# First Time Fill Rate

| DEALERSHIP NAME | | NADA Motors rst time fill rate | | |
|---|---|---|---|---|
| DATE | RO'S | 1st Time | Same Day | Day |
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| Totals | 0 | 0 | 0 | 0 |

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|---|
| Rate % |
| #DIV/0! |
| #DIV/0! |
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| CDK Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide | | |
|---|---|---|---|---|---|
| Normal or Active Stock | $359,543 | 72.42% | over 70% | | |
| Automatic Phase Out | $63,041 | 12.70% | Less than 30% | | |
| Dealer Phase Out | $3,166 | 0.64% | Less than 1% | | |
| Manual Order | $0 | 0.00% | Less than 3% | | |
| Non Stock Part $'s | $70,714 | 14.24% | Less than 5% | | |
| Non Stock Part #'s* | 6,017 | | Greater than 70% of PN's | | |
| Clean Core | | 0.00% | # PIECES | PART # | |
| Dirty Core | | 0.00% | | | |
| Total Inventory | $496,464 | 100.00% | | | |

| Activity | Value $ | % | Notes & Guides |
|---|---|---|---|
| 0-3 Months | 144,427 | 29% | ACTIVE INVENTORY at 75% |
| 4-6 Months | 144,427 | 29% | ACTIVE INVENTORY at 23% |
| 7-12 Months | 98,039 | 19% | 75% will likely become Obso 2% is g |
| Over 12 Months | 109,571 | 22% | Technical Obsolescence 2% is guide |
| New parts no sales | 9,131 | 2% | Minimal Amount |
| Total Inventory | 505,595 | 100% | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |
|---|
| OBSO POSITION (LINES 20-22 FROM ABOVE) |
| NEG-ON-HAND (MINUS-ON-HAND) |
| CLEAN CORE |
| DIRTY CORE (RDCI) OR DONE MANUALLY |
| LOST SALES CALCULATOR VS. ACTUAL |
| AVERAGE STOCK ORDER (Obtain data from |
| MONTHS SUPPLY (This calculation from you |
| GROSS (TOTAL) TURNS (from your FS Temp |
| TRUE (STOCK) TURNS (from your FS Templ |
| FTFR (FIRST TIME FILL RATE) |
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| COLOR SCORING |
|---|
| GOOD |
| WARNING |
| DANGER |
| GREAT |
| Seldom used |
| OK….BUT.. |
| OUCH !!!!!! |
| |
| ouch!!! |
| [redacted] |
| |

| | OBSO POSITION | | | |
|---|---|---|---|---|
| uide | .75 TIMES | $ | | 73529.25 |
| | PLUS | | | 109,571 |
| | PLUS | | | 9,131 |
| | EQUALS | | 38% | 192231.3 |

| Pass or Fail ? |
|---|
| Fail |
| Pass |
| Fail |
| Fail |
| Pass |
| Pass |
| Pass |
| Pass |
| Pass |
| Pass |
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| |

| REYNOLDS 2213 Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide |
|---|---|---|---|
| Normal or Active Stock | | #DIV/0! | over 70% |
| Automatic Phase Out | | #DIV/0! | Less than 30% |
| 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 |
| Core Clean | | #DIV/0! | pn pieces |
| Core Dirty | | #DIV/0! | pn pieces |
| Replace by hold RBH | | #DIV/0! | pn NA pieces |
| | | | NA |
| Total Inventory | $0 | #DIV/0! | |
| | | | |
| | | | |

| Activity | Value | REYNOLDS % of inventor | NADA Guide | Notes |
|---|---|---|---|---|
| Current | | #DIV/0! | 75% | this is your current a |
| 1-3 Months | | #DIV/0! | included | healthy parts invento |
| 4-6 Months | | #DIV/0! | 23% | |
| 7-9 Months | | #DIV/0! | 2% | 65% Will likely become |
| 10-12 Months | | #DIV/0! | included | 85% Will likely become |
| 13-24 Months | | #DIV/0! | 0% | Technically Obsolete |
| 25+ months | | #DIV/0! | 0% | |
| TOTAL | $0 | #DIV/0! | | |

