

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		
RO's Filled Same Day	RO's Not Filled Same Day	Did we track lost sale or emergency purchase the part
2	1	1
6	2	2
2	2	1
10	5	

DMS SCORECARD				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$1,566,785		81.26%	over 70%
Automatic Phase Out	\$71,129		3.69%	Less than 30
Dealer Phase Out	\$1,199		0.06%	Less than 10
Manual Order	\$21,480		1.11%	Less than 30
Non Stock Part \$'s	\$267,558		13.88%	Less than 50
Non Stock Part #'s*	10,869			Greater than 70%
Clean Core	\$211,793		10.98%	p/n pieces
Dirty Core	\$113,543		5.89%	
Total Inventory	\$1,928,151		100.00%	

Activity	Value \$	% of Invent	%	Notes & G
0-3 Months	1,551,211		80%	ACTIVE INVENTORY
4-6 Months	127,753		7%	ACTIVE INVENTORY
7-12 Months	145,802		8%	75% will likely become
Over 12 Months	19,844		1%	Technical Obsolescence
New parts no sales	83,532		4%	Minimal Amount
Total Inventory	\$1,928,142		100%	

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

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

%	WARNING
---	----------------

%	DANGER
---	---------------

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

%	Seldom used
---	--------------------

of PN's	OK....BUT..
---------	--------------------

	OUCH !!!!!
--	-------------------

--	--

	ouch!!!
--	---------

guides

at 75%

at 23%

OBSO POSITION			
----------------------	--	--	--

ne Obso 2% is guide	.75 TIMES \$			109351.5
---------------------	--------------	--	--	----------

nce 2% is guide	PLUS			19,844
-----------------	------	--	--	--------

	PLUS			83,532
--	------	--	--	--------

	EQUALS		11%	212727.5
--	--------	--	-----	----------

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Lost sales not being logged correctly or with any consistency. Counter men do not seem to have enough or consistent training.

Overall Objective:

Log all lost sales due to availability or pricing. Availability logging will enable us to determine best stocking levels in terms of breadth and depth. Lost price logging will alert David to potential problem items and assist in determining local market values. Optimum stocking levels will also increase back counter fill rate enabling better turn times and efficiency in the service and body shop.

Proposed Timeline

Training to begin immediately. Correct logging culture ingrained with all counter salespeople by July 31st,

Action Plan

Describe necessary actions to reach desired result: 1) Training by David with all counter personnel. 2) David to set up automated daily reporting through CDK. 3) Hold counterpeople accountable to log 4) Use data to improve stocking levels.

Requirements

Meeting with Dealer:
1. Action Proposed: Discussed Lost sales OFI, training and reporting needs with David and have his agreement.

Meeting with stakeholder(s) (dealership personnel):
2. Describe what is in place to support desired goal:
1) Training on correct logging procedures 2) Daily CDK reports

Accountability: Monitoring progress:
Who: David Parras, Sean Gillam
What: Training, Review Reports
3. By When: July 31st
How: Daily monitoring by David, Weekly review with Sean

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
4. Date(s) for review: Daily review of lost sales report by David. Weekly review of initiative by Sean with David.

5. Estimated cost for implementation: There is no cost associated with this initiative. Training done in house, CDK reports available, parts order submission handled internally.

Projected Date of Completion:

Sponsor Signature: _____

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /