# First Time Fill Rate

| DEALERSHIP NAME | | NADA Motors | rst time fill rate | |
|---|---|---|---|---|
| DATE | RO'S | 1st Time | Same Day | Day |
| 5/13/2019 | 5 | 4 | | 1 |
| 5/14/2019 | 5 | 3 | 1 | 1 |
| 5/15/2019 | 5 | 3 | | 2 |
| 5/16/2019 | 5 | 4 | 1 | |
| 5/17/2019 | 5 | 4 | | 1 |
| 5/20/2019 | 5 | 2 | | 3 |
| 5/21/2019 | 5 | 3 | 1 | 1 |
| 5/22/2019 | 5 | 5 | | |
| 5/23/2019 | 5 | 5 | | |
| 5/24/2019 | 5 | 5 | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Totals | 50 | 38 | 3 | 9 |

| Rate % |
|---|
| 80.00% |
| 60.00% |
| 60.00% |
| 80.00% |
| 80.00% |
| 40.00% |
| 60.00% |
| 100.00% |
| 100.00% |
| 100.00% |
| #DIV/0! |
| #DIV/0! |
| #DIV/0! |
| #DIV/0! |
| #DIV/0! |
| 76.00% |

| CDK Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide | COLOR SCORING |
|---|---|---|---|---|
| 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 fron | |
| MONTHS SUPPLY (This calculation from yo | |
| GROSS (TOTAL) TURNS (from your FS Tem | |
| 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 INVESTMENT | Inventory Value | % of Inventory | Guide | |
|---|---|---|---|---|
| | | | | GOOD |
| | | | | WARNING |
| | | | | DANGER |
| Normal or Active Stock | | #DIV/0! | over 70% | GREAT |
| Automatic Phase Out | | #DIV/0! | Less than 30% | Seldom used |
| Dealer Phase Out | | #DIV/0! | Less than 1% | OK….BUT.. |
| Manual Order | | #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 | |
| Replace by hold RBH | | #DIV/0! | pn NA pieces | |
| | | | NA | |
| Total Inventory | $0 | #DIV/0! | | |
| | | | | |
| | | | | |

REYNOLDS

| Activity | Value | % of inventor | 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/ 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 | |
| MONTHS SUPPLY (FS TEMPLATE) | |
| GROSS (TOTAL) TURNS (from your FSTempl | |
| TRUE (STOCK) TURNS (from your FS Templ | |
| FTFR (FIRST TIME FILL RATE) (from your pa | |

| | |
|---|---|
| | |
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| 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! |

| AUTO MATE Stocking Status INVESTMENT | Inventory Value | % of Inventory | | Guide | |
|---|---|---|---|---|---|
| Active parts | | #DIV/0! | | over 70% | GOOD |
| Auto Phase Out Parts | | #DIV/0! | | Less than 30% | WARNING |
| Dealer Phase Out Parts | | | #DIV/0! | Less than 1% | DANGER |
| Manual Order Parts | | | #DIV/0! | Less than 3% | GREAT |
| Non Stock Part $'s | | | #DIV/0! | Less than 5% | Seldom u |
| Non Stock Part #'s* | | | | Greater than 70% of PN's | OK....BUT |
| Core Clean | | | #DIV/0! | pn pieces | OUCH !!!!! |
| Core Dirty | | | #DIV/0! | pn pieces | YIKES |
| | | #DIV/0! | | | |
| | | | | | |
| Total Inventory | $0 | #DIV/0! | | | |
| | | | | | |
| | | | | | |

AUTO MATE

| Activity | AUTO MATE Value | % of inver | 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 |
| 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 | | 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 VA | $0 | |
| .85 TIMES THE 10-12 MONTH | $0 | |
| PLUS THE 13-24 MONTH VALU | $0 | |
| PLUS THE 25+ VALU EQUALS | $0 | |
| OBSO AS A % OF TOTAL | $ - | #DIV/0! |

L

| 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 Inver | % | 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% i |
| 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) |
| |
| |
| |

