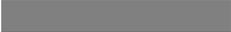


First Time Fill Rate

DEALERSHIP NAME	Garrett Motor	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
1/8/2019	8	4	2	1
1/10/2019	9	6	3	
1/11/2019	8	6	1	1
1/14/2019	5	3	2	
1/21/2019	8	6	2	
1/28/2019	6	5		1
1/30/2019	6	5	1	
Totals	50	35	11	3



Rate %
50.00%
66.67%
75.00%
60.00%
75.00%
83.33%
83.33%
#DIV/0!
70.00%



CDK Stocking Status INVESTMENT				Inventory Value	% of Inventory	Guide	COLOR SCORING
Normal or Active Stock					#DIV/0!	over 70%	GOOD
Automatic Phase Out					#DIV/0!	Less than 30%	WARNING
Dealer Phase Out					#DIV/0!	Less than 1%	DANGER
Manual Order					#DIV/0!	Less than 3%	GREAT
Non Stock Part #'s					#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*					#DIV/0!	Greater than 70% of PN's	OK....BUT..
Clean Core				#DIV/0!	# PIECES	PART #	OUCH !!!!!
Dirty Core				#DIV/0!			
Total Inventory				\$0	#DIV/0!		ouch!!!

Activity	Value \$	%	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 guide
Over 12 Months		#DIV/0!	Technical Obsolescence 2% is guide
New parts no sales		#DIV/0!	Minimal Amount
Total Inventory	0	#DIV/0!	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
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 yo	
GROSS (TOTAL) TURNS (from your FS Temp	
TRUE (STOCK) TURNS (from your FS Temp	
FTFR (FIRST TIME FILL RATE)	

OBSO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

REYNOLDS 2213				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Normal or Active Stock		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom used
Dealer Phase Out		#DIV/0!	Less than 1%	OK....BUT..
Manual Order		#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	
Replace by hold RBH		#DIV/0!	pn NA pieces	
			NA	
Total Inventory	\$0	#DIV/0!		

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active healthy parts inventory
1-3 Months		#DIV/0!	included	
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/ FAIL
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 FS Templ				
TRUE (STOCK) TURNS (from your FS Templ.				
FTFR (FIRST TIME FILL RATE) (from your pa				

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

AUTO MATE				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Active parts		#DIV/0!	over 70%	GREAT
Auto Phase Out Parts		#DIV/0!	Less than 30%	Seldom u
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 inver	NADA Guide	Notes
		#DIV/0!		this is your current and active healthy parts inventory
Current to 3 Months		#DIV/0!	75%	
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 FS Template)				
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		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	

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

L

AUTO SOFT			
Stocking Status	Inventory	% of Inventory	Guide
INVESTMENT	Value		
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!	

AUTO SOFT			
Activity from Source	Value \$	% of Inver	%
			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% i
13-18 Months			#DIV/0! Technical Obsolescence 2% is gu
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!!!

OBSO POSITION

s guide .75 TIMES \$ 0

ide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

DEALER TRACK ARKONA		MONTH OF October				PROFILES
STATUS		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		19.80%	536	571	\$30,705.58	See 9 D
ACTIVE PARTS: EXCESS STOCK		60.00%	787	7,931	93,134.00	LESS THAN
ACTIVE PARTS: UNDERSTOCKED		1.90%	59	42	2,990.00	LESS THAN
ACTIVE PARTS: TO PHASE OUT		3.60%	74	136	5,580.00	LESS THAN
TOTAL ACTIVE PARTS		85.30%	1,456	8,680	\$132,410.00	70%
SUPERCEDED W/ON HAND		1.50%	28	56	2,295.00	LOW DBL
INACTIVE W/ON HAND		13.30%	27,318	946	20,582.00	LESS THAN
INACTIVE PART NUMBER # AND %		0.00%	0	0	0.00	
TOTAL INV. TO SELL		100.00%	28,802	9,682	\$155,288.49	
CORES ON HAND			1	1	75.00	LOW PIECE
NEG-ON-HAND			2	2	81	LOW DBL
TOTAL OF INVENTORY			28,805	9,681	\$155,288.00	
PARTS ON OPEN R.O.'S			174	1072	10,635.00	ONE DAY'S
VALUE OF TOTAL INVENTORY			28,979	10,753	\$165,917.00	
NOT ON FACTORY MASTER			12,973	973	31,599.00	MINIMAL
PARTS WITHOUT COST			168	0	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %		INS
NEVER SOLD		11,096	7.20%	7.20%		
ONE YEAR AGO PLUS		10,235	6.60%	13.80%		THIS
ELEVEN MONTHS AGO		2,954	1.90%	15.70%		
TEN MONTHS AGO		3,294	2.10%	17.80%		THIS
NINE MONTHS AGO		4,429	2.90%	20.70%		
EIGHT MONTHS AGO		6,852	4.40%	25.10%	THESE PARTS WILL BE IN A "	
SEVEN MONTHS AGO		8,579	5.50%	30.60%		
SIX MONTHS AGO		11,156	7.20%	37.80%		
FIVE MONTHS AGO		6,648	4.30%	42.10%		
FOUR MONTHS AGO		11,640	7.50%	49.60%		
THREE MONTHS AGO		13,172	8.50%	58.10%		THIS IS YOUR ACT
TWO MONTHS AGO		16,973	11.00%	69.10%		
ONE MONTH AGO		47,798	30.90%	100.00%		
CURRENT MONTH		0	0.00%	100.00%		
TOTAL INVENTORY		154,826	100.00%		Guide is 1.5 Months Supp	
CORES WITH ON HAND						CONFIRM DIRT

