First Time Fill Rate

DEALERSHIP NAME		NADA Motors	rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day
1/17/2019	3	3	3	0
1/18/2019	5	3	4	1
1/19/2019	2	2	2	0
1/21/2029	4	4	4	0
1/22/2019	3	3	3	0
1/23/2019	4	4	4	0
1/24/2019	2	2	2	0
1/25/2019	4	3	3	1
1/28/2019	3	2	3	0
1/29/2019	5	4	4	1
1/30/2019	3	3	3	0
1/31/2019	4	4	4	0
2/1/2019	3	1	1	2
2/4/2019	3	3	3	0
2/5/2019	2	2	2	0
Totals	50	43	45	5

43

Rate %
100.00%
60.00%
100.00%
100.00%
100.00%
100.00%
100.00%
75.00%
66.67%
80.00%
100.00%
100.00%
33.33%
100.00%
100.00%
86.00%

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*			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 Templ	
FTFR (FIRST TIME FILL RATE)	

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

REYNOLDS 2213 Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
				GOOD
				WARNING
				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 inventory	NADA 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/ 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 FSTempl				
TRUE (STOCK) TURNS (from your FS Templ				
FTFR (FIRST TIME FILL RATE) (from your pa				

OBSO 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	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

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 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
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	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 VA	$0	
.85 TIMES THE 10-12 MONTH	$0	
PLUS THE 13-24 MONTH VALU	$0	
PLUS THE 25+ VALU EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

L

AUTO SOFT Stocking Status INVESTMENT	Inventory Value		% of Inventory	Guide		
Normal or Active Stock	$47,337		17.65%	over 70%		
Automatic Phase Out	$25,187		9.39%	Less than 30%		
Dealer Phase Out	$0		0.00%	Less than 1%		
Manual Order	$1,536		0.57%	Less than 3%		
Non Stock Part $'s	$191,703		71.48%	Less than 5%		
Non Stock Part #'s*	3,404		84.50%	Greater than 70% of PN's		
No Phase Out				NA		
Repace by Hold				NA		
Clean Core		$2,129		0.79%	# PIECES	PART #	
Dirty Core		$300		0.11%			
Total Inventory	$268,192		100.00%			

AUTO SOFT					
Activity from Source	Value $	% of Inver	%	Notes & Guides	
0-3 Months	188,829		70%	ACTIVE INVENTORY at 75%	
4-6 Months	33,156		12%	ACTIVE INVENTORY at 23%	
7-12 Months	27,167		10%	75% will likely become Obso 2% i	
13-18 Months	17,792		7%	Technical Obsolescence 2% is gu	
New parts no sales	1,248		0%	Minimal Amount	
Total Inventory	268,192		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 !!!
OUCH !!!!!!
ouch!!!

	OBSO POSITION			
s guide	.75 TIMES	$		20375.25
ide	PLUS			17,792
	PLUS			1,248
	EQUALS		15%	39415.25

Pass or Fail ?

15%

DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS						
		%	#	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 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)

	COLOR
S GUIDES	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	
S AVG SALES	

STRUCTORS 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!
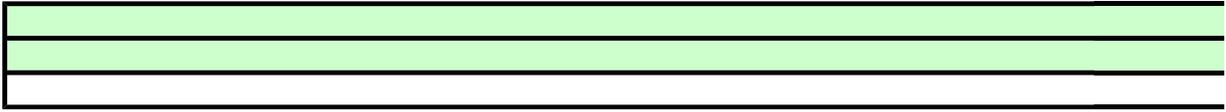
Lightyear Stocking Status INVESTMENT	Inventory Value		% of Inventory	Guide	COLOR SCORING
Normal or Active Stock			#DIV/0!	over 70%	GOOD
Automatic Phase Out			#DIV/0!	Less than 30%	WARNING
Dealer Phase Out			#DIV/0!	Less than 1%	DANGER
Manual Order			#DIV/0!	Less than 3%	GREAT
Non Stock Part $'s			#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*				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 Stocking Status INVESTMENT	Inventory Value		% of Inventory	Guide			
					GOOD		
					WARNING		
					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

Activity	Value		% of inver	NADA 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 VA	$0	
.85 TIMES THE 10-12 MONTH	$0	
PLUS THE 13-24 MONTH VALU	$0	
PLUS THE 25+ VALU EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

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UCS SCORECARD Stocking Status Observations	Inventory Value	% of Inventory	Guide	
				GOOD
				WARNING
				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 Weimer Chevrolet Buick GMC

Academy Week Week 2: Fixed Ops 1 Parts   Class &

Current Situation

Sitting on 100K + in parts obsolocence

Overall Objective:

To get rid of most of/all of the obselesence.

Proposed Timeline

6 months

Action Plan

Conquest vendors to help move obsolete parts inventory. (dealer to dealer, pa

Requirements

Meeting with Dealer:

1. Action Proposed: Sign up with certain vendors to rid obsolete inventory. We a
inventory that we will most likely never sell. It would be better to liquidate and
than recieving none.

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

Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain: Con
asking permission to do this for months in order to free up space in his depar
GM, he is eager to rid the obsolete inventory so he can reorganize and better

3. Accountability: Monitoring progress:
Who: GM, Parts Manager, Myself
What:Obsolecense position
By When: Over the next 6 months
How: D2D exchange, Partsbroker.com, ebay

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

Date(s) for review: Lists/responses we get from associated vendor emails. Re
weekly.

5. Estimated cost for implementation: $299/mo for D2D… Plus a % for the parts

| Projected Date of Completion: | 7/1/19 | Sponsor Signature: |

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

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

Student Name Tyler Weimer

Student Number N344: 25

rts broker, ebay)

**re sitting on frozen 100k + of obsolete parts
l receive a portion of the parts value rather**

nsequences: Our Parts Manager has been
tment. Now, with the support of myself and our
manage his active stock. He will be checking

view Daily. Meet with GM, PM, and accounting

broker