

First Time Fill Rate

DEALERSHIP NAME	NADA Motor	1st time fill rate			
DATE	RO'S	1st Time	Same Day	Same Day	Rate %
###	5	5	5	0	100.00%
###	3	3	3	0	100.00%
###	7	6	6	1	85.71%
###	5	5	5	0	100.00%
###	6	6	6	0	100.00%
###	4	4	4	0	100.00%
###	7	4	4	3	57.14%
###	4	4	4	0	100.00%
4/1/2019	5	4	4	1	80.00%
4/3/2019	5	5	5	0	100.00%
					#DIV/0!
					#DIV/0!
					#DIV/0!
					#DIV/0!
					#DIV/0!
Totals	51	46	46	5	90.20%

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!!!

ouch!!!

OBSO POSITION

uide	.75 TIMES \$		0
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	PLUS	0
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PLUS	0
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	EQUALS	#DIV/0!	0
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Pass or Fail ?

[illegible]

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				
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 Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	GOOD WARNING DANGER GREAT Seldom us OK....BUT OUCH !!!!! YIKES
Active parts	\$222,679	58.01%	over 70%	
Auto Phase Out Parts	\$64,073	16.69%	Less than 30%	
Dealer Phase Out Parts	\$583	0%	Less than 1%	
Manual Order Parts	\$11,610	3%	Less than 3%	
Non Stock Part \$'s	\$81,396	21%	Less than 5%	
Non Stock Part #'s*			Greater than 70% of PN's	
Core Clean	\$3,490	1%	pn109 pieces	
Core Dirty		0%	pn pieces	
		0%		
Total Inventory	\$383,831	100%		

AUTO MATE

Activity	AUTO MATE Value	% of inven	NADA Guide	Notes
		0.00%		this is your current and active healthy parts inventory
Current to 3 Months	\$90,622	47.34%	75%	
4-6 Months	\$41,098	21.47%	23%	
7-9 Months	\$26,712	13.95%	2%	65% Will likely become obso
10-12 Months	\$23,533	12.29%	included	85% Will likely become obso
over 12 Months	\$9,469	4.95%	0%	Technically Obsolete
		0.00%		
TOTAL	\$191,434	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAI
OBISO POSITION (LINES 23-25 FROM ABOVE)				FAIL
CLEAN CORE				PASS
DIRTY CORE				PASS
LOST SALES CALCULATOR VS. ACTUAL				FAIL
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)				PASS
MONTHS SUPPLY (FS TEMPLATE)				PASS
GROSS (TOTAL) TURNS (from your FS Template)				PASS
TRUE (STOCK) TURNS (from your FS Template)				PASS
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				PASS

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Additional Data Available From Auto Mate		
	\$ Value	Grade
DP2 Total Idle Capital	0	
DP3 Negative On Hand	3972	
DP4 Parts with no bin	973	
DP5 Parts with no cost	4	
DP6 Monthly Closing Inv Value	380342	
DP7 Lost Sales	317	
Value of Stocking parts with MNS 6-11 Mo.	10555	
Value of Stocking parts with MNS 12 Plus Mo.	0	
Value of Non-Stock Parts w MNS 3-5	24433	
Value of Non-Stock Parts w MNS 6-8	22292	
Value of Non-Stock Parts w MNS 9-11	25428	
Value of Non-Stock Parts w MNS 12 Plus	13514	
	96222	

OBSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VAL	\$17,363	
.85 TIMES THE 10-12 MONTH V	\$20,003	
PLUS THE 13-24 MONTH VALU	\$9,469	
PLUS THE 25+ VALU EQUALS	\$0	
OBSO AS A % OF TOTAL	\$46,834.85	24.47%

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 gu
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)

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)
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)

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 c
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!!!

1. *Journal of the American Medical Association*, 1997; 277: 1039-1043.

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OBSO POSITION

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

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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/ FAIL
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!

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 inver	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 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 **RIVERA TOYOTA**

Academy Week **N347**

Class & #

Current Situation

We currently having an issue with accessory sales. The finance department is up than parts, which is hurting our accessory sales in the sales dept. We also protection packages in our zone.

Overall Objective:

My objective is to go to uniformed pricing on accessorries, to increase sales c in parts. Also, to increase our protection package sales in the sales dept.

Proposed Timeline

March 1st - April 1st

Action Plan

Describe necessary actions to reach desired result: Have parts sell the acces:

Requirements

Meeting with Dealer:

1. Action Proposed: I had a meeting with the GM, F&I Manager and Parts Manage process except the F&I Manager. He thought it would hurt our profit on access if we dont increase the volume of sales. So we decided on certian accessorrie

2. Meeting with stakeholder(s) (dealership personnel): I met with my salesteam and explained to them what we were trying to accomplish. We also did some training and some other accessories. I also tied in accessory sales in to their bonuses.

Describe what is in place to support desired goal:

Training / Coaching / +Consequences related to results / Pain & Gain

3. Accountability: Monitoring progress:
Who: Me, F&I Manager, Sales Team,
What: Tracking Sales
By When: End of March
How: Meetings during the week

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: Bi-weekly meetings, our goal was to sell the 30% of our sales 250 cars for the month. (250-30%) 75 protection packages for the month is our goal and to see how the new process is working. I like to get the feedback from them.

5. Estimated cost for implementation: The cost is very minimum for my plan of action.

Projected Date of Completion:

April 1st

Sponsor Signature:

Alex Muscarella

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas: PROTECTION PACKAGES

Sales / Gross / Expenses / Net Profit / **SOLD 42 PROTECTION PACKAGES. RETAIL \$495 -C**
\$20,790 / \$11,970 / \$840 / \$11,130 **(WE FELL SHORT OF OUR OBJECTIVE**
SECOND WEEK OF MARCH) WE DEFINITELY SOLD THE MOST PROTECTION PACKAGES THAT WE
CONTINUE THIS PROCESS GOING FORWARD.

Student Name Daniel Giannotti

Student Number

marking up the accessories at a higher mark
are on the bottom of the list of selling

on accessories and to hold a higher % of gross

sories to the sales dept for list , to retain a

er on March 4th. We all agreed on the new
sories in the sales dept which it potentially will
s he will mark them up over list.

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

after we decided to go with this process. I
ing on the benefits of a protection package and

es protection packages. So our objective was
goal. So we have meetings to track our sales
n.

tion, unless my plan fails and we don't increase

carella

COST \$210 INC LABOR W/ FACTORY DISCOUNTS
BUT WE DIDNT IMPLEMENT THIS PROCESS UNTIL THE
E EVER SOLD BEFORE IN A MONTH. WE WILL













