

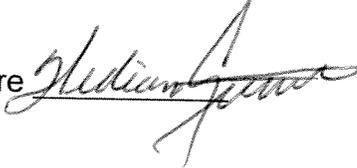
Verification Form Regarding the Departmental Action Plan

Fixed Operations 1 Week Post- Class Homework Assignment

Dear Academy sponsor,

One of the post-class homework assignments given to your manager at the conclusion of week two at the Academy is the Departmental Action Plan form. The student's assignment is to show you the format of the assignment, explaining to you the purpose of crafting a departmental action plan after week 2 of the Academy. This assignment will be completed four separate times, (classes 2-5) after the student has attended the fixed operations 1 parts week, the fixed operations 2 service week, the variable operations 1 class week and the variable operations 2 class week. The progress of the student's departmental action plans will be assessed by each of the Academy instructors in weeks 2 through 5 of the Academy. Please sign this form below which indicates that the student has reviewed the departmental action with you, and have your student bring the form with them, when they return for their fixed operations 2 parts class. We will collect these forms at that time from the students. The student will receive a pass/fail grade, based upon whether they submit this form signed by you. This is being done in order to verify that each student has shared the Departmental Action Plan with their sponsor.

Thank you for your cooperation.

Sponsor's Printed Name W. A. Hillman Sponsor's Signature 
Date 4/2/2018

Very truly yours,

First Time Fill Rate

FRED BEANS NISSAN		RO's Filled 1st Time (Right Away)	First time fill rate RO's Filled the same day Same Day	RO's Not Filled Same Day	Actual 1st Time Fill Rate %
DATE	# OF RO'S		Day	Day	
3/28/2019	8	7	1		87.50%
3/29/2019	10	10			100.00%
4/1/2019	8	8			100.00%
4/2/2019	8	8			100.00%
4/3/2019	11	10	1		90.91%
4/4/2019	12	10	1	1	83.33%
					#DIV/0!
Totals	57	53	4	1	92.98%

Parts Manager Questions

Have your parts manager answer the **78** questions found in this zip file. Confer and provide suggestive actions. **(50 points)** Provide your answers in a different color font.

1. How often is your dealerships source pricing levels reviewed for competitive maintenance and heavy repair? 2 times a year at corporate level
2. Compare the pricing policies in the parts department and see how competitive your Dealership is within your area. We are very competitive
3. Verify with the use of market surveys on selected parts prices in your area as to whether you are competitive with others. You don't have to be the lowest to sell more, but too little or too much profit can keep you from being competitive. We are number 1 in nissan parts sales
4. Does the computer system you have follow one or more of the pricing guides for various types of customers? Review the pricing structure with the manager and determine areas of profit potential. Policies in wholesale, retail counter, service department, employees, etc., need to be established. Internal and retail counter
5. Do you have in place policies and DMS controls (via Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions? What about Service Advisors? No only Service Advisors
6. Is there a process followed to prevent the costing of parts at other than the established factory (OE) cost within the dealership when parts are placed into the inventory? (done through the use of +/- inventory adjustment account(s)) Yes
7. Regardless of parts cost (due to various sourcing opportunities (Jobber/Wholesale Distributor), are they all costed at the same factory price to maintain accurate inventory value? Yes
8. How are discount purchases tracked in the system to show additional profit based on the cost of the part from a particular source other than factory price? DMS reports on gross
9. Do you have an internet presence for your parts department? No we do not
10. What type of merchandising programs do you have in effect? What is the relative cost versus sales generated as a result of the programs? We only really do coupons online and mailed to customers

11. Is an outside salesperson active in your parts department? Are the sales at a level that “pays” for the employee or could the accounts be maintained on a part-time basis by the manager? Not in our parts department at warehouse
12. Do you have factory merchandising dollars available, and if so, how much of those dollars have been spent year-to-date by the dealership? What must be done to qualify for more expense sharing in merchandising by the factory and the dealership? We do get factory dollars. The warehouse gets them so we have to reach out to them if we need to send something back to get it added to their order.
13. With the growing use of mobile smartphones by customers do you have a mobile ready website? We have a good mobile site but no real parts presence.
14. Do you periodically check your online internet Parts coupons? How often are they checked? How often are they updated? Yes they are updated monthly
15. Pay plan reviews should be made at least on a monthly basis. When has a comparison been made between departmental gross profit and the personnel expenses for the department? Is the current sales level providing a sufficient profit for the pay levels established for the parts employees? Pay plans are reviewed yearly by GM and Parts Manager
16. Does the parts department actually seek additional revenue or “live off” the sales of the service department only? If not why not? Live off Sales, Service, and Fleet
17. Is a program set up to sell accessories to the customer in the sales department as well as the parts area of the dealership? If not, are you leaving potential sales and gross profit on the table? There is not and yes we are leaving money on the table
18. Do you review wholesale customers weekly to see if parts sales dollars per customer and returns justify the expense of conducting business with them? For example, delivery 30 miles out of town to a customer ordering \$300 a month of parts at Cost+20% may not justify the delivery service. We do not our warehouse does
19. Do you study your wholesale market opportunity with the dealership’s area of influence? Who’s the major player and can you unseat them? Can you make a difference against your competition? Can you deliver 2-3 times a day? Within what mileage radius? Done at warehouse level
20. Who verifies the “wholesale” customer applications to make certain they are really true wholesale customers? Are your state Tax-ID/Wholesale Certificates current (within the last two years?) our warehouse Denny Loux
21. Discuss monthly expense control with the parts manager and identify specific areas under the manager’s control. If expenses are allocated and not charged on a

