

This document was exported from Numbers. Each table was converted to a table object on each Numbers sheet were placed on separate worksheets. Calculations may differ in Excel.

Numbers Sheet Name	Numbers Table Name
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First Time Fill Rate (FTFR)	Table 1
CDK	Table 1
REYNOLDS	Table 1
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LIGHTYEAR	Table 1
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Sheet1	Table 1
PARTS DEPT ACTION PLAN	Table 1

ed to an Excel worksheet. All other  
. Please be aware that formula

## Excel Worksheet Name

<a href="#">First Time Fill Rate (FTFR)</a>
<a href="#">CDK</a>
<a href="#">REYNOLDS</a>
<a href="#">AUTO MATE</a>
<a href="#">AUTOSOFT</a>
<a href="#">DEALERTRACK</a>
<a href="#">LIGHTYEAR</a>
<a href="#">PBS</a>
<a href="#">UCS</a>
<a href="#">Sheet1</a>
<a href="#">PARTS DEPT ACTION PLAN</a>





PBS SCORECARD				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Stock Parts	\$241,701	100.00%	over 70%	GREAT
Automatic Phase Out		0.00%	Less than 30%	Seldom used
		0%		OK....BUT..
Manual Order		0%	Less than 3%	OUCH !!!!!!!!!
Test Part \$'s		0%	Less than 5%	YIKES
Test Part #'s*			Greater than 70% of PN's	
Core Parts		0% pn		pieces
Core Dirty		0% pn		pieces
Superseded Parts		0% pn	NA	pieces
			NA	
Total Inventory	\$241,701	100%		

I've been working with my DV

**REYNOLDS**

Activity	Value	% of inver	NADA Guide	Notes
Current	\$190,142	50.00%	75%	this is your current and active
1-3 Months	\$137,130	36.06%	included	healthy parts inventory
4-6 Months	\$10,234	2.69%	23%	
7-9 Months	\$6,545	1.72%	2%	65% Will likely become obso
10-12 Months	\$36,232	9.53%	included	85% Will likely become obso
13-24 Months		0.00%	0%	Technically Obsolete
25+ months		0.00%	0%	
TOTAL	\$380,283	100.00%		

OBSO POSITION MATH DONE BELOW  
.65 TIMES THE 7-9 MONTH VALUE  
.85 TIMES THE 10-12 MONTH VALUE  
PLUS THE 13-24 MONTH VALUE  
PLUS THE 25+ VALUE  
OBSO AS A % OF TOTAL

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat PASS/ FAIL  
OBSO POSITION (LINES 23-26 FROM ABOVE) fail  
NEG-ON-HAND (MINUS-ON-HAND)  
CLEAN CORE  
DIRTY CORE  
LOST SALES CALCULATOR VS. ACTUAL  
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)

**MONTHS SUPPLY (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)**

fail

IS (DIS Limited) to try and get all this information, unfortunately I am unable to get all information

	\$4,254	
	\$30,798	
	\$0	
EQUALS	\$0	
	###	9.22%



I required. Matt Stewart

## Departmental Action Plan

### Dealership Kia of Timmins

Academy Week February 4th to 8th

Class & :

**Current Situation** We have recently acquired a new parts manager who was never properly trained last year, it is his first time working in a dealership. The most pressing issue is computer information. The reason I chose this issue is because I believe I can currently be making money in our parts department, however being able to train him we can make better decisions in the process and augment our revenue. Also sales which is making it very difficult for us to have the proper parts in stock.

**Overall Objective:** My overall objective is having a parts manager that is properly trained. He should also be able to understand and analyze them. This department could become profitable month over month.

**Proposed Timeline** My proposed timeline to have our parts manager fully trained is October 2011. I will understand our computer programs required for this department. Furthermore, I will gain knowledge on the various reports and also have meetings with the general manager.

**Action Plan** Firstly, I have reached out to our DMS and scheduled training for the beginning of the year. He will be trained on our 5 different computer programs. Secondly, once he is properly trained, I am looking at sending him for further training similar to this course (NADA), in order to gain more business and best practices.

**Requirements**

#### Meeting with Dealer:

1. I plan to meet with the owner of my dealership to make sure he agrees with my objective and also accept the expenses that will come from this action plan.

Meeting with stakeholder(s) (dealership personnel):

2. Training booked with DMS for April 2019. My service manager will be in the room with one person who understands what needs to be done at all times. This way we can have the support which we can contact at anytime if there's any issues after the training. The service manager is very eager to learn and is looking forward for this training. Which

Accountability: Monitoring progress:

Who: Service Manager and Parts manager

What: training on all parts computer programs

3. By When: October 2019

How: Looking at reports monthly we will be able to manage the department

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: We will review monthly and how things are going with implementation

5. Estimated cost for implementation: \$5,000 (cost of training)

Projected Date of Completion: **October 31st 2019**

Sponsor Signature:

Evaluation of Results: Include measured results.

(± Metrics)

**Impact Areas:**

**Sales / Gross / Expenses / Net Profit / CSI /** With the result of having a complete understanding of all the programs we will see a result in expenses going down. With having the right parts in stock as well. Also having a good understanding will help him make better decisions going forward in that department.





**Student Name Matt Stewart**

**Student Number N343-21**

ined on our computer system. As of March of  
at the moment would be poor use of  
an resolve the problem in a timely manor. We  
track and further manage this area effectively  
, the parts department is not recording lost  
c. This will also help bring down our

ould be able to pull all necessary reports and  
e the most profitable department in the store

9. This should give him time to learn and  
re, this will give him 6 months of experience  
eneral manager on a monthly basis.

ing of April. All of our parts employees will be  
trained and has gained experience, I will be  
rder to be able to understand more of the

what I have proposed to achieve my overall

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

training as well to make sure that more than  
n monitor the progress. Also we have DMS  
ng. We're very fortunate that our parts  
n will help overall just having an open mind

correctly.

plementing the training that was learned.

ly trained parts manager and him having a better  
right part in stock we will save money on shipping. Our  
anding of how the reports look on a monthly basis will















