

Index

Click on the Page

[Formulas](#)

[LOST SALE CALC](#)

[PERFORMA](#)

[FTFR](#)

[RR Scorecard](#)

[ADP Scorecard](#)

[ARKONA Scorecard](#)

[UCS Scorecard](#)

[PARTS DEPT ACTION PLAN](#)

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 99,646.00	35%
Repair Order B.S.		0%
Counter Retail	\$ 10,665.00	4%
Warranty	\$ 44,599.00	16%
Internal	\$ 32,725.00	11%
Wholesale	\$ 99,464.00	35%
		0%
		0%
Total Department (MTD)	\$ 287,099.00	100%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 325,785.00	0.00%
Repair Order B.S.		0.00%
Counter Retail	\$ 66,767.00	3%
Warranty	\$ 438,274.00	21%
Internal	\$ 318,824.00	15%
Wholesale	\$ 966,628.00	46%
		0%
		0%
Total Department (YTD)	\$ 2,116,278.00	100%

Sales Distribution MTD		
Category	Sales	% Of Total

Repair Order		0.00%
Repair Order B.S.		0.00%
Counter Retail		0.00%
Warranty		0.00%
Internal		0.00%
Wholesale		0.00%
		0.00%
		0.00%
Total Department (MTD)	\$ -	0.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order		0.00%
Repair Order B.S.		0.00%
Counter Retail		0.00%
Warranty		0.00%
Internal		0.00%
Wholesale		0.00%
		0.00%
		0.00%
Total Department (YTD)	\$ -	0.00%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %
Repair Order	\$ 14,319.00	24.53%	14.37%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail	\$ 3,520.00	6.03%	33.01%	41%
Warranty	\$ 9,927.00	17.00%	22.26%	28-40%
Internal	\$ 11,905.00	20.39%	36.38%	41%
Wholesale	\$ 18,706.00	32.04%	18.81%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (MTD)	\$ 58,377.00	100.00%	20.33%	38%

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order	\$ 119,649.00	21.92%	36.73%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail	\$ 23,860.00	4.37%	35.74%	41%
Warranty	\$ 101,235.00	18.55%	23.10%	28-40%
Internal	\$ 109,180.00	20.00%	34.24%	41%
Wholesale	\$ 191,906.00	35.16%	19.85%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (YTD)	\$ 545,830.00	100.00%	25.79%	38%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %

Repair Order		0.00%	0.00%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail		0.00%	0.00%	41%
Warranty		0.00%	0.00%	28-40%
Internal		0.00%	0.00%	41%
Wholesale		0.00%	0.00%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (MTD)	\$ -	0.00%	0.00%	38%

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order		0.00%	0.00%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail		0.00%	0.00%	41%
Warranty		0.00%	0.00%	28-40%
Internal		0.00%	0.00%	41%
Wholesale		0.00%	0.00%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (YTD)	\$ -	0.00%	0.00%	38%

Parts Employee

Category	Dollar Amount
Sales (Total)	\$ 265,939
Gross Profit	\$ 78,451
Expenses (Total)	\$ 68,595
Department Net Pr	\$ 9,856

Parts Employee

Category	Dollar Amount
Sales (Total)	\$ 2,462,040
Gross Profit	\$ 725,722
Expenses (Total)	\$ 556,838
Department Net Pr	\$ 168,884

Parts Employee

Category	Dollar Amount
----------	---------------

Sales (Total)	
Gross Profit	
Expenses (Total)	
Department Net Profit	\$ -

Parts Employee

Category	Dollar Amount
Sales (Total)	
Gross Profit	
Expenses (Total)	
Department Net Profit	\$ -

Productivity MTD

÷	# Employees	=	Per Employee
÷	5.00	=	\$ 53,188
÷	5.00	=	\$ 15,690
÷	5.00	=	\$ 13,719
÷	5.00	=	\$ 1,971

Productivity YTD

÷	# Employees	=	Per Employee
÷	5.00	=	\$ 492,408
÷	5.00	=	\$ 145,144
÷	5.00	=	\$ 111,368
÷	5.00	=	\$ 33,777