controlled basis, consider basing pay programs on sales or gross rather than net profit as part of the plan. No real expenses

22. Who determines credit approval for parts customers and what screening system is applied? Who follows the receivables list in a timely manner to make certain payment is made by the customer without exceeding the account limits? We do not do credit approval
23. Is the financial statement for the parts department given to the manager and discussed on a weekly/monthly basis? Yes Monthly
24. What are the special parts ordering policies for SORs? Where is it written and posted? When was it reviewed and what level of management approved it? There is a process in our handbook but it is not followed
25. Do you require 100% pre-payment on these parts? Do you differentiate between Counter Retail/Wholesale and Service RO? We try to get it but don't always take.
26. What time is set to retain these parts and then initiate a return? Is a return charge made on customer pay parts that are returned because the customer did not return for them within a time limit? 45 days we have to return and they are returned
27. Who are the parties that are involved in the SOP process start to finish? Service Manager, Service Advisor, Parts Manager, Counterman
28. Are special order forms completed in a legible manner so that the customer information can be read? Yes
29. Where are special order parts for the service department located? Who notifies the customer the part is in, and who determines when to send the parts back if no response is made by the customer? Is anyone designated to follow up on SOP's, the lack of return? They are located on a shelf outside of Parts Managers office. Parts lets service advisor know they call customer to get installed.
30. See if special order parts are carried in a separate section of the parts inventory to maintain control. Or they inserted into the regular inventory? They are carried in regular inventory
31. Who administers and controls the Purchase Order system (DMS/book)? What dollar amount of fixed asset purchase can be made without approval above parts management level? Who sets and monitors these \$\$ levels and total open PO's and open PO \$'s? There is only the Parts Manager and one counterman. Parts Manager.

32. Does anyone other than the parts manager have direct purchasing authority from outside vendors? Who oversees the Parts Manager? (Double signatures, Perusing the Parts Dept. purchase invoices) the other parts counterman Alex
33. Who established internal parts pricing policies? Are all internal purchases centralized and run through the Parts Department for control purposes? Done at corporate level
34. Does the value of the parts inventory on the parts computer exceed, or is it less than, the financial statement dollar amount? (Monthly Reconciliation Exercise) Les
35. If the accounting inventory value is higher than the parts computer, look for the parts inventory missing items (uncontrolled inventory). (Monthly Reconciliation Exercise) no balance out at end of year
36. If the accounting inventory value is less than that of the parts inventory value does this indicate an abnormal condition? (If not, why?) (Monthly Reconciliation Exercise) no they do not look
37. If LIFO is used, when inventory value is used to calculate days' supply, etc., the actual value should include the LIFO reserve. We do have lifo
38. Is there an employee responsibility to function chart as was discussed in class? Are there specific inventory transactions (Grading, Ordering, Receipting, Posting, Adjustments, Bin Count Inventory, Returns, Cores/Dirty Cores) assigned to each of the employees in the parts department? (Functions vs Employee Exercise) parts does do bin counts once a week
39. Who controls the training programs for the parts employees? When was it last reviewed? Is it part of a yearly review with the employee and is it part of the employee's pay plan? Corporate does all training and GM reviews pay plans.
40. Are records kept of the training for each person and when did someone last take online DMS refresher training? Parts Catalog training? OE/Manufacturer specific training? Yes we keep records
41. Has your Parts Manager ever taken a departmental Financial Management class like the ATD Academy? When was the last time they attended any formal Parts Management training? No
42. A computer system diagram with specific terminal equipment positions should be made and a flowchart of work routine should be made. Determine if the equipment meets daily needs and if the equipment is in the right locations. Is the volume of business at a level that requires more system hardware, or does it

require less? We do not need any other system warehouse does most of the ordering of Nissan parts at store level our DMS is fine