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

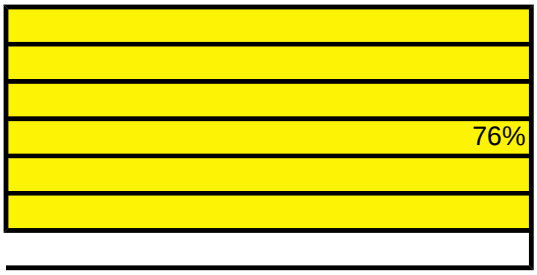
| DEALER TRACK ARKONA STATUS | MONTH OF APRIL % | # | PIECES | VALUE | PROFILES |
|---|---|---|---|---|---|
| ACTIVE PARTS: STOCKED | 5.80% | 518 | 524 | $44,765.00 | See 9 D |
| ACTIVE PARTS: EXCESS STOCK | 34.60% | 1,401 | 14,130 | 268,928.00 | LESS THA |
| ACTIVE PARTS: UNDERSTOCKED | 1.30% | 269 | 221 | 10,443.00 | LESS THA |
| ACTIVE PARTS:TO PHASE OUT | 0.00% | 0 | 0 | 0.00 | LESS THA |
| TOTAL ACTIVE PARTS | 41.70% | 2,188 | 14,875 | $324,136.00 | 70% |
| SUPERCEDED W/ON HAND | 7.00% | 283 | 1811 | 54,649.00 | LOW DBL |
| INACTIVE W/ON HAND | 51.30% | 3,073 | 7,146 | 398,540.00 | LESS THA |
| INACTIVE PART NUMBER # AND % | | | | | |
| TOTAL INV. TO SELL | 100.00% | 5,544 | 23,832 | $777,325.00 | |
| CORES ON HAND | | 42 | 50 | 7,510.00 | LOW PIEC |
| NEG-ON-HAND | | 0 | 0 | 0 | LOW DBL |
| TOTAL OF INVENTORY | | 5,586 | 23,882 | $784,835.00 | |
| PARTS ON OPEN R. O.'S | | 1073 | 2009 | 83,880.00 | ONE DAYS |
| VALUE OF TOTAL INVENTORY | | 6,659 | 25,891 | $868,716.00 | |
| NOT ON FACTORY MASTER | | 3,182 | 1,620 | 76,966.00 | MINIMAL |
| PARTS WITH OUT COST | | 294 | 29 | 0 | MINIMAL |
| | | | | | |

| INVENTORY AGING BY LAST SOLD | VALUE | % | ACUM % | INS |
|---|---|---|---|---|
| NEVER SOLD | 149,559 | 19.60% | 19.60% | |
| ONE YEAR AGO PLUS | 118,414 | 15.50% | 35.20% | THIS |
| ELEVEN MONTHS AGO | 8,174 | 1.10% | 36.20% | |
| TEN MONTHS AGO | 11,368 | 1.50% | 37.70% | THIS |
| NINE MONTHS AGO | 19,017 | 2.50% | 40.20% | |
| EIGHT MONTHS AGO | 13,236 | 1.74% | 41.94% | THESE PARTS WILL BE IN A " |
| SEVEN MONTHS AGO | 24,564 | 3.22% | 45.16% | |
| SIX MONTHS AGO | 21,412 | 2.81% | 47.97% | |
| FIVE MONTHS AGO | 26,644 | 3.50% | 51.47% | |
| FOUR MONTHS AGO | 28,955 | 3.80% | 55.27% | |
| THREE MONTHS AGO | 29,675 | 3.90% | 59.17% | THIS IS YOUR ACT |
| TWO MONTHS AGO | 61,890 | 8.12% | 67.29% | |
| ONE MONTH AGO | 67,819 | 8.90% | 76.19% | |
| CURRENT MONTH | 181,067 | 23.77% | 99.96% | |
| TOTAL INVENTORY | 761,793 | 99.96% | | Guide is 1.5 Months Supp |
| CORES WITH ON HAND | 11,450 | | | 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)** | |
| | |
| | |
| | |

| S GUIDES | COLOR |
|---|---|
| | SCORING |
| | GOOD |
| | WARNING |
| AN 1 % | DANGER |
| AN 1 % | GREAT |
| AN 30% | Seldom used |
| | OK….BUT.. |
| NUMBERS | OUCH !!! |
| AN 30% these are Auto Phase Out Parts | |
| | |
| | |
| CE COUNTS | |
| NUMBERS | |
| | |
| S AVG SALES | |
| | |
| | |
| | |
| | |
| | |
| STRUCTORS 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) | |
| | |
| WARNING | |
| DANGER | |
| GOOD | |
| GOOD 35 | |
| WARNING | |
| WARNING | |
| | |


76%

| Lightyear Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide | COLOR SCORING |
|---|---|---|---|---|
| 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.. |
| No Phase Out | | | NA | OUCH !!! |
| | | | NA | |
| Clean Core | | #DIV/0! | # PIECES PART # | OUCH !!!!!! |
| Dirty Core | | #DIV/0! | | |
| Total Inventory | $0 | #DIV/0! | | ouch!!! |

| Lightyear Activity | Value $ | % of Inver | % | 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% is guide |
| Over 12 Months | | | #DIV/0! | Technical Obsolescence 2% is guide |
| New parts no sales | | | #DIV/0! | Minimal Amount |
| Total Inventory | | | #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 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) | |
| | |
| | |