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| 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 |
| LOST SALES CALCULATOR VS. ACTUAL |
| AVERAGE STOCK ORDER (NEEDED FOR FS |
| MONTHS SUPPLY (FS TEMPLATE) |
| GROSS (TOTAL) TURNS (from your FSTempla |
| TRUE (STOCK) TURNS (from your FS Templa |
| FTFR (FIRST TIME FILL RATE) (from your par |
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| GOOD |
| WARNING |
| DANGER |
| GREAT |
| Seldom used |
| OK….BUT.. |
| OUCH !!!!!!!!!! |
| YIKES |

| | | | |
|---|---|---|---|
| | | | |
| nd active<br>ory | | | |
| | OBSO POSITION MATH DONE BELOW | | |
| obso | .65 TIMES THE 7-9 MONTH VALUE | $0 | |
| obso | .85 TIMES THE 10-12 MONTH VALUE | $0 | |
| | PLUS THE 13-24 MONTH VALUE | $0 | |
| | PLUS THE 25+ VALUE EQUALS | $0 | |
| | OBSO AS A % OF TOTAL | $ - | #DIV/0! |
| PASS/ FAIL | | | |
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| AUTO MATE Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide | |
|---|---|---|---|---|
| | | | | GOOD |
| | | | | WARNING |
| | | | | DANGER |
| Active parts | | #DIV/0! | over 70% | GREAT |
| Auto Phase Out Parts | | #DIV/0! | Less than 30% | Seldom us |
| Dealer Phase Out Parts | | #DIV/0! | Less than 1% | OK....BUT |
| Manual Order Parts | | #DIV/0! | Less than 3% | OUCH !!!!! |
| Non Stock Part $'s | | #DIV/0! | Less than 5% | YIKES |
| Non Stock Part #'s* | | | Greater than 70% of PN's | |
| Core Clean | | #DIV/0! | pn pieces | |
| Core Dirty | | #DIV/0! | pn pieces | |
| | | #DIV/0! | | |
| | | | | |
| Total Inventory | $0 | #DIV/0! | | |
| | | | | |
| | | | | |

AUTO MATE

| Activity | AUTO MATE Value | % of inven | NADA Guide | Notes |
|---|---|---|---|---|
| | | #DIV/0! | | this is your current and active |
| Current to 3 Months | | #DIV/0! | 75% | healthy parts inventory |
| 4-6 Months | | #DIV/0! | 23% | |
| 7-9 Months | | #DIV/0! | 2% | 65% Will likely become obso |
| 10-12 Months | | #DIV/0! | included | 85% Will likely become obso |
| over 12 Months | | #DIV/0! | 0% | Technically Obsolete |
| | | #DIV/0! | | |
| TOTAL | $0 | #DIV/0! | | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | PASS/ FAI |
|---|---|
| OBSO POSITION (LINES 23-25 FROM ABOVE) | |
| 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 FSTemplate) | |
| TRUE (STOCK) TURNS (from your FS Template) | |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment) | |
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| Additional Data Available From Auto Mate | | | |
|---|---|---|---|
| | | $ Value | Grade |
| DP2 | Total Idle Capital | 0 | |
| DP3 | Negative On Hand | 0 | |
| DP4 | Parts with no bin | 0 | |
| DP5 | Parts with no cost | 0 | |
| DP6 | Monthly Closing Inv Value | 0 | |
| DP7 | Lost Sales | 0 | |
| Value of Stocking parts with MNS 6-11 Mo. | | 0 | |
| Value of Stocking parts with MNS 12 Plus M | | 0 | |
| Value of Non-Stock Parts w MNS 3-5 | | 0 | |
| Value of Non-Stock Parts w MNS 6-8 | | 0 | |
| Value of Non-Stock Parts w MNS 9-11 | | 0 | |
| Value of Non-Stock Parts w MNS 12 Plus | | 0 | |
| | | 0 | |

| OBSO POSITION MATH DONE BELOW | | |
|---|---|---|
| .65 TIMES THE 7-9 MONTH VAL | $0 | |
| .85 TIMES THE 10-12 MONTH V | $0 | |
| PLUS THE 13-24 MONTH VALU | $0 | |
| PLUS THE 25+ VALU EQUALS | $0 | |
| OBSO AS A % OF TOTAL | $ - | #DIV/0! |

| AUTO SOFT Stocking Status INVESTMENT | Inventory Value | | % of Inventory | Guide | | |
|---|---|---|---|---|---|---|
| Normal or Active Stock | | | #DIV/0! | over 70% | | |
| Automatic Phase Out | | | #DIV/0! | Less than 30% | | |
| 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 | | | | NA | | |
| Repace by Hold | | | | NA | | |
| Clean Core | | | #DIV/0! | # PIECES | PART # | |
| Dirty Core | | | #DIV/0! | | | |
| Total Inventory | $0 | | #DIV/0! | | | |

