First Time Fill Rate

DEALERSHIP NAME		NADA Motors rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
1/14/2019	10	5	2	3
1/21/2019	10	3	1	6
1/28/2019	10	9	1	
2/11/2019	5	1	1	3
2/18/2019	5	3	0	2
2/25/2019	10	8	1	1
Totals	50	29	6	15

Rate %
50.00%
30.00%
90.00%
20.00%
60.00%
80.00%
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
58.00%

CDK 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			
Clean Core		#DIV/0!	# PIECES	PART #		
Dirty Core		#DIV/0!				
Total Inventory	$0	#DIV/0!				

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 g
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
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)

COLOR SCORING
GOOD
WARNING
DANGER
GREAT
Seldom used
OK….BUT..
OUCH !!!!!!
ouch!!!
[redacted]

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

Pass or Fail ?

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!		

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

GOOD
WARNING
DANGER
GREAT
Seldom used
OK….BUT..
OUCH !!!!!!!!!!
YIKES

nd active 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			

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)

COLOR SCORING
GOOD
WARNING
DANGER
GREAT
Seldom used
OK….BUT..
OUCH !!!
OUCH !!!!!!
ouch!!!
[redacted]
s guide
ide
Pass or Fail ?

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

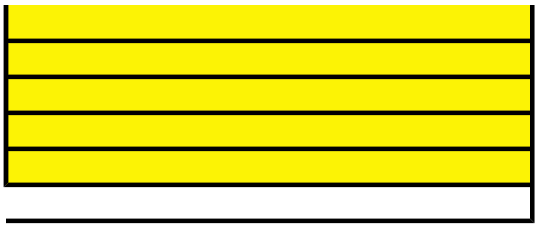
DEALER TRACK ARKONA STATUS	MONTH OF: %	#	PIECES	VALUE	PROFILES
ACTIVE PARTS: STOCKED	#DIV/0!				See 9 D
ACTIVE PARTS: EXCESS STOCK	#DIV/0!				LESS THA
ACTIVE PARTS: UNDERSTOCKED	#DIV/0!				LESS THA
ACTIVE PARTS:TO PHASE OUT	#DIV/0!				LESS THA
TOTAL ACTIVE PARTS	#DIV/0!				70%
SUPERCEDED W/ON HAND	#DIV/0!				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

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!	



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
Pass or Fail ?

	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 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
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 Stocking Status Observations	Inventory 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 Activity	Value	% of inven	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:**

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