

## First Time Fill Rate

| DEALERSHIP | P NAME | NADA Motors | rst time fill rate |     |
|------------|--------|-------------|--------------------|-----|
| DATE       | RO'S   | 1st Time    | Same Day           | Day |
| 2/11/2019  | 8      | 6           | 6                  | 2   |
| 2/12/2019  | 11     | 10          | 10                 | 1   |
| 2/14/2019  | 7      | 7           | 7                  | 0   |
| 2/16/2019  | 5      | 4           | 4                  | 1   |
| 2/18/2019  | 7      | 6           | 6                  | 1   |
| 2/19/2019  | 28     | 23          | 23                 | 5   |
|            |        |             |                    |     |
|            |        |             |                    |     |
|            |        |             |                    |     |
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|            |        |             |                    |     |
|            |        |             |                    |     |
|            |        |             |                    |     |
|            |        |             |                    |     |
|            |        |             |                    |     |
| Totals     | 66     | 56          | 56                 | 10  |



| CDK<br>Stocking Status<br>INVESTMENT |  |  | Inventory<br>Value | % of Inventory | Guide                    | COLOR<br>SCORING |
|--------------------------------------|--|--|--------------------|----------------|--------------------------|------------------|
| Normal or Active Stock               |  |  | \$217,228          | 94.01%         | over 70%                 | GOOD             |
| Automatic Phase Out                  |  |  | \$7,850            | 3.40%          | Less than 30%            | WARNING          |
| Dealer Phase Out                     |  |  | \$0                | 0.00%          | Less than 1%             | DANGER           |
| Manual Order                         |  |  | \$0                | 0.00%          | Less than 3%             | GREAT            |
| Non Stock Part \$'s                  |  |  | \$1,700            | 0.74%          | Less than 5%             | Seldom used      |
| Non Stock Part #'s*                  |  |  | 3,169              | 38.00%         | Greater than 70% of PN's | OK....BUT..      |
| Clean Core                           |  |  | \$4,280            | 1.85%          | # PIECES    PART #       | OUCH !!!!!       |
| Dirty Core                           |  |  | \$0                | 0.00%          |                          |                  |
| Total Inventory                      |  |  | \$231,058          | 100.00%        |                          | ouch!!!          |

| Activity           | Value \$ | %    | Notes & Guides                          |
|--------------------|----------|------|-----------------------------------------|
| 0-3 Months         | 150,972  | 69%  | ACTIVE INVENTORY at 75%                 |
| 4-6 Months         | 20,395   | 9%   | ACTIVE INVENTORY at 23%                 |
| 7-12 Months        | 22,529   | 10%  | 75% will likely become Obso 2% is guide |
| Over 12 Months     | 5,347    | 2%   | Technical Obsolescence 2% is guide      |
| New parts no sales | 17,994   | 8%   | Minimal Amount                          |
| Total Inventory    | 217,237  | 100% |                                         |

|                                                                              |                |
|------------------------------------------------------------------------------|----------------|
| 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 you                                     |                |
| GROSS (TOTAL) TURNS (from your FS Temp                                       |                |
| TRUE (STOCK) TURNS (from your FS Templi                                      |                |
| FTFR (FIRST TIME FILL RATE)                                                  |                |
|                                                                              |                |
|                                                                              |                |
|                                                                              |                |

| OBSS POSITION |    |     |          |
|---------------|----|-----|----------|
| .75 TIMES     | \$ |     | 16896.75 |
| PLUS          |    |     | 5,347    |
| PLUS          |    |     | 17,994   |
| EQUALS        |    | 19% | 40237.75 |

| REYNOLDS 2213<br>Stocking Status<br>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                                   |       |                |            |                        |

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| 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 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 | NADA       |          |                                                         |
|------------------------------------------------------------------------------|-----------|------------|----------|---------------------------------------------------------|
|                                                                              | Value     | % of inven | 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 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<br>Stocking Status<br>INVESTMENT |  | Inventory<br>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! |                                   |  |

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|------------------------------------------------------------------------------|--|
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |  |
| OBESO 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)                 |  |
|                                                                              |  |
|                                                                              |  |
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| 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) |

|                                                                                |
|--------------------------------------------------------------------------------|
| <b>MONTHS SUPPLY (this calculation is found in the FS template)</b>            |
| <b>GROSS (TOTAL) TURNS (from your FS Template)</b>                             |
| <b>TRUE (STOCK) TURNS (from your FS Template)</b>                              |
| <b>FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)</b> |
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| Lightyear<br>Stocking Status<br>INVESTMENT                                   |  | Inventory<br>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!        |          |                                |  |  |
| Lightyear                                                                    |  |                    |                |          |                                |  |  |
| Activity                                                                     |  | Value \$           | % 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 |  |                    |                |          |                                |  |  |
| OB SO 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)                |  |                    |                |          |                                |  |  |
|                                                                              |  |                    |                |          |                                |  |  |
|                                                                              |  |                    |                |          |                                |  |  |
|                                                                              |  |                    |                |          |                                |  |  |



| 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! |

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| 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                         |           |                |                          |                |

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| Investment Activity                                                          | Value | % of inven | NADA Guide | Notes                                                   |
|------------------------------------------------------------------------------|-------|------------|------------|---------------------------------------------------------|
| Current TO 3 Months                                                          |       | #DIV/0!    | 75%        | this is your current and active healthy parts inventory |
| 3 to 6 Months                                                                |       | #DIV/0!    | included   |                                                         |
| 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:

Who:

What:

3. 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**