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)	

Fail
Pass
Fail

Lightyear				COLOR
Stocking Status	Inventory	% of Inventory	Guide	SCORING
INVESTMENT	Value			
Normal or Active Stock		#DIV/0!	over 70%	GOOD
Automatic Phase Out		#DIV/0!	Less than 30%	WARNING
Dealer Phase Out		#DIV/0!	Less than 1%	DANGER
Manual Order		#DIV/0!	Less than 3%	GREAT
Non Stock Part \$'s		#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*			Greater than 70% of PN's	OK....BUT..
No Phase Out			NA	OUCH !!!
			NA	
Clean Core		#DIV/0!	# PIECES PART #	OUCH !!!!!
Dirty Core		#DIV/0!		
Total Inventory	\$0	#DIV/0!		ouch!!!

Lightyear				
Activity	Value \$	% of Inver	%	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% is guide
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is guide
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory			#DIV/0!	

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

|

OBSO POSITION			
.75 TIMES \$			0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

PBS SCORECARD				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Stock Parts		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom u
		#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

NADA				
Activity	Value	% of inver	Guide	Notes
Current		#DIV/0!	75%	this is your current and active healthy parts inventory
1-3 Months		#DIV/0!	included	
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/ FAIL
OBSCO 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 FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

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

L

UCS SCORECARD				GOOD
Stocking Status	Inventory % of Inventory		Guide	WARNING
Observations	Value			DANGER
Active Stock (0-6 month activity)			over 70%	GREAT
Zero Guide (Auto Phase out)			Less than 30%	Seldom used
No bin Location Parts			Less than 1%	OK....BUT..
Manual Order Review			Less than 3%	OUCH !!!!!!!!!!!
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				

UCS

Investment Activity	Value	% of inver	NADA 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 templa				
TRUE (STOCK) TURNS (from your FS Templat				
FTFR (FIRST TIME FILL RATE) (from your part				

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

Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

One problem that we are having is we are not getting many accessory/merch getting our accessory sales up.

Overall Objective:

My overall objective is to grow accessory sales in a few different ways. The f on the showroom floor and put price points on them such as "\$3 a month". Th display space and update our current displays with newer vehicle accessory's create a laminated book for every new vehicle that we offer for accessory's the price point "\$3 a month) on every accessory and give the book to the custom them if there is any accessory's that they want us to include in the price and f

Proposed Timeline

My proposed timeline is April 1st

Action Plan

The first action I need to do is get the right accessory's ordered to put on the

Requirements

Meeting with Dealer:

1. Action Proposed: 1/30/2019

Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:

2. Training / Coaching / ±Consequences related to results / Pain & Gain..... department in order to make sure all the correct accessory's are ordered and in booklet's will help they're accessory numbers and we need to give it to every

Accountability: Monitoring progress:

Who: Myself

What: Monitor that all the parts get ordered/books get made and that we are a

3. By When: April 1st

How: By holding everyone accountable for using the books. If I have noticed I haven't received a book I will tell the parts department they need to go talk to

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Bi Weekly

Date(s) for review: 2/13/2019, 2/27/2019, 3/13/2019, 3/27/2019

5. Estimated cost for implementation: \$3000

Projected Date of Completion:

4/1/2019

Sponsor Signature:

James D C

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / I believe if we implement these ideas t Accessory sales will most definitely go up. Our grosses on new vehicles will go up because they a also but not as much as our sales/gross and net profit should. And our CSI should go up because the accessory's that they can get put on their vehicles.

Student Name

Student Number

ndise sales. The first problem I want to fix is

irst is to put accessory's on vehicle's that are
e next way is to make better use of our
s. The final and the most important I think is to
at we can put on the vehicle. My plan is to put a
er while they wait to go into finance and ask
ave put on a later time.

vehicle's in our showroom and figure out how n

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

.What is in place is cooperation from our parts installed. And coaching them that doing the customer buying a new vehicle.

ctually using them.

that the paperwork is being printed and they them.

Garrett Jr.

hen all these areas will head in the positive direction. are adding more accessory's. Our expenses might go up customers will be happier that we informed them of all

