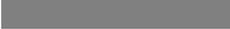


First Time Fill Rate

DEALERSHIP NAME	Bristol Toyotar	rst time fill ra	95.25%	
DATE	RO'S	1st Time	Same Day	Day
###	5	4	0	1
###	5	5	0	0
###	7	7	0	0
###	5	4	0	1
###	8	6	2	0
12/6/2018	9	6	0	3
12/8/2018	7	6	0	1
###	4	4	0	0
Totals	50	42	2	6



Rate %
80.00%
100.00%
100.00%
80.00%
75.00%
66.67%
85.71%
100.00%
#DIV/0!
84.00%



REYNOLDS 2213 Stocking Status INVESTMENT				GOOD
				WARNING
				DANGER
Normal or Active Stock	\$150,387	57.04%	over 70%	GREAT
Automatic Phase Out	\$82,113	31.14%	Less than 30%	Seldom used
Dealer Phase Out	\$0	0%	Less than 1%	OK...BUT..
Manual Order	\$0	0%	Less than 3%	OUCH !!!!!!!!
Non Stock Part \$'s	\$25,247	10%	Less than 5%	YIKES
Non Stock Part #'s*	6967	66%	Greater than 70% of PN's	
Core Clean	\$4,990	2%	pn pieces	
Core Dirty	\$720	0%	pn pieces	
Replace by hold RBH	\$193	0%	pn NA pieces	
			NA	
Total Inventory	\$263,651	100%		

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current	\$120,530	46.73%	75%	this is your current and active healthy parts inventory
1-3 Months	\$68,659	26.62%	included	
4-6 Months	\$20,760	8.05%	23%	
7-9 Months	\$11,169	4.33%	2%	65% Will likely become obso
10-12 Months	\$6,468	2.51%	included	85% Will likely become obso
13-24 Months	\$23,487	9.11%	0%	Technically Obsolete
25+ months	\$6,868	2.66%	0%	
TOTAL	\$257,941	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAIL
OBSO POSITION (LINES 23-26 FROM ABOVE)				
NEG-ON-HAND (MINUS-ON-HAND)				
CLEAN CORE				
DIRTY CORE				
LOST SALES CALCULATOR VS. ACTUAL				
AVERAGE STOCK ORDER (NEEDED FOR FS				
MONTHS SUPPLY (FS TEMPLATE)				
GROSS (TOTAL) TURNS (from your FS Templ				
TRUE (STOCK) TURNS (from your FS Templ				
FTFR (FIRST TIME FILL RATE) (from your pa				



OBSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VALUE	\$7,260	
.85 TIMES THE 10-12 MONTH VALUE	\$5,498	
PLUS THE 13-24 MONTH VALUE	\$23,487	
PLUS THE 25+ VALUE EQUALS	\$6,868	
OBSO AS A % OF TOTAL	\$ 43,112.52	16.71%

Departmental Action Plan

Dealership Bristol Toyota

Student Name David Anderson

Academy Week Fixed ops week 1 of 2 Parts

Class & Student Number

Current Situation: Obso Parts Inventory- We currently have a large number of parts sitting in the 13-24 month bucket and the 25+ month bucket. As of September 2018 we had \$30,355 in obso parts. A recall on leaf springs is the bulk of our obso parts. We have a current process on returning/ getting rid of our obso parts but we need to do a better job and get them out of the inventory faster. We are holding on to some of the parts with the fear of the manufacturers restocking fee.

Overall Objective: The overall objective is to get our obso parts position to guide of 5% or less of our total inventory. We are currently at 11.77% just counting our technical obso. Also we would like to continue to keep our obso inventory below the 5% in the future. Not just get it to the 5% or below and forget about it.

Proposed Timeline: After having the first conversation in October 2018 we have implemented some processes that will have an immediate impact on obso parts. (sending back/ sell off as many leaf springs as possible). By the end of June 2019 we plan to have our goal accomplished sitting at 5% obso or less. In March we will take a look at our position and make any changes to the process to get us to our goal. Check into our progress on a monthly basis.

Action Plan: Describe necessary actions to reach desired result: Step 1: Review our current obso position with Parts manager, GM, and Owner. Step 2: Review our current process for returning / getting rid of our obso parts. Step 3: Revise the process as needed. Setting up metrics so we don't end up in this position again. Step 4: Return some Leaf Springs and take the restocking hit or use them under the other part number and adjust cost.(this alone will put us at 8.4% obso parts) Step 5: Return any other parts that the OE will allow us to without a restocking fee. Step 6: Review our obso position and make the decision on further action needed. Step 7: Track our obso position % in weekly managers meeting. Step 8: Review our Phase in/ Phase out to make sure it aligns and is what is best for the store. Step 9: Manage our SOP's better and set up a process for them so they do not become obso parts.

Requirements

Meeting with Dealer: 1. Action Proposed: Proposed above action plan to Dealer and GM.

Describe what is in place to support desired goal: Pain & Gain: Gross profit % will decrease due to selling off leaf springs not in the packaged part set. The package has a different part number and cost which is less than the individual leaf springs. We will gain more space in our parts department once we get rid of these bulky obso parts. Also we will be looking into our phase in phase out which will help us stock stock the correct parts and phase out the ones that are no longer needed regularly.

Accountability: Monitoring progress: Who: Parts manager, Myself, GM, Owner What: Parts manager will be accountable for sending back or selling off all obso parts. Myself, GM will be responsible for making sure the obso parts position is decreasing each month. By When: We would like to be at guide by June 2019. How: Implementing processes and following through on returning parts in a timely manner

Describe checkpoints that have been established to measure progress: Daily / Weekly / Bi-weekly / Monthly 4. Daily: review SOPs to make sure the customer is still coming to get them. Weekly: Gathering parts that need to be returned within that month to insure no restocking fees. Monthly: Returning all reviewed parts that need to be returned before restocking fee. Sending back leaf springs that are not being used. Review the current obso position. Review phase in phase out reports. Date(s) for review: No specific dates are going to be set since we will be taking a look at the obso inventory position on a weekly basis and making any tweaks to the process that need to be made as we go.

5. Estimated cost for implementation: Only cost associated with this would be the restocking fee on parts that are outside of the OE's allowed return period.

Projected Date of Completion: June 30th 2019

Sponsor Signature: _____

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

Impact Areas: Sales - Will stay the same or increase if we can well off some of our obso parts at a discount. / Gross- Gross profit percentage will decrease since we are selling obso parts at a discount and the cost of the leaf springs is higher than the new packaged price we receive. / Expenses- Expenses will not be effected. / Net Profit- Net profit may decrease by a small amount due to decreased profit margins and the restocking fee we will have to pay for sending obso parts back after the return period. / CSI- CSI will not be affected at first. After we get our obso parts to 5% or below and take a look at our phase in phase out we will be able to increase our first time fill rate. /