Monthly Reconciliation Of Parts To General

Dollar value of parts on dealership management report	
Dollar value of packing lists for parts received, but not invoiced	
Dollar Value of bulk oil, gear lube, trans fluid in stock	
Credits due for parts returned	
Inventory Core Value - clean	
Cores to be returned for credit - dirty	
Work in Process - Repair Orders & Invoices	
Dollar Value of NPN parts	
Dollar value of parts with no cost record	
Plus / Minus	
Inv Adjustments (Bin Counts, Mnthly Updates, Emer Purchases)	
Total Inventory	
Inventory Per Financial Statement	
Difference	

Productivity MTD

÷	# Employees	=	Per Employee
---	-------------	---	--------------

Monthly Reconciliation Of Parts To General

÷		=	\$0.00
÷	0.00	=	\$0.00
÷	0.00	=	\$0.00
÷	0.00	=	\$0.00

Productivity YTD

÷	# Employees	=	Per Employee
÷		=	\$0.00
÷	0.00	=	\$0.00
÷	0.00	=	\$0.00
÷	0.00	=	\$0.00

Dollar value of parts on dealership management report

Dollar value of packing lists for parts received, but not invoiced

Dollar Value of bulk oil, gear lube, trans fluid in stock

Credits due for parts returned

Inventory Core Value - clean

Cores to be returned for credit - dirty

Work in Process - Repair Orders & Invoices

Dollar Value of NPN parts

Dollar value of parts with no cost record

Plus / Minus

Inv Adjustments (Bin Counts, Mnthly Updates, Emer Purchases)

Total Inventory

Inventory Per Financial Statement

Difference

Ledger

Minus

ced

Plus

\$ -
\$ -

Minus

+/-

\$ -
\$ -

Difference as a % of t

Ledger

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	2,462,040
Year To Date Parts & Accessories Gro -	\$	545,830
Subtotal =	\$	1,916,210

Number of Months in Year	÷	9
Average Month Cost Of Sales	=	\$ 212,912

Stat

DMS

he Financial Statement inventory

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	-
Year To Date Parts & Accessories Gro	\$	-
Subtotal =	\$	-

Number of Months in Year	÷	
Average Month Cost Of Sales =		#DIV/0!

Stat

DMS

he Financial Statement inventory

Months' Supply Of Inventory

Tot

Inventory

Inventory	\$ 437,844
Divided by Average Month Cost-of-Sale ÷	\$ 232,843
Equals Months' Supply	= 1.880425866

Reflects the dollar value of parts that had been able to fill all requests. Need to have an accurate lost sale

\$ 1,916,210 +
Cost of Parts Sold (Sales - Gross) YTD (

Inventory

Inventory	\$ 437,844
Divided by Average Month Cost-Of Sale ÷	\$ 212,912
Equals Months' Supply	= 2.056453103

Months' Supply Of Inventory

Tot

Inventory

Inventory		
Divided by Average Month Cost-of-Sale ÷		#DIV/0!
Equals Months' Supply =		0.0

Reflects the dollar value of parts that had been able to fill all requests. We need to have an accurate lost sale

\$ - +
Cost of Parts Sold (Sales - Gross) YTD (

Inventory

Inventory		
Divided by Average Month Cost-Of Sale ÷		#DIV/0!
Equals Months' Supply =		0.0

al Sales Demand

he department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

\$	3,706	=	\$	1,919,916
Cost of Lost Sales per DMS Summary			Total Sales Demand	

L

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand	
Emergency Purchases -	
Lost Sales -	

Total Demand ÷

al Sales Demand

L

he department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

	=	\$ -
Cost of Lost Sales per DMS Summary		Total Sales Demand

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand	
Emergency Purchases	-
Lost Sales	-

Total Demand ÷

Level Of Service

ication of how well the parts inventory
; of the customers. Think of it as a
customers request a part, how many
he request? The following calculation

\$	1,919,916
\$	3,706
Subtotal =	\$ 1,916,210
\$	1,919,916
Level of Service =	99.81%

