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First Time Fill Rate

DEALERSHIP NAME		F
DATE	# OF RO'S	RO's Filled 1st Time
5/20/2017- ro 16599c-16674	3	5
5/22/2017 ro 16685-16707	3	4
5/23/2017 ro 16726-16600	3	4
5/28/2017 ro 16604-16606	3	20
5/29/2017 ro 16609-16615	3	4
5/20/2017 ro -15555-15557	3	5
6/1/2017-ro 16599c-16674	3	5
6/2/2017- ro 16685-16707	3	3
6/3/2017 ro 16726-16600	5	2
6/4/2017 ro 16604-16606	3	20
6/5/2017- ro 16609-16615	3	5
6/6/2017 - ro 15555-15775	3	3
6/8/2017- ro 15770-15775	4	9
6/10/2017- ro 15779-15785	5	5
6/15/2017 ro-15787-15790	3	2
Totals	50	96

first time fill rate		
RO's Filled Same Day	RO's Not Filled Same Day	Did we track lost sale or emergency purchase the part
	3	Yes- No
3		Yes- No
	3	Yes- No
	1	Yes-Yes
2	1	Yes-No
	2	Yes- No
	2	Yes-Yes
3	1	Yes-No
3	2	Yes-no
4	1	Yes-Yes
	2	Yes-No
2	2	Yes-No
3	6	yes-yes
3	7	Yes-Yes
2	4	Yes-No
25	37	n/a

DMS SCORECARD				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock			#REF!	over 70%
Automatic Phase Out			#REF!	Less than 30
Dealer Phase Out			#REF!	Less than 10
Manual Order			#REF!	Less than 30
Non Stock Part \$'s			#REF!	Less than 50
Non Stock Part #'s*				Greater than 70%
Clean Core			#REF!	p/n pieces
Dirty Core			#REF!	
Total Inventory	#REF!		#REF!	

Activity	Value \$	% of Invent	%	Notes & G
0-3 Months			#DIV/0!	ACTIVE INVENTORY
4-6 Months			#DIV/0!	ACTIVE INVENTORY
7-12 Months			#DIV/0!	75% will likely become
Over 12 Months			#DIV/0!	Technical Obsolescence
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

	COLOR SCORING
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	GOOD
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%	WARNING
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%	DANGER
---	---------------

%	GREAT
---	--------------

%	Seldom used
---	--------------------

of PN's	OK....BUT..
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	OUCH !!!!!
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--	--

	ouch!!!
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guides

at 75%	
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at 23%	
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OBSO POSITION			
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ne Obso 2% is guide	.75 TIMES \$			0
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nce 2% is guide	PLUS			0
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	PLUS			0
--	------	--	--	---

	EQUALS	#DIV/0!		0
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Departmental Action Plan

Dealership VALLEY HINO DBA VALLEY ISUZU TRUCK

Student Name LAURA O'DONNELL

Academy Week Week 2 Parts Action Plan

Class & Student Number ATD03618

Current Situation

Parts has a current obso of \$40,000 which needs to be significantly reduced .

Overall Objective:

To decrease the \$40,000 in obso in parts and regain the reserve withheld monthly and purge the obso inventory.

Proposed Timeline

July 29(end of July) Plan started May 18th,2017 after I reviewed MGR report and found higher than normal obso.

Action Plan

Parts returns to Hino and Isuzu (totaling \$20,000) Ford and Freightliner (non OEM) will also be returned. The other parts we will trade for faster mo

Requirements

1. Reconciliations must be done bi-weekly. MGR report must be evaluated, along with discussion of returns and ease o We must also re-evaluate if there are parts that cannot be returned. Then we must decide whether to write off and sci or toss them out.

2. The Parts Manager is on board with the idea. We will monitor obso bi-weekly. We will monitor returns bi weekly. We a reviewing the Ford/Freightliner "fast moving parts trade" with the Parts Director, to ensure they are in fact parts that to sell in our Parts Department.

3. **Accountability: Monitoring progress:**
Who: Laura O'Donnell , working with Jill Hershberger, overseen by Brian O'Donnell(Dealer Principal and Michele Stebner(Accounting) and Jeff B. (Parts Director)
What: Decreasing Parts Obso significantly(to zero if possible)
By When: July 29th,2017
How: Parts returns in over \$30,000. Trading the remainder of the parts for faster moving(if even necessary)--> mainly to the non oem parts that may/may not take returns. Lastly scrapping parts and writing them off if necessary.

4. Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly / Definitely needs to be done bi-weekly. Parts Manager needs to be shown a report to see where she stands on a bi weekly basis.

Date(s) for review: June 2, June 16th, June 29, July 14 with a final date review of July 28 closing goal July 29.

5. Estimated cost for implementation: If any, cost of scrapping parts at potentially over \$2100 at the HIGHEST.(what we

Projected Date of Completion:

JUNE 29,2017

Sponsor Signature:

Sponsor's Printed Name _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / Going to regain \$2100 per month from reserve account. Currently she is hold inventory @\$2100 per month). We need to ask what percentage that comes out will be put towards the department for scrapping to make lower her expenses . Hopefully it will help her gross that she has "faster moving parts" to replace the obso parts, in turn for parts that car gross. Avtek is the provider that will be performing what we call the "horse trade" for the older parts.

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

ving parts.

f returns.
rap, trade

ire
are going

applies

in obso

retain in

nted Name

ing (.5% of the
sure. This will also
strengthen her