer sales reports to verify those customer's gross profit has increased.

5. Estimated cost for implementation: This implementation should have no cost since the extra hours involved are worked by salaried employees.

Projected Date of Completion: July 31st, 2017

Sponsor Signature: \_\_\_\_\_

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

Impact Areas:  
Sales / [Gross](#) / Expenses / [Net Profit](#) / CSI /