

DEALER TRACK ARKONA MONTH OF: December
STATUS

	%	#	PIECES	VALUE
ACTIVE PARTS: STOCKED	10.18%	1,975	4,234	\$126,319.10
ACTIVE PARTS: EXCESS STOCK	73.96%	5,484	16,518	917,600.65
ACTIVE PARTS: UNDERSTOCKED	3.77%	282	3751	46,819.78
ACTIVE PARTS: TO PHASE OUT	1.15%	138	24,635	14,290.46
TOTAL ACTIVE PARTS	89.07%	7,879	24,635	\$1,105,029.99
SUPERCEDED W/ON HAND	0.62%	29	46	7,712.73
INACTIVE W/ON HAND	10.25%	943	1,896	127,164.29
INACTIVE PART NUMBER # AND %				
TOTAL INV. TO SELL	99.94%	8,851	26,577	\$1,239,907.01
CORES ON HAND				
NEG-ON-HAND				
TOTAL OF INVENTORY		8,859	26,593	\$1,240,687.10
PARTS ON OPEN R. O.'S		601	842	35,942.66
VALUE OF TOTAL INVENTORY		9,460	27,435	\$1,276,629.76
NOT ON FACTORY MASTER		45		0.00
PARTS WITH OUT COST		46	100	0

INVENTORY AGING BY LAST SOLD

	VALUE	%	ACUM %	
NEVER SOLD	24,311	1.95%	1.95%	
ONE YEAR AGO PLUS	1,426	0.11%	2.07%	
ELEVEN MONTHS AGO	12	0.00%	2.07%	
TEN MONTHS AGO	4,382	0.35%	2.42%	
NINE MONTHS AGO	19,954	1.60%	4.02%	
EIGHT MONTHS AGO	20,082	1.61%	5.63%	THESE PART
SEVEN MONTHS AGO	30,962	2.49%	8.12%	
SIX MONTHS AGO	41,260	3.31%	11.43%	
FIVE MONTHS AGO	38,979	3.13%	14.56%	
FOUR MONTHS AGO	67,709	5.43%	19.99%	
THREE MONTHS AGO	83,402	6.69%	26.69%	THIS
TWO MONTHS AGO	155,266	12.46%	39.15%	
ONE MONTH AGO	573,390	46.02%	85.17%	
CURRENT MONTH	184,738	14.83%	100.00%	
TOTAL INVENTORY	1,245,873	%		Guide is 1.5 Months Supj
CORES WITH ON HAND				C

**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)

PROFILES GUIDES

See 9 D

LESS THAN 1 %

LESS THAN 1 %

LESS THAN 30%

70%

LOW DBL NUMBERS

LESS THAN 30% these are Auto Phase Out Parts

LOW PIECE COUNTS

LOW DBL NUMBERS

ONE DAYS AVG SALES

MINIMAL

MINIMAL

INSTRUCTORS NOTES

THIS IS TECHNICAL OBSO

THIS IS POTENTIAL OBSO

'S WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6

; IS YOUR ACTIVE HEALTHY PARTS INVENTORY

oly

ONFIRM DIRTY & CLEAN STATUS (see below)

Pass or Fail ?

Pass

Pass

Pass

Pass

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!



Dealership Nate Wade Subaru

Academy Week Parts

Class & :

Current Situation Sales, Parts and Service rarely coloborate and work together on porjects. Th

Overall Objective: I wanted to come up with a plan that would involve the skill sets of each dep

Proposed Timeline Three weeks to choose, order and install parts on vehicle and have on displa

Action Plan Describe necessary actions to reach desired result: 1. Sit down with GSM, P.

Requirements

Meeting with Dealer:

1. Action Proposed: January 2, 2019

Meeting with stakeholder(s) (dealership personnel): January 2, 2019

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain: Cc

Accountability: Monitoring progress:

Who: 1 Parts Manager 2. Shop Foreman 3. New Car Manager

What: 1. Making sure correct parts are ordered and arrive in a timely manner

3. By When: January 14, 2019

How: By working with Department heads to make sure we are all making the

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: Because the project was put together in a very timely ma

5. Estimated cost for implementation: \$4,000 (Parts and Labor)

Projected Date of Completion: **January 14, 2019**

Sponsor Signature: Brett Kassi

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Deç

Student Name Brock Kassing

Student Number 344-27

ie relationships is not poor, we just d

artment. Accesoring a few new cars

ay and listed online.

arts Manager, Service Manager and S

ommunication is key. Making sure lab

: 2. Shop Foreman makes sure instal
profit we anticipated.

ner, communication between all dep

ing - General Manager

Departmental Action Plan

Don't utilize on another's skill sets often enough.

Jobs would involve the Parts Dept. (New Wheels, Tires, Luggage Rack, etc.) Service, (Labor) and then the Sales Dept to add

Shop Foreman to determine what lift kit, wheels, tires and accessories will provide us with the best opportunity to "win

For rates stay in line with what we projected and we don't spend more than anticipated. We had to make one change on

and labor go as planned. 3. New Car Manager creates advertising plan and addendum to place online and in car.

Department heads was clear and constant until vehicle was ready.

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

