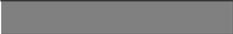


First Time Fill Rate

SAMES KINGSVILLE		NADA Motors		
DATE	RO'S	1st Time	Same Day	Day
###	5	5	5	0
1/3/2019	7	6	6	1
1/7/2019	2	2	2	
1/9/2019	6	5	5	1
1/11/2019	3	3	3	0
1/17/2019	5	4	4	1
1/22/2019	7	7	0	
1/24/2019	2	2	2	0
1/29/2019	8	7	7	1
2/7/2019	5	2	2	3
Totals	50	43	36	7



Rate %
100.00%
85.71%
100.00%
83.33%
100.00%
80.00%
100.00%
100.00%
87.50%
40.00%
#DIV/0!
86.00%



CDK			
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide
Normal or Active Stock	\$135,076	52.63%	over 70%
Automatic Phase Out	\$59,371	23.13%	Less than 30%
Dealer Phase Out	\$18,299	7.13%	Less than 1%
Manual Order	\$10,336	4.03%	Less than 3%
Non Stock Part \$'s	\$15,618	6.09%	Less than 5%
Non Stock Part #'s*	7,656		Greater than 70% of PN's
Clean Core	\$10,195	3.97%	# PIECES PART #
Dirty Core	\$7,737	3.01%	
Total Inventory	\$256,632	100.00%	

Activity	Value \$	%	Notes & Guides
0-3 Months	102,271	43%	ACTIVE INVENTORY at 75%
4-6 Months	34,018	14%	ACTIVE INVENTORY at 23%
7-12 Months	27,887	12%	75% will likely become Obso 2% is g
Over 12 Months	59,132	25%	Technical Obsolescence 2% is guide
New parts no sales	15,392	6%	Minimal Amount
Total Inventory	238,700	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 Tempi
FTFR (FIRST TIME FILL RATE)

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!!!

ouch!!!

OBSO POSITION

guide	.75 TIMES \$		20915.4
	PLUS		59,132
	PLUS		15,392
	EQUALS	40%	95439.2

Pass or Fail ?

Departmental Action Plan

Dealership **Sames Kingsville Ford**

Academy Week **Week 2 - Fixed Operations - Parts**

Class & :

Current Situation

Obsolescence at 32% Aged inventory is likely to continue to increase without determine how much is Ford / Non - Ford / Accessories by a breakdown of dollars accruing a flat rate monthly (\$5000 based on current size of obsolescence inventory whether this amount need to be revised. The dealership acquired the majority of inventory changed.

Overall Objective:

1. Utilizing 100% of parts return dollars from Ford inventory by selling inventory to large wholesaler, Russle & Smith Ford and liquidate quarter
"Begin with the End in Mind"
5. To be closer to 10%

Proposed Timeline

Weekly meeting with the implementation of "Begin with the End in Mind" report
Parts Accesories will be listed on Craigs list / EBay - Feb 27th
CDK Training - March 12th

Action Plan

Describe necessary actions to reach desired result:
Review all processes and re-evaluate all procedures for ordering
Review all obsolescences returns and obsolescence sales weekly
inventory GL Balances by the Parts Manager, (weekly review with Parts & Senior

Requirements

Meeting with Dealer:

1. Action Proposed: Report to dealer Monthly inventory movement and sale.

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Consultant to assist with procedures and policy to implement to achieve desired
to full potential (accountability from our DMS report)

Accountability: Monitoring progress:

Who: Parts Manager / Parts & Service Director / GM /

What: To review movement of parts sales, returns

3. **By When:** Beginning 2/18/18

How: We are working to review procedures and policies in place and implement

Describe checkpoints that have been established to measure progress:

4. **Daily -** Parts Manager - Review all Stock orders / SOP /
Weekly - Begin with the end in Mind Report
Bi-weekly - Determine movement OBSO by re
Monthly - /

5. **Estimated cost for implementation:** CDK training \$1000 Consultant \$300 mo