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

| PBS SCORECARD<br>Stocking Status<br>INVESTMENT | Inventory<br>Value | | % of Inventory | Guide | | | |
|---|---|---|---|---|---|---|---|
| Stock Parts | | | #DIV/0! | over 70% | | | |
| Automatic Phase Out | | | #DIV/0! | Less than 30% | | | |
| | | | #DIV/0! | | | | |
| Manual Order | | | #DIV/0! | Less than 3% | | | |
| Test Part $'s | | | #DIV/0! | Less than 5% | | | |
| 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! | | | | |
| | | | | | | | |
| | | | | | | | |

| GOOD |
|---|
| WARNING |
| DANGER |
| GREAT |
| Seldom us |
| OK....BUT |
| OUCH !!!!! |
| YIKES |

REYNOLDS

| Activity | Value | | % of inver | 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 VA | $0 | |
| .85 TIMES THE 10-12 MONTH | $0 | |
| PLUS THE 13-24 MONTH VALU | $0 | |
| PLUS THE 25+ VALU EQUALS | $0 | |
| OBSO AS A % OF TOTAL | $ - | #DIV/0! |

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| UCS SCORECARD<br>Stocking Status<br>Observations | Inventory Value | % of Inventory | Guide | |
|---|---|---|---|---|
| | | | | GOOD |
| | | | | WARNING |
| | | | | 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 templa | |
| TRUE (STOCK) TURNS (from your FS Templat | |
| FTFR (FIRST TIME FILL RATE) (from your part | |
| | |
| | |

| | |
|---|---|
| $0.00 | |
| $0.00 | |
| $0 | |
| | |
| | |
| $0.00 | #DIV/0! |

## Departmental Action Plan

**Dealership** CLASSIC CADILLAC

**Academy Week** APRIL 1-5 **Class &**

**Current Situation**

WE CURRENTLY ARE RESTRICTED IN SPACE FOR OUR PARTS DEPARTMEN
INVENTORY IN OUR PARTS DEPARTMENT. WE NEED TO MAXIMIZE OUR SPA
DEALERSHIP THAT WE CAN STORE AND SECURE PARTS INVENTORY.

**Overall Objective:**

TO FIND MORE SPACE THAT WE CAN STAGE, STORE, AND SECURE ADDITIO
WHERE WE CAN STORE ACCESSORIES AND STAGE BODY SHOP PARTS.

**Proposed Timeline**

90 DAYS

**Action Plan**

IDENTIFY LOCATION. PREPARE LOCATION. SECURE LOCATION. MOVE INV

**Requirements**

1. HAVE A CONVERSATION WITH DEALER PRINCIPLE IN REGARDS TO THE ISS
ABOUT THE GAMEPLAN WE HAVE IN PLACE TO SECURE AN AREA TO SAFE
PARTS. WE HAVE A PLAN TO INSTALL A MEZANINE TO ADD A SECOND LEVE

2. WE CURRENTLY HAVE AN AREA BELOW OUR DETAIL AREA THAT HAS RECE
TO STORE TAKE OFF WHEELS, AND MISCELANIOUS ITEMS FROM YEARS PA
AND BODY SHOP PARTS STAGED FOR EASY ACCESS AND ACCOUNTABILITY
RUNNER WILL MOVE ITEMS TO THIS LOCATION AND BODY SHOP MANAGER
THAT ALL PARTS ARE THERE FOR THE REPAIR ORDER. ACCESSORIE MANA
INVENTORY WITHIN THIS AREA AND BE REQUIRED TO DO MONTHLY PHYSIC

3. BRIAN & QUINTON WILL MONITOR PROGRESS. IDENTIFY WHAT WHEELS AI
JUNE 15TH. WHEELS IDENTIFIED AS SCRAP REMOVED IMMEDIATELY. WHE
CRAIGSLIST, LETGO, EBAY IMMEDIATELY. ALL WHEELS PLACED FOR SALE
TO BE PLACED FOR WHOLESALE BID. ANY OLD EQUIPMENT, IE TIRE RACK
SCRAPPED BY JUNE 30TH. SCAFFOLDING TO BE ORDERED BY JULY 31ST

