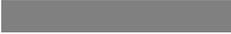


## First Time Fill Rate

DEALERSHIP NAME	Porsche St.	First time fill rate		
DATE	RO'S	1st Time	Same Day	Day
4/22/2019	4	2		2
4/23/2019	5		1	4
4/24/2019	10	1	1	8
4/25/2019	6	2		4
4/26/2019	8	2		6
4/27/2019	8	2		6
4/28/2019	9	4	4	3
4/29/2019	6	2	1	1
<b>Totals</b>	<b>56</b>	<b>15</b>	<b>7</b>	<b>34</b>



Rate %
50.00%
0.00%
10.00%
33.33%
25.00%
25.00%
44.44%
33.33%
26.79%



CDK					
Stocking Status	Inventory Value	% of Inventory	Guide		
INVESTMENT					
Normal or Active Stock	\$171,807	65.99%	over 70%		
Automatic Phase Out	\$23,473	9.02%	Less than 30%		
Dealer Phase Out	\$2,436	0.94%	Less than 1%		
Manual Order	\$12,806	4.92%	Less than 3%		
Non Stock Part \$'s	\$46,093	17.70%	Less than 5%		
Non Stock Part #'s*	662		Greater than 70% of PN's		
Clean Core		0.00%	# PIECES	PART #	
Dirty Core	\$3,734	1.43%	19	12	
Total Inventory	\$260,349	100.00%			

Activity	Value \$	%	Notes & Guides
0-3 Months	181,528	71%	ACTIVE INVENTORY at 75%
4-6 Months	25,064	10%	ACTIVE INVENTORY at 23%
7-12 Months	23,536	9%	75% will likely become Obso 2% is g
Over 12 Months	13,471	5%	Technical Obsolescence 2% is guide
New parts no sales	13,016	5%	Minimal Amount
Total Inventory	256,615	100%	

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 Templ
FTFR (FIRST TIME FILL RATE)

**COLOR SCORING**

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

**OK....BUT..**

**OUCH !!!!!**

ouch!!!

uide

**OBSO POSITION**

.75 TIMES \$ 17651.76

PLUS 13,471

PLUS 13,016

EQUALS 17% 44139.24

Pass or Fail ?

**WARNING**

**GOOD**

**GOOD**

**GOOD**

**DANGER**

**GOOD**

**GOOD**

**GOOD**

**GOOD**

**DANGER**

## Departmental Action Plan

Dealership **PORSCHE ST. PAUL**

Academy Week **Week 2 - Fixed Operation - Parts**

Class & I

### Current Situation

We are operating out of a new location that was a shared building with Mercedes. We are putting any effort into increasing wholesale business. The wholesale business is accounting for 20% of sales at a Gross Margin of 30.1%. I believe if we can get our 'foot in the door' at Mercedes we can try to continue to grow by providing good value and customer service.

### Overall Objective:

Increase Wholesale Parts Sales by 50% - from 14,000/mo to 21,000 mo while maintaining current gross margin. We will help to see if there is more wholesale business to be had. If that is the case we will

### Proposed Timeline

We will start immediately but the goal will be to avg \$21,000/mo starting in July

### Action Plan

Describe necessary actions to reach desired result: The Parts Manager and Merchants will visit Mercedes shops to see where they are currently doing wholesale business. Depending on the results we will be able to agree on margin and return policy.

### Requirements

Meeting with Dealer:

1. Action Proposed: Improve Wholesale numbers by actively engaging independent

Meeting with stakeholder(s) (dealership personnel): 5/1/2019  
Nate Ahern and Matt Miller (Parts Team)  
2. Describe what is in place to support desired goal:  
We will develop relationships with independent shops in the area with the goal of increasing parts sales. We will provide 30 days notice items

Accountability: Monitoring progress: Weekly sales reports  
Who: Bill Dunne, Matt Miller, Nate Ahern  
What: Goal of 21,000/avg wholesale parts sales  
3. By When: July of 2019  
How: Pull information from our Daily Activity Report that is already being done

Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /  
4. Date(s) for review: Weekly review of wholesale numbers.

5. Estimated cost for implementation: Minimal - Possibly take independent shops into account

Projected Date of Completion:  Sponsor Signature: \_\_\_\_\_

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

Impact Areas:  
Sales - Increase the sales by a minimum of \$7,000/mo. This should also help increase our turn rate  
Gross - Currently at 30% Margin but this will be more competitive. If we can hold 25% the result will be better  
Expenses - Minimal at first. I believe there could be up to \$60,000/mo in wholesale business that will be added  
Net Profit - We should be able to net most of the increase in gross due to no additional employees  
CSI - Should change much based on wholesale parts not having an impact on CSI

Student Name **WILLIAM DUNNE**

Student Number **339A - 07**

les-Benz. The previous Parts team never put  
ounting for roughly 10% of our annual parts  
at a few of the independent shops in the area  
.

aintaining a minimum of 25% gross. This will  
e may need to look at further investment.

y.

yself (GM) will be visiting two of the key local  
on amount of business they are doing we will

shops in the area

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

l of earning regular business not just short

!

) managers to lunch to build rapport.

Chase Hawkins

s.

I be \$1,750/mo.

e are not getting our share of

until we determine a need