



Rate %
#DIV/0!



CDK				COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
Normal or Active Stock		#DIV/0!	over 70%	GOOD
Automatic Phase Out		#DIV/0!	Less than 30%	WARNING
Dealer Phase Out		#DIV/0!	Less than 1%	DANGER
Manual Order		#DIV/0!	Less than 3%	GREAT
Non Stock Part #'s		#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*			Greater than 70% of PN's	OK....BUT..
Clean Core		#DIV/0!	# PIECES PART #	OUCH !!!!!
Dirty Core		#DIV/0!		
Total Inventory	\$0	#DIV/0!		ouch!!!

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 guide
Over 12 Months		#DIV/0!	Technical Obsolescence 2% is guide
New parts no sales		#DIV/0!	Minimal Amount
Total Inventory	0	#DIV/0!	

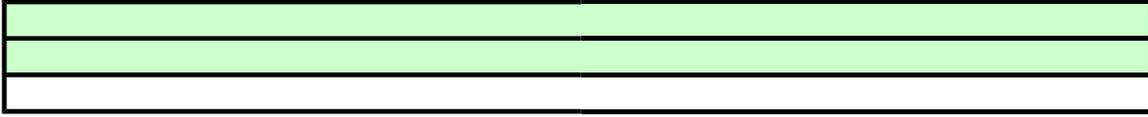
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	
NEG-ON-HAND (MINUS-ON-HAND)	
CLEAN CORE	
DIRTY CORE (RDCI) OR DONE MANUALLY	
LOST SALES CALCULATOR VS. ACTUAL	
AVERAGE STOCK ORDER (Obtain data from	
MONTHS SUPPLY (This calculation from you	
GROSS (TOTAL) TURNS (from your FS Temp	
TRUE (STOCK) TURNS (from your FS Temp	
FTFR (FIRST TIME FILL RATE)	

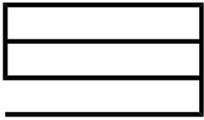
OBSO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

REYNOLDS 2213			
Stocking Status	Inventory Value	% of Inventory	Guide
INVESTMENT			
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 inventc
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				
OBISO 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				





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 Value	% of inven	NADA 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
OBISO 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)				

sed

..

!!!!

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	Inventory Value	% of Inventory	Guide
INVESTMENT			
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!!!

Pass or Fail ?

OBSO POSITION

s guide .75 TIMES \$ 0

de PLUS 0

PLUS 0

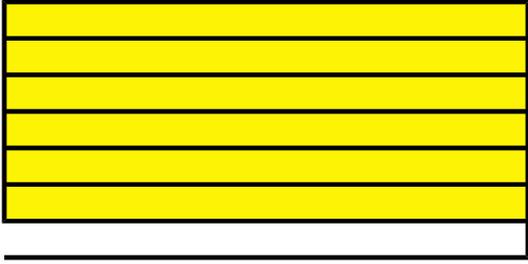
EQUALS #DIV/0! 0

DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	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!	THIS	
ONE YEAR AGO PLUS			#DIV/0!	#DIV/0!	THIS	
ELEVEN MONTHS AGO			#DIV/0!	#DIV/0!	THIS	
TEN MONTHS AGO			#DIV/0!	#DIV/0!	THIS	
NINE MONTHS AGO			#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "	
EIGHT MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
SEVEN MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
FIVE MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
FOUR MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
THREE MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
TWO MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
ONE MONTH AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
CURRENT MONTH			#DIV/0!	#DIV/0!	THIS IS YOUR ACT	
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
	DANGER
	GREAT
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	
STRUCTORS NOTES	
IS TECHNICAL OBSO	
IS POTENTIAL OBSO	
AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6	
FIVE HEALTHY PARTS INVENTORY	
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!				
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							
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)							

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)				

sed

..

!!!!

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				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				

UCS

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 **Honda Conyers**

Academy Week **March 18th - March 22nd**

Class &

Current Situation

Accessory sales are lowest in district. Averaging 11K per month, compared to

Overall Objective:

Increase accessory sales to district average of 47K per month by implementing each new car customer to go over accessory options. Currently we are selling will groom into this new position.

Proposed Timeline

April 1st 2019: Service/Parts manager to Meet with the GM to discuss plan of a managers, sales managers and F&I managers to share the vision. April 4th: Pa accessory menu. April 8th: Meeting with department managers to review new and changes. April 10th: Start training with new accessory coordinator. April 1

Action Plan

Gain buy-in from all management teams. Show everyone the increased gross f

Requirements

1.

Met with Dealer April 1st 2019 to share the vision and financial impact of incre bought in and is ready to move forward.

2. Met with all Management teams involved on April 3rd to discuss implementation during the sales process. Started training on the process on April 10th with the goes into Finance, they will be introduced to the accessory coordinator and he menu) for the model the consumer is purchasing. Service Director and GM will to coach and train. Accessory coordinator will be paid a percentage of parts at \$350 in accessory parts and labor gross per new unit.

3. The GM and Service Director will share in the responsibility of holding the accessory monthly goals for penetration (60%) and gross per new unit sold (\$350). They will financial gain by having weekly performance/coaching meetings starting on April 15th.

4. GM, Service Director and Accessory coordinator will meet every Monday at 4pm.

5. Estimated cost for Accessory coordinator is \$4,000 per month, based on total

Projected Date of Completion:

April 15th 2019

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

When our goal of \$350 in parts and labor accessory gross is achieved, that will yield an additional \$350 per unit. The customer experience will escalate and the expense of \$4000 a month is well worth the investment.

Student Name Jason Yates

Student Number N348-14

47K district average.

g an accessory coordinator that sits down with
11K per month. We have a salesman that we

ction. April 3rd: Meeting with all fixed ops
urts and service manager to begin building
accessory menu and discuss any concerns
5th: Go live

for all departments once our goal is achieved. E

ased accessory sales. Dealer is completely

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

on and process for introducing accessories
e accessory coordinator. Before the customer
e will go over options (using the accessory
I meet once a week with accessory coordinator
nd labor gross. Our overall goal is to average

essory coordinator accountable by setting
will also share in monitoring the process and
April 15th 2019.

m starting on April 15th, 2019.

parts and service gross generated.

T.C. Staton

\$40,950 in gross based on 117 new vehicles per month.
ent.

