

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
1/3/2019	2	2	0	0
1/4/2019	6	6	0	0
1/4/2019	11	8	3	0
1/7/2019	15	14	1	0
1/7/2019	12	11	1	0
1/10/2019	2	2	0	0
1/11/2019	4	2	2	0
1/14/2019	8	6	2	0
1/14/2019	4	1	3	0
1/15/2019	10	8	2	0
1/15/2019	4	4	0	0
1/17/2019	1	1	0	0
1/15/2019	10	7	2	0
1/16/2019	4	4	0	0
1/17/2019	4	2	2	0
Totals	97	78	18	0



Rate %
100.00%
100.00%
72.73%
93.33%
91.67%
100.00%
50.00%
75.00%
25.00%
80.00%
100.00%
100.00%
70.00%
100.00%
50.00%
80.41%

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!!!

ouch!!!

OBSO POSITION

uide

.75 TIMES

\$

0

PLUS

0

PLUS

0

EQUALS

#DIV/0!

0

Pass or Fail ?

[illegible]

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!	

REYNOLDS

Activity	Value	% of inventory	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!		
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 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

[illegible]



AUTO MATE Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	GOOD WARNING DANGER GREAT Seldom us OK....BUT OUCH !!!!! YIKES
Active parts		#DIV/0!	over 70%	
Auto Phase Out Parts		#DIV/0!	Less than 30%	
Dealer Phase Out Parts		#DIV/0!	Less than 1%	
Manual Order Parts		#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	
		#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 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
OBSCO 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 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!			

AUTO SOFT

Activity from Source	Value \$	% 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	
OBSCO 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)	

DEALER TRACK ARKONA STATUS			MONTH OF:			PROFILES
			%	#	PIECES	VALUE
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!	
THREE MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS YOUR ACT
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

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)

Lightyear Stocking Status INVESTMENT			Inventory Value	% of Inventory	Guide
Normal or Active Stock			\$216,880	67.42%	over 70%
Automatic Phase Out			\$17,925	5.57%	Less than 30%
Dealer Phase Out			\$7,260	2.26%	Less than 1%
Manual Order			\$0	0.00%	Less than 3%
Non Stock Part \$'s			\$71,956	22.37%	Less than 5%
Non Stock Part #'s*			533		Greater than 70% of PN's
No Phase Out			\$7,260		NA
					NA
Clean Core				0.00%	# PIECES PART #
Dirty Core			\$7,660	2.38%	
Total Inventory			\$321,681	100.00%	
Lightyear					
Activity		Value \$	% of Inven	%	Notes & Guides
1-2 Months		176,658		61%	ACTIVE INVENTORY at 75%
3-5 Months		48,095		17%	ACTIVE INVENTORY at 23%
6-11 Months		57,506		20%	75% will likely become Obso 2%
Over 12 Months		6,575		2%	Technical Obsolescence 2% is
New parts no sales				0%	Minimal Amount
Total Inventory		288,836		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 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 !!!

TOUCH !!!!!

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ouch!!!

[REDACTED]

11/11

OBSO POSITION

% is guide	.75 TIMES	\$		43129.5
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guide	PLUS	6,575
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	PLUS	0
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	EQUALS	17%	49704.5
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Pass or Fail ?

FAIL

PASS

PASS

PASS

PASS

PASS

PASS

PASS

PASS

PASS

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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 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 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/ 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 FS Template)				
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				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 templat				
TRUE (STOCK) TURNS (from your FS Template				
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

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / $\pm$ Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

3. Who:
What:
By When:
How:

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

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

($\pm$ 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**