43. How much of the replenishment/daily order is manually adjusted? Does it exceed 10%? Who makes the stock replenishment changes, and what are the reasons for the majority of those adjustments? When was it changed last and by whom? Less than 10% and Parts Manager adjusts.
44. Is the trend of those changes in question #42 a positive or negative trend?
45. What is the percentage of stock order from the factory versus outside purchase (emergency purchases)? 95% stock order
46. Where are the computer-generated management reports printed and stored are they used on a daily? (CDK MGR Report) How are the management reports utilized? We do not store but do look at on a weekly basis
47. Is the DMS Summary used to track inventory trends? When will you incorporate the DMS Scorecard that you learned about in class? Are there areas on the DMS scorecard that you couldn't find and if so who at the DMS is helping you to find those answers? Yes DMS summary is used. I forwarded score card to our Parts director.
48. How often is your Parts Inventory adjusted for errors in part value or part quantity? (Moments in Time) they adjust inventory on a monthly basis
49. Have the fifty most active parts numbers been checked for parts bin count accuracy? (Moments in Time) yes we just did a bin count for all parts April 3rd. active ones checked weekly
50. Are the transactions for each day reviewed by the parts manager to make certain that any adjustments made (plus or minus) are accurate? Yes all invoices and transactions reviewed by service manager
51. Have you given the Lost Sale Quiz to the parts Manager and Counter-people? Others in the dealership? Yes Parts Manager and General Manager.
52. Are true lost sales being tracked in your DMS? Who can log a Lost Sale? They are being tracked but not probably properly. Service Manager and Parts counterman
53. Who reviews the Lost Sales? When are they reviewed? Parts Manager and monthly

54. Are emergency ordered part numbers reviewed to see if they qualify to be phased in? Is the Test/Non Stock/Watch feature of the computer system utilized to test which parts to stock (Phase In)? Yes they are reviewed. Phase in here is 3 in 15
55. What demand history does it take to place a part on the inventory stock order or in inventory? Time limit and quantity are generally managed by Vendor Managed Inventory systems? 3 in 15 tracked by dms
56. What is your Compliance % level for your inventory with your Vendor Managed Inventory, RIMPRO? We do not use. We have numbers to hit but this is tracked at parts warehouse and our number is typically buying between \$800,000 - \$900,000 in parts per month.
57. Are all parts sold by the department placed in the Parts inventory and then sold from the inventory? Do you stock any items that aren't in your inventory (Shop supplies, get ready, bulk fluids like washer solvent)? Yes. We do some fluids.
58. Are the procedures for shipping and receiving written or all verbal? Who's responsible for reviewing and updating these policies and procedures? Written done at corporate level
59. Who files damage claims on parts shipments received? Parts Manager
60. Who receives parts orders, and how are they received? Is the original stock order transmitted to the factory cross-checked? What do you do about discrepancies? They are actually shipped to our warehouse checked in there then brought by internal drivers to the dealership and checked in by Parts Manager or Counterman
61. At a minimum, is perpetual inventory verification done in conjunction with a physical inventory on a yearly basis? No more like year and a half
62. Who applies and loads the monthly price updates? Parts Manager
63. Are parts cost adjustments (monthly price updates, bin count irregularities and emergency purchases at more or less than OE cost) tracked by someone in the dealership or is a periodic inventory adjustment method utilized (like once a year)? Parts manager adjusted yearly
64. What adjustments were required after the last physical inventory to the dollar value, etc., of the inventory? We were off by 73 dollars
65. Are all obsolete parts that are on the inventory physically in the store? yes
66. Are they separated into a special area to be controlled and tracked for sales history? Separate source? Change bin location by adding a J for easy

identification by counter persons? They are put in separate are but not coded with J

67. Who verifies the completion of the repair orders between the first and second month they are reported in the work-in-process status? GM, Service Manager, Parts Manager
68. Do the Parts, Service and Body Shop Managers along with the Office Manager/Controller together follow up on all Work in Process (WIP) tickets and verify that they are closed out in a timely manner? Yes
69. Is a daily operating report of sales, gross profit etc., being provided to the parts manager for review by him (DOC)? Yes
70. What is the months' supply of the inventory? Does this match the students calculations found in their FS Parts Excel template? Are too many parts stocked in the inventory based on this calculation? Our turns are .19 but our warehouse gets put in on statement which makes internal not match
71. What is the true turn of the inventory? Does that match the students calculations found in their FS Parts Excel template? True turn is 21.1 which doesn't match because of warehouse sales being put on the statements at a certain %
72. Is the inventory area large enough for the current level of business? Answers to this question can be obtained when the student does the FTFR (First Time Fill Rate) exercise. Yes it is because we have our warehouse
73. Where are the Dealership's policy and procedures manuals located and who handles the review with the manager and his employees? Who has verified that the manual is located in an area that allows for easy access? We have an employee handbook and a service/parts quality process manual
74. Is your Parts Department locked up each night? Who has keys? GM and Parts Manager
75. Do your Counter-people have a cash drawer? Who balances the drawer? Counterman do not have cash drawer. Cashier balances.
76. Is there a policy in place for overages for the cash drawer/balancing? yes
77. Do you have security cameras in the Parts Department? Who has access to the tapes/CD/backup? We do have cameras parts manager and corporate have access
78. What one thing can your organization do to help you do your job better? Get better internet speeds and look into an online parts presence