| Activity from Source | Value $ | AUTO SOFT % of Inven | % | 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% is |
| 13-18 Months | | | #DIV/0! | Technical Obsolescence 2% is gui |
| New parts no sales | | | #DIV/0! | Minimal Amount |
| Total Inventory | | | #DIV/0! | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |
|---|
| OBSO POSITION (LINES 20-22 FROM ABOVE) |
| NEG-ON-HAND (MINUS-ON-HAND) |
| CLEAN CORE |
| DIRTY CORE (RDCI) OR DONE MANUALLY |
| LOST SALES CALCULATOR VS. ACTUAL |
| AVERAGE STOCK ORDER (Obtain data from your OE) |
| MONTHS SUPPLY (This calculation from your FS Template) |
| GROSS (TOTAL) TURNS (from your FS Template) |
| TRUE (STOCK) TURNS (from your FS Template) |
| FTFR (FIRST TIME FILL RATE)(this is a post class assignment) |
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| COLOR SCORING |
|---|
| GOOD |
| WARNING |
| DANGER |
| GREAT |
| Seldom used |
| OK….BUT.. |
| OUCH !!! |
| |
| OUCH !!!!!! |
| |
| ouch!!! |
| [redacted] |
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| s guide |
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| Pass or Fail ? |
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| OBSO POSITION | | | |
|---|---|---|---|
| .75 TIMES | $ | | 0 |
| PLUS | | | 0 |
| PLUS | | | 0 |
| EQUALS | | #DIV/0! | 0 |

| DEALER TRACK ARKONA STATUS | MONTH OF: % | # | PIECES | VALUE | PROFILES |
|---|---|---|---|---|---|
| ACTIVE PARTS: STOCKED | #DIV/0! | | | | See 9 D |
| ACTIVE PARTS: EXCESS STOCK | #DIV/0! | | | | LESS THA |
| ACTIVE PARTS: UNDERSTOCKED | #DIV/0! | | | | LESS THA |
| ACTIVE PARTS:TO PHASE OUT | #DIV/0! | | | | LESS THA |
| TOTAL ACTIVE PARTS | #DIV/0! | | | | 70% |
| SUPERCEDED W/ON HAND | #DIV/0! | | | | LOW DBL |
| INACTIVE W/ON HAND | #DIV/0! | | | | LESS THA |
| INACTIVE PART NUMBER # AND % | | | | | |
| TOTAL INV. TO SELL | #DIV/0! | | | | |
| CORES ON HAND | | | | | LOW PIEC |
| NEG-ON-HAND | | | | | LOW DBL |
| TOTAL OF INVENTORY | | | | | |
| PARTS ON OPEN R. O.'S | | | | | ONE DAYS |
| VALUE OF TOTAL INVENTORY | | | | | |
| NOT ON FACTORY MASTER | | | | | MINIMAL |
| PARTS WITH OUT COST | | | | | MINIMAL |
| | | | | | |

| INVENTORY AGING BY LAST SOLD | VALUE | % | ACUM % | INS |
|---|---|---|---|---|
| NEVER SOLD | | #DIV/0! | #DIV/0! | |
| ONE YEAR AGO PLUS | | #DIV/0! | #DIV/0! | THIS |
| ELEVEN MONTHS AGO | | #DIV/0! | #DIV/0! | |
| TEN MONTHS AGO | | #DIV/0! | #DIV/0! | THIS |
| NINE MONTHS AGO | | #DIV/0! | #DIV/0! | |
| EIGHT MONTHS AGO | | #DIV/0! | #DIV/0! | THESE PARTS WILL BE IN A " |
| SEVEN MONTHS AGO | | #DIV/0! | #DIV/0! | |
| SIX MONTHS AGO | | #DIV/0! | #DIV/0! | |
| FIVE MONTHS AGO | | #DIV/0! | #DIV/0! | |
| FOUR MONTHS AGO | | #DIV/0! | #DIV/0! | THIS IS YOUR ACT |
| 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! | | Guide is 1.5 Months Suppl |
| CORES WITH ON HAND | | | | CONFIRM DIRT |