Gross 1

Annualized Cost-Of-S

$$\frac{\$ 2,116,278}{\text{YTD Sales}} - \frac{\text{###}}{\text{YTD Gross}}$$

$$\frac{\$ 1,570,448}{\text{YTD COS}} \div \frac{\text{# of Months}}$$

$$\frac{\$ -}{\text{Annualized Cost-Of-Sale}} \div \frac{\text{###}}{\text{Parts Inventory}}$$

Level Of Service

Gross 1

ication of how well the parts inventory
 ; of the customers. Think of it as a
 ustomers request a part, how many
 he request? The following calculation

\$	-
\$	-
Subtotal =	\$ -
\$	-
Level of Service =	0.00%

Annualized Cost-Of-Si

$$\frac{\$ -}{\text{YTD Sales}} - \frac{\$ -}{\text{YTD Gross}}$$

$$\frac{\$ -}{\text{YTD COS}} \div \frac{\text{# of Months}}$$

$$\frac{\$ -}{\text{Annualized Cost-Of-Sale}} \div \frac{\$ -}{\text{Parts Inventory}}$$

Turn

Sales ÷ Inventory

$$= \frac{\$ 1,570,448}{\text{YTD COS}}$$

$$= \frac{\$ 0.00}{\text{Average Month Cost-Of-Sales}}$$

$$= \frac{0.0}{\text{Gross Turns}}$$

True Turn

Annualized Stock Purchases ÷ Inventory

$$\frac{\text{YTD Stock Purchases}}{\# \text{ of Months}} = \text{Average Month Stock Purchases} = \$0.00$$

$$\frac{\$ \text{ Annualized Stock } -}{\text{Parts Inventory } \#\#\#} = \text{True Turns} = 0.0$$

Turn

True Turn

ales ÷ Inventory

= \$ -

YTD COS

= \$0.00

Average Month
Cost-Of-Sales

= 0.0

Gross Turns

Annualized Stock Purchases ÷ Inventory

YTD Stock Purchases ÷ # of Months = Average Month Stock Purchases

YTD Stock Purchases

of Months

Average Month Stock Purchases

Annualized Stock ÷ Parts Inventory = True Turns

Annualized Stock

Parts Inventory

True Turns

Lost Sale Calculator

inv.# from below	# of people	# of days	avg. part \$
5	3	22	\$35.77

Inventory Divider - see below	VS.Actual Lost :
\$536,086.40	\$3,706.40

Inventory - OBSO		Inventory \$ from
*0-250k	3	\$539,278.40
*251-500k	4	
*501-750k	5	Obsolescence i
*751-1 mil	6	\$3,192.00

Proforma

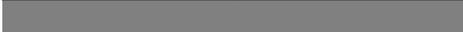
	Repair Order Mechanical	Repair Order Body Shop	Counter Retail	Internal (new/used)
YTD Sales	\$325,785.00		\$66,767.00	\$318,824.00
YTD Gross Profit	\$119,649.00		\$23,860.00	\$109,180.00
YTD Cost of Sales	\$206,136.00	\$0.00	\$42,907.00	\$209,644.00
NEW Mark-Up Factor	1.61	1.00	1.61	1.61
Desired Gross %	38.00		38.00	38.00
	62.00	100.00	62.00	62.00
NEW YTD Sales	\$332,477.42	\$0.00	\$69,204.84	\$338,135.48
OLD YTD Sales	\$325,785.00	\$0.00	\$66,767.00	\$318,824.00
Additional Gross Profit	\$6,692.42	\$0.00	\$2,437.84	\$19,311.48

PLEASE FILL IN ALL THE WHITE CELLS

Wholesale	Warranty	TOTAL
\$966,628.00	\$438,274.00	\$2,116,278.00
\$191,906.00	\$101,235.00	\$545,830.00
\$774,722.00	\$337,039.00	\$1,570,448.00
1.33	1.32	1.41
25.00	24.00	24.00
75.00	76.00	72.83
\$1,032,962.67	\$443,472.37	\$2,216,252.78
\$966,628.00	\$438,274.00	\$2,116,278.00
\$66,334.67	\$5,198.37	\$99,974.78