**Projected Date of
Completion:**

Nov 30th, 2019

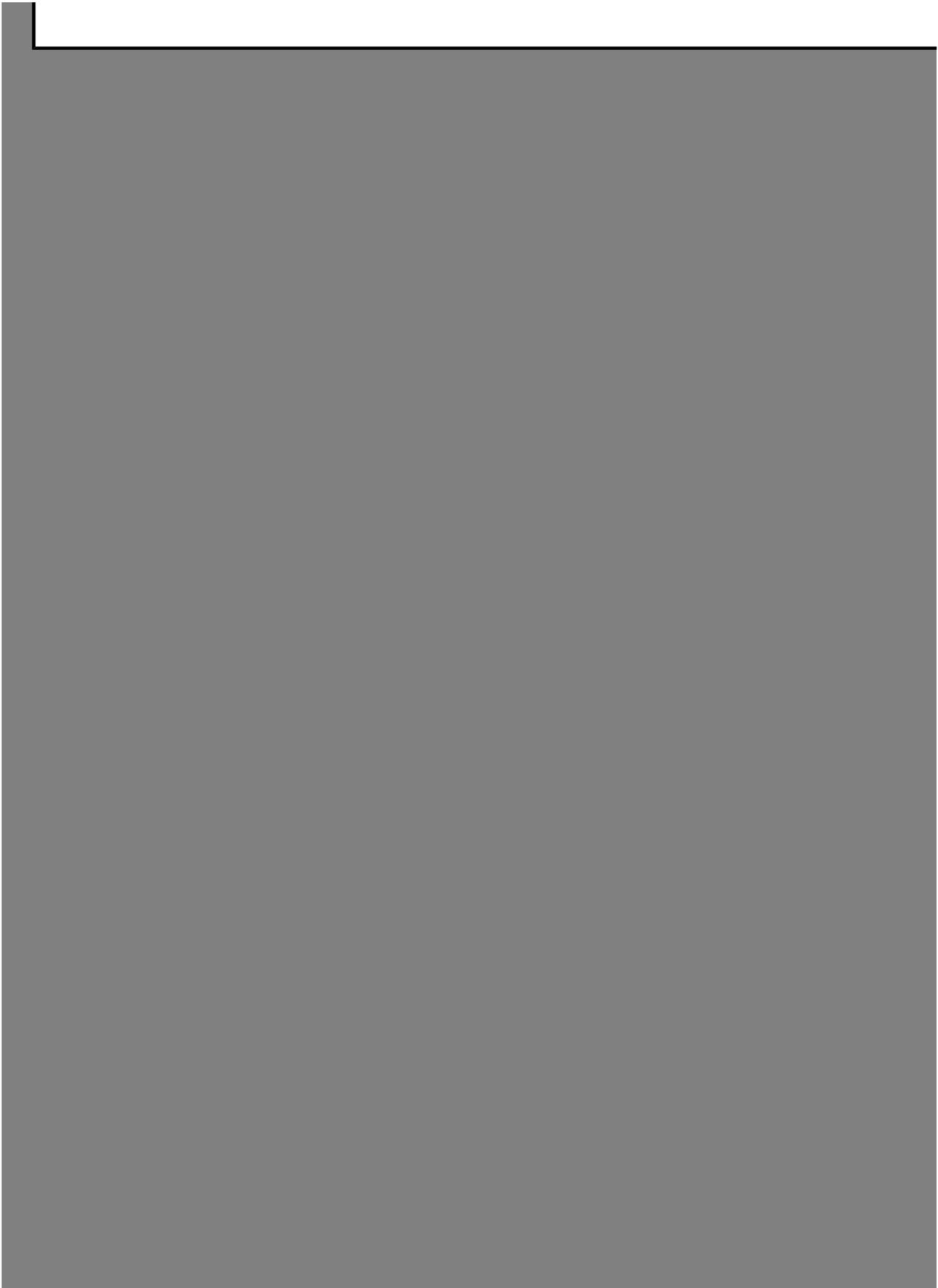
Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /



Student Name **Helen Callier**

Student Number **N344**

ut immediate attention. Currently working to
lars and number of parts. Dealership will start
entory) Assessing the calculation to determine
y of the obsolescence when the ownership

2. Reduce obsolescences
sting them on Dealermine and Ebay
3. Scrap \$15,000 each
4. Implement report "Begin with the End in
% by November 30, 2010

rt - Feb 24th

Train on utilizing the MGR - March 1st

stock orders and special order parts.

Daily awareness of current Parts
(vice Director and GM)

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

red goal.
CDK scheduled to retrain utilization of DMS

nt weekly reports to be reviewed (awareness)

reviewing report of part \$ / # of pieces or units

nth as needed.

Ryan Cain

