



Rate %
75.00%
78.57%
90.00%
83.33%
66.67%
#DIV/0!
77.78%



DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		11.60%	249	687	\$19,955.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		10.00%	107	1,603	17,255.00	LESS THA
ACTIVE PARTS: UNDERSTOCKED		0.30%	3	11	581.00	LESS THA
ACTIVE PARTS: TO PHASE OUT		9.40%	287	828	16,229.00	LESS THA
TOTAL ACTIVE PARTS		31.30%	646	3,129	\$53,990.00	70%
SUPERCEDED W/ON HAND		3.00%	48	137	5,258.00	LOW DBL
INACTIVE W/ON HAND		65.70%	1,778	3,873	113,433.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		100.00%	2,472	7,139	\$172,681.00	
CORES ON HAND			23	93	17,671.00	LOW PIEC
NEG-ON-HAND			20	38	2518	LOW DBL
TOTAL OF INVENTORY			2,515	7,194	\$187,834.00	
PARTS ON OPEN R. O.'S			207	338	25,953.00	ONE DAYS
VALUE OF TOTAL INVENTORY			2,722	7,532	\$213,788.00	
NOT ON FACTORY MASTER			2,262	364	2,789.00	MINIMAL
PARTS WITH OUT COST			17	0	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %		INS
NEVER SOLD		25,209	14.90%	14.90%		
ONE YEAR AGO PLUS		61,167	36.10%	51.00%		THIS
ELEVEN MONTHS AGO		3,939	2.30%	53.30%		
TEN MONTHS AGO		3,944	2.33%	55.63%		THIS
NINE MONTHS AGO		3,170	1.87%	57.50%		
EIGHT MONTHS AGO		6,727	3.97%	61.46%		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		3,810	2.25%	63.71%		
SIX MONTHS AGO		6,493	3.83%	67.54%		
FIVE MONTHS AGO		3,905	2.30%	69.84%		
FOUR MONTHS AGO		5,370	3.17%	73.01%		
THREE MONTHS AGO		4,700	2.77%	75.78%		THIS IS YOUR ACT
TWO MONTHS AGO		8,081	4.77%	80.55%		
ONE MONTH AGO		15,578	9.19%	89.73%		
CURRENT MONTH		17,466	10.30%	100.04%		
TOTAL INVENTORY		169,559	100.04%			Guide is 1.5 Months Suppl
CORES WITH ON HAND		17,671				CONFIRM DIRT

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

GUIDES	COLOR
	SCORING
	GOOD
	WARNING
N 1 %	DANGER
N 1 %	GREAT
N 30%	Seldom used
	OK....BUT..
NUMBERS	OUCH !!!
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)	
Terrible	
FAIL	
	21
	7
	16
FAIL	
	59537
	9.6

1.7
3.43
66.67%

Departmental Action Plan

Dealership Neil Huffman Nissan

Student Name Kamerc

Academy Week Parts Week 2

Class & Student Number N340

Current Situation

I just lost my Parts/Service Manager on the 8th. Before he left we were going to track lost sales. Current lost sale is.

Overall Objective:

To be able to track correctly the lost sales. Brian showed how powerful knowing your lost sales is. It will more sales the correct inventory.

Proposed Timeline

We have a very small Parts department as well as Service. I think this can be done in a month.

Action Plan

I have one counter person, currently no parts manager so I just need to define to him what the lost sale i

Requirements

1. Met with Shane, we talked about not having a Manager that is first and foremost currently to spear head because this is the worst performing Dealership overall in the Automotive Group.

2. Daily meetings not weekly meetings, need to be in place to go over and keep track of the lost sale. Current parts counter, and terry the service advisor, until we can find a manager.

3. Proper training and understanding from Dairus on the importance of stocking the right parts in order to can manager, he has been on the parts counter for 2 months.

4. The lost sale report will be generated and given to all personnel involved on every day for 30 days. If the move that back once we have a handle on things.

5. There is no associated costs with this program. If anything, there will be an increase in gross and net be

Projected Date of Completion: 12/30/2018

Sponsor Signature:

Shane Huffman

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

If lost sales are tracked correctly, we should see an increase in all categories. Sales and gross will be higher because of low parts being used. CSI will greatly increase because more parts will be stocked and less customers will have to wait and not possible.

on Huffman

y the parts counter has no idea of what a

help you stock for the future, and allow you

s, and the reasoning on why it is critical for

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

both departments. He wants to be involved

ently that will be with myself and Dairus the

not have lost sales. Once he is trained we

desired goal is met, then we will slowly

because we will have achieved the proper stock

for emergency purchases and aftermarket
have their vehicle back as quick as