RO's Not Filled Same Day	Actual 1st Time Fill Rate %
4	63.64%
0	93.75%
0	100.00%
1	78.57%
	#DIV/0!
5	84.31%



REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$402,372		73.33%	over 70%
Automatic Phase Out	\$55,257		10.07%	Less than 35%
Dealer Phase Out	\$3,072		1%	Less than 1%
Manual Order	\$35,680		7%	Less than 3%
Non Stock Part \$'s	\$42,870		8%	Less than 5%
Non Stock Part #'s*	1091			Greater than 70% of PN's
Core Clean	\$2,605		0%	0%
Core Dirty	\$6,865		1%	
Replace by hold	\$27		0%	NA
				NA
Total Inventory	\$548,748		100%	
EXTRA LINES SNS	0			
EXTRA LINES RBH	0			

REYNOLDS

NADA				
Activity	Value	% of inven	Guide	Notes
Current	\$282,579	52.40%	75%	this is your current and healthy parts inventory
1-3 Months	\$148,991	27.63%	included	
4-6 Months	\$51,588	9.57%	23%	
7-9 Months	\$22,119	4.10%	2%	65% Will likely become ob:
10-12 Months	\$14,750	2.74%	included	85% Will likely become ob:
13-24 Months	\$16,059	2.98%	0%	Technically Obsolete
25+ months	\$3,192	0.59%	0%	
TOTAL	\$539,278	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 (can you run the DMS Summary and find exactly what it says? If not print "FAIL")

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

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

active

so

OBSO POSITION MATH DONE BELOW		
so	.65 TIMES THE 7-9 MONTH VALU	\$14,377
so	.85 TIMES THE 10-12 MONTH VA	\$12,538
	PLUS THE 13-24 MONTH VALUE	\$16,059
	PLUS THE 25+ VALUE EQUALS	\$3,192

	OBSO AS A % OF TOTAL	\$ 46,165.85	9%
--	----------------------	--------------	----

PASS/ FAIL

fail

pass

pass

pass

fail

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*				Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

CDK				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
OBSO POSITION (LINES 23-26 FROM ABOVE)
NEG-ON-HAND (MINUS-ON-HAND)
CLEAN CORE
DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0
PASS/ FAIL				



ARKONA STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %	INSTRUCTORS NOTE	
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!	
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALT INVENTORY
FIVE MONTHS AGO			#DIV/0!	#DIV/0!	
FOUR MONTHS AGO			#DIV/0!	#DIV/0!	
THREE MONTHS AGO			#DIV/0!	#DIV/0!	
TWO MONTHS AGO			#DIV/0!	#DIV/0!	
ONE MONTH AGO			#DIV/0!	#DIV/0!	
CURRENT MONTH			#DIV/0!	#DIV/0!	
TOTAL INVENTORY			#DIV/0!		
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN

- CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat
- OBSO POSITION (LINES 23-26 FROM ABOVE)
- NEG-ON-HAND (MINUS-ON-HAND)
- CLEAN CORE
- DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")
- LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
BSO	
BSO	
S IF YOUR PHASE	

HY PARTS	
STATUS	
PASS/ FAIL	

UCS SCORECARD 2014				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment Activity	Value	% of inven	NADA Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a healthy parts invento
3 to 6 Months		#DIV/0!	included	
6-9 Months		#DIV/0!	23%	65% Will likely become
9-12 Months		#DIV/0!	2%	85% Will likely become
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat

OBSO POSITION (LINES 23-26 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

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

Black box

nd active
ory

e obso	\$0.00
--------	--------

obso	\$0.00
------	--------

OBSO	\$0
------	-----

--	--

--	--

	\$0.00	#DIV/0!
--	--------	---------

PASS/ FAIL

Yellow box

Yellow box

Yellow box



Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements
 1.

2.

3.

4.

5.

Projected Date of Completion:

Sponsor Signature: _____

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

Impact Areas:
Sales / Gross / Expenses / Net Profit / CSI /

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