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|---|
| **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)** | |
| | |
| | |
| | |

| GUIDES | COLOR SCORING |
|---|---|
| | GOOD |
| | WARNING |
| N 1 % | DANGER |
| N 1 % | GREAT |
| N 30% | Seldom used |
| | OK….BUT.. |
| NUMBERS | OUCH !!! |
| N 30% these are Auto Phase Out Parts | |
| | |
| | |
| E COUNTS | |
| NUMBERS | |
| | |
| AVG SALES | |
| | |
| | |
| | |
| | |
| | |
| TRUCTORS NOTES | |
| IS TECHNICAL OBSO | |
| IS POTENTIAL OBSO | |
| AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6 | |
| TIVE HEALTHY PARTS INVENTORY | |
| y | |
| Y & CLEAN STATUS (see below) | |
| | |
| Pass or Fail ? | |
| #DIV/0! | |
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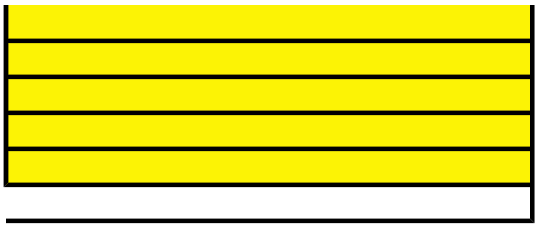

| Lightyear Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide |
|---|---|---|---|
| Normal or Active Stock | | #DIV/0! | over 70% |
| Automatic Phase Out | | #DIV/0! | Less than 30% |
| Dealer Phase Out | | #DIV/0! | Less than 1% |
| Manual Order | | #DIV/0! | Less than 3% |
| Non Stock Part $'s | | #DIV/0! | Less than 5% |
| Non Stock Part #'s* | | | Greater than 70% of PN's |
| No Phase Out | | | NA |
| | | | NA |
| Clean Core | | #DIV/0! | # PIECES / PART # |
| Dirty Core | | #DIV/0! | |
| Total Inventory | $0 | #DIV/0! | |

| Activity | Value $ | Lightyear % of Inven | % | Notes & Guides |
|---|---|---|---|---|
| 1-2 Months | | | #DIV/0! | ACTIVE INVENTORY at 75% |
| 3-5 Months | | | #DIV/0! | ACTIVE INVENTORY at 23% |
| 6-11 Months | | | #DIV/0! | 75% will likely become Obso 2% |
| Over 12 Months | | | #DIV/0! | Technical Obsolescence 2% is |
| New parts no sales | | | #DIV/0! | Minimal Amount |
| Total Inventory | | | #DIV/0! | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |
|---|
| OBSO POSITION (LINES 20-22 FROM ABOVE) |
| NEG-ON-HAND (MINUS-ON-HAND) |
| CLEAN CORE |
| DIRTY CORE (RDCI) OR DONE MANUALLY |
| LOST SALES CALCULATOR VS. ACTUAL |
| AVERAGE STOCK ORDER (Obtain data from your OE) |
| MONTHS SUPPLY (This calculation from your FS Template) |
| GROSS (TOTAL) TURNS (from your FS Template) |
| TRUE (STOCK) TURNS (from your FS Template) |
| FTFR (FIRST TIME FILL RATE) (This is a post class assignment) |
| |
| |

| COLOR SCORING |
|---|
| GOOD |
| WARNING |
| DANGER |
| GREAT |
| Seldom used |
| OK….BUT.. |
| OUCH !!! |
| |
| OUCH !!!!!! |
| |
| ouch!!! |
| [redacted] |
| |
| |
| % is guide |
| guide |
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| Pass or Fail ? |
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| | OBSO POSITION | | | |
|---|---|---|---|---|
| | .75 TIMES | $ | | 0 |
| | PLUS | | | 0 |
| | PLUS | | | 0 |
| | EQUALS | | #DIV/0! | 0 |

| PBS SCORECARD<br>Stocking Status<br>INVESTMENT | Inventory<br>Value | % of Inventory | | Guide | | | GOOD<br>WARNING<br>DANGER |
|---|---|---|---|---|---|---|---|
| Stock Parts | | | #DIV/0! | over 70% | | | GREAT |
| Automatic Phase Out | | | #DIV/0! | Less than 30% | | | Seldom us |
| | | | #DIV/0! | | | | OK....BUT |
| Manual Order | | | #DIV/0! | Less than 3% | | | OUCH !!!!! |
| Test Part $'s | | | #DIV/0! | Less than 5% | | | YIKES |
| Test Part #'s* | | | | Greater than 70% of PN's | | | |
| Core Parts | | | #DIV/0! | pn | | pieces | |
| Core Dirty | | | #DIV/0! | pn | | pieces | |
| Superseded Parts | | | #DIV/0! | pn | NA | pieces | |
| | | | | | NA | | |
| Total Inventory | $0 | | #DIV/0! | | | | |
| | | | | | | | |
| | | | | | | | |

