First Time Fill Rate

DEALERSHIP NAME		NADA Motors	rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day
Totals	0	0	0	0
	0			

Rate %
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!

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 Templa

FTFR (FIRST TIME FILL RATE)

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

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

uide

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!			

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 T	
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	
.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!

obso
obso

PASS/ FAIL
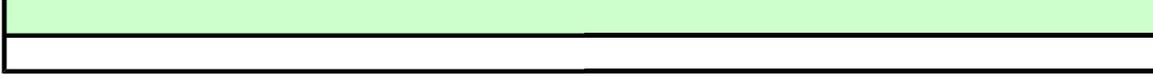
AUTO MATE Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
				GOOD
				WARNING
				DANGER
Active parts		#DIV/0!	over 70%	GREAT
Auto Phase Out Parts		#DIV/0!	Less than 30%	Seldom us
Dealer Phase Out Parts		#DIV/0!	Less than 1%	OK….BUT
Manual Order Parts		#DIV/0!	Less than 3%	OUCH !!!!!
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
		$ 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 VALUE	$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!				

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!	

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	$		0
de	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

Pass or Fail ?

DEALER TRACK ARKONA STATUS		MONTH OF:				PROFILES
		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		22.72%	764	1,031	$56,936.00	See 9 D
ACTIVE PARTS: EXCESS STOCK		52.37%	1,044	19,190	131,228.00	
ACTIVE PARTS: UNDERSTOCKED		0.43%	33	26	1,068.00	LESS THA
ACTIVE PARTS:TO PHASE OUT		1.13%	23	27	2,831.00	LESS THA
TOTAL ACTIVE PARTS		76.65%	1,864	20,274	$192,062.00	70%
SUPERCEDED W/ON HAND		1.28%	23	39	3,205.00	LOW DBL
INACTIVE W/ON HAND		21.65%	722	1,628	54,256.00	LESS THA
INACTIVE PART NUMBER # AND %						
TOTAL INV. TO SELL		99.59%	2,609	21,941	$249,524.00	
CORES ON HAND			11	18	1,035.00	LOW PIEC
NEG-ON-HAND			0	0	0	LOW DBL
TOTAL OF INVENTORY			2,620	21,959	$250,559.00	
PARTS ON OPEN R. O.'S			729	1226	56,675.00	ONE DAYS
VALUE OF TOTAL INVENTORY			3,349	23,185	$307,234.00	
NOT ON FACTORY MASTER			6,573	10	2,063.00	MINIMAL
PARTS WITH OUT COST			292	0	0	MINIMAL
INVENTORY AGING BY LAST SOLD						
		VALUE	%	ACUM %		INS
NEVER SOLD		0	0.00%	0.00%		
ONE YEAR AGO PLUS		0	0.00%	0.00%		THIS
ELEVEN MONTHS AGO		5,210	2.09%	2.09%		
TEN MONTHS AGO		4,006	1.61%	3.69%		THIS
NINE MONTHS AGO		7,459	2.99%	6.69%		
EIGHT MONTHS AGO		8,822	3.54%	10.22%		THESE PARTS WILL BE IN A ",
SEVEN MONTHS AGO		9,182	3.68%	13.90%		
SIX MONTHS AGO		6,353	2.55%	16.45%		
FIVE MONTHS AGO		12,571	5.04%	21.49%		
FOUR MONTHS AGO		9,248	3.71%	25.20%		THIS IS YOUR ACT
THREE MONTHS AGO		11,865	4.76%	29.95%		
TWO MONTHS AGO		20,183	8.09%	38.05%		
ONE MONTH AGO		30,675	12.30%	50.34%		
CURRENT MONTH		98,702	39.57%	89.91%		
TOTAL INVENTORY		249,435	89.91%			Guide is 1.5 Months Suppl
CORES WITH ON HAND		1,035				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				
GUIDES	**SCORING**				
	GOOD				
	WARNING				
N 1 %	**DANGER**				
N 30%	**GREAT**				
	Seldom used				
NUMBERS	**OK….BUT..**				
N 30% these are Auto Phase Out Parts	**OUCH !!!**				

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 ?	
Fail	
	0
180 $14115	
	21
(4) $131.24	
	$5,283
	2

4
8.05
63%

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!			

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 g	
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!!!	

	OBSO POSITION		
is guide	.75 TIMES	$		0
guide	PLUS			0
	PLUS			0
	EQUALS	#DIV/0!		0
Pass or Fail ?			

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 VALUE	$0	
PLUS THE 25+ VALU EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

-

UCS SCORECARD				
Stocking Status Observations	**Inventory Value**	**% of Inventory**	**Guide**	**GOOD**
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				

Color legend: 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 template	
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 / ±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.   **(± 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