4. PROGRESS TO BE REVIEWED EACH WEEK IN DEPARTMENT MANAGER MEE

5. $20,000 FOR SCAFFOLDING AND INSTALLATION. SHOULD BE ABLE TO OFF

**Projected Date of Completion:** AUGUST 31 2019 **Sponsor Signature:** _____

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

**Impact Areas:**
**Sales / Gross / Expenses / Net Profit / CSI /**

Student Name BRIAN LONG - N349

Student Number N349

T. WE HAVE 3 BRANDS + ACCESSORIES
ACE AND IDENTIFY POTENTIAL AREAS IN THE

ONAL PARTS INVENTORY. PREFERABLY

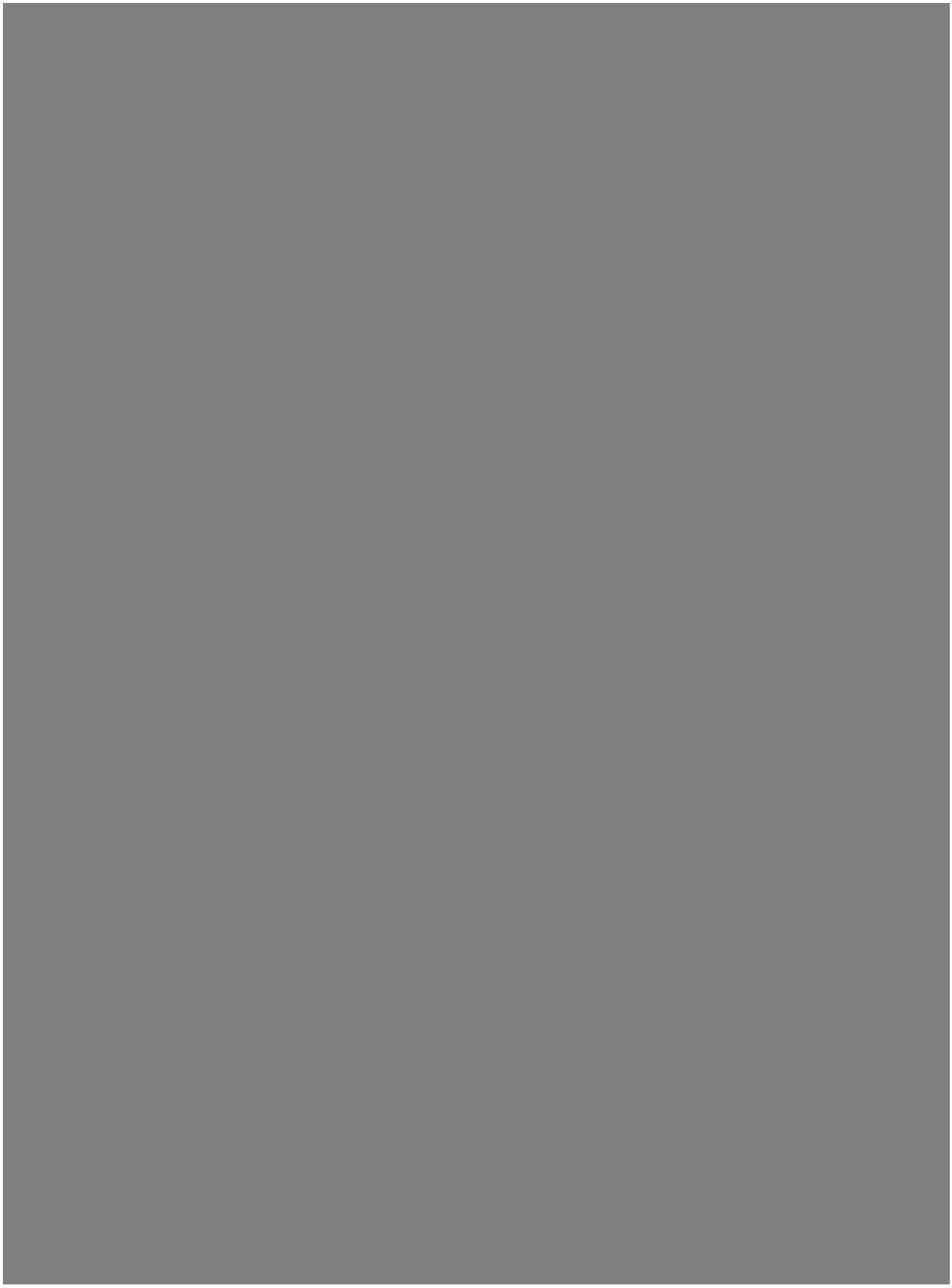
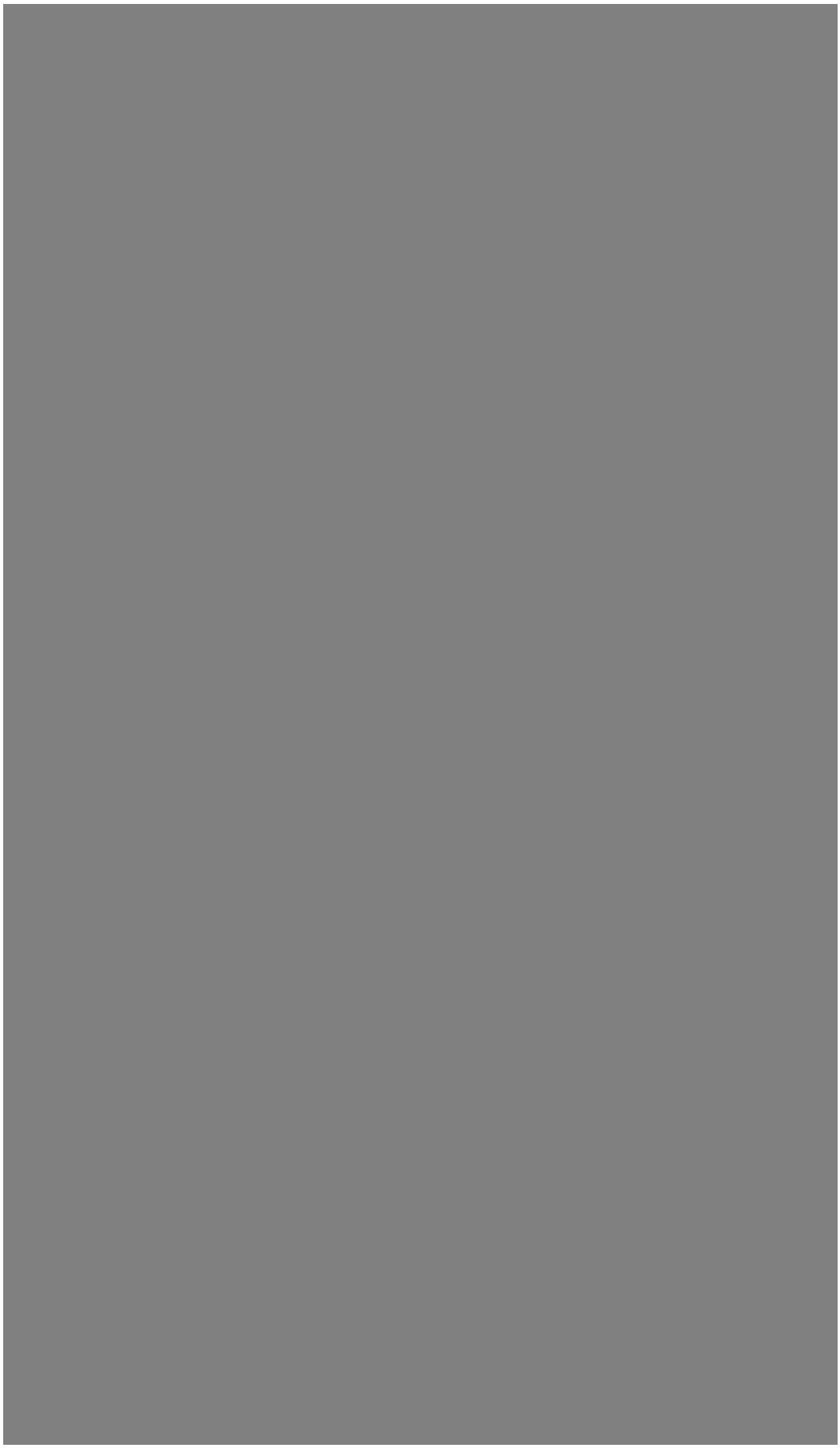
VENTORY TO THAT LOCATION. IMPLEMENT

SUE OF SPACE CONSTRAINTS AND TALK
GAURD ACCESSORIES AND BODY SHOP
EL FOR THIS AREA AND DOUBLE THE SPACE.

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

ENTLY BEEN CAGED OFF. IT HAS BEEN USED
AST. WE WILL BE STORING ACCESSORIES
Y FOR PARTS AND BODY SHOP. PARTS
R WILL SIGN OFF ON TICKET ACCEPTING
AGER WILL BE RESPONSIBLE FOR
CAL INVENTORY REPORT

RE TAKE OFFS, SCRAP, CAN BE SOLD BY
EELS FOR SALE SHOULD BE PLACED ON
TO BE SOLD BY JULY 15TH. ANY UNSOLD
, WASHING MACHINE TO BE SOLD OR
AND INSTALLED BY AUGUST 31ST.

ETING

SET SCAFFOLDING COSTS BY $3-7K BASED