REYNOLDS

| Activity | Value | % of inven | NADA<br>Guide | Notes |
|---|---|---|---|---|
| Current | | #DIV/0! | 75% | this is your current and active |
| 1-3 Months | | #DIV/0! | included | healthy parts inventory |
| 4-6 Months | | #DIV/0! | 23% | |
| 7-9 Months | | #DIV/0! | 2% | 65% Will likely become obso |
| 10-12 Months | | #DIV/0! | included | 85% Will likely become obso |
| 13-24 Months | | #DIV/0! | 0% | Technically Obsolete |
| 25+ months | | #DIV/0! | 0% | |
| TOTAL | $0 | #DIV/0! | | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | PASS/ FAI |
|---|---|
| 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 TEMPLATE TRUE TURN CALCULATION) | |
| MONTHS SUPPLY (FS TEMPLATE) | |
| GROSS (TOTAL) TURNS (from your FSTemplate) | |
| TRUE (STOCK) TURNS (from your FS Template) | |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment) | |
| | |
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| OBSO POSITION MATH DONE BELOW | | |
|---|---|---|
| .65 TIMES THE 7-9 MONTH VAL | $0 | |
| .85 TIMES THE 10-12 MONTH V | $0 | |
| PLUS THE 13-24 MONTH VALU | $0 | |
| PLUS THE 25+ VALU EQUALS | $0 | |
| OBSO AS A % OF TOTAL | $ - | #DIV/0! |

| UCS SCORECARD<br>Stocking Status<br>Observations | Inventory<br>Value | % of Inventory | Guide |
|---|---|---|---|
| Active Stock (0-6 month activity) | | | over 70% |
| Zero Guide (Auto Phase out) | | | Less than 30% |
| 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? |
| | | | NA |
| | | | NA |
| Total Inventory | $0 | | |
| EXTRA LINES | | | |
| EXTRA LINES | | | |

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

UCS

| Investment<br>Activity | Value | % of inven | NADA<br>Guide | Notes |
|---|---|---|---|---|
| Current TO 3 Months | | #DIV/0! | 75% | this is your current and active |
| 3 to 6 Months | | #DIV/0! | included | healthy parts inventory |
| 6-9 Months | | #DIV/0! | 23% | 65% Will likely become obso |
| 9-12 Months | | #DIV/0! | 2% | 85% Will likely become obso |
| 12 Months + Over | | #DIV/0! | included | This is your Technical OBSO |
| | | #DIV/0! | | |
| | | #DIV/0! | | |
| TOTAL | $0 | #DIV/0! | | |

| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | Pass or Fail ? |
|---|---|
| OBSO POSITION (LINES 23-26 FROM ABOVE) | |
| NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts) | |
| CLEAN CORE | |
| DIRTY CORE | |
| LOST SALES CALCULATOR VS. ACTUAL | |
| AVERAGE STOCK ORDER | |
| MONTHS SUPPLY | |
| GROSS (TOTAL) TURNS (from your FS templat | |
| TRUE (STOCK) TURNS (from your FS Template | |
| FTFR (FIRST TIME FILL RATE) (from your part | |
| | |
| | |

| | |
|---|---|
| $0.00 | |
| $0.00 | |
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## Departmental Action Plan

**Dealership**

**Academy Week** **Class &**

**Current Situation**

**Overall Objective:**

**Proposed Timeline**

**Action Plan**

**Describe necessary actions to reach desired result:**

**Requirements**

**Meeting with Dealer:**

1. **Action Proposed:**

2. **Meeting with stakeholder(s) (dealership personnel):**

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

3. **Accountability: Monitoring progress:**
**Who:**
**What:**
**By When:**
**How:**

4. **Describe checkpoints that have been established to measure progress:**
**Daily / Weekly / Bi-weekly / Monthly /**

**Date(s) for review:**

5. **Estimated cost for implementation:**

**Projected Date of Completion:** _____ **Sponsor Signature:** _____

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

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

Student Name

Student Number

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