

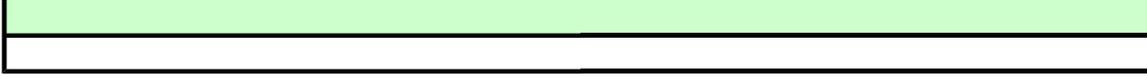
First Time Fill Rate

STEVE LANDERS TOYO		NADA Motors	First time fill rate	
DATE	# OF RO'S	Time	Day	Day
1/14/2019	5	4	4	1
1/15/2019	12	9	6	6
1/17/2019	8	7	6	2
1/21/2019	6	4	4	2
1/22/2019	9	8	8	1
1/23/2019	10	6	5	5
1/24/2019	4	2	2	2
Totals	54	40	35	19

REYNOLDS 2213			
Stocking Status	Inventory Value	% of Inventory	Guide
INVESTMENT			
Normal or Active Stock	\$528,908	73.84%	over 70%
Automatic Phase Out	\$109,710	15.32%	Less than 30%
Dealer Phase Out	\$0	0%	Less than 1%
Manual Order	\$3,121	0%	Less than 3%
Non Stock Part \$'s	\$68,639	10%	Less than 5%
Non Stock Part #'s*	9298		Greater than 70% of PN's
Core Clean	\$2,952	0%	30 pn 105 pc
Core Dirty	\$1,690	0%	24 pn 25 pc
Replace by hold RBH	\$1,290	0%	pn NA pieces
			NA
Total Inventory	\$716,310	100%	

REYNOLDS

Activity	Value	% of inventory	NADA Guide	Notes
Current	\$360,100	50.60%	75%	this is your current a
1-3 Months	\$233,252	32.78%	included	healthy parts invento
4-6 Months	\$74,451	10.46%	23%	
7-9 Months	\$29,818	4.19%	2%	65% Will likely become
10-12 Months	\$5,125	0.72%	included	85% Will likely become
13-24 Months	\$8,765	1.23%	0%	Technically Obsolete
25+ months	\$157	0.02%	0%	
TOTAL	\$711,668	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
OBISO 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 Templa				
TRUE (STOCK) TURNS (from your FS Templa				
FTFR (FIRST TIME FILL RATE) (from your par				



GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

nd active			
ory			
	OBISO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$19,382	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$4,356	
	PLUS THE 13-24 MONTH VALUE	\$8,765	
	PLUS THE 25+ VALUE EQUALS	\$157	
	OBISO AS A % OF TOTAL	\$ 32,659.95	4.59%
PASS/ FAIL			
	1.13		
	9.4		
	5.7		
	74.07%		

