

First Time Fill Rate

DEALERSHIP NAME		NADA Motors			rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day		
6/21/2017	10	10	0	0		
6/22/2017	8	6	1	1		
6/23/2017	9	8	1	0		
6/27/2017	12	10	1	1		
6/28/2017	6	6	0	0		
6/29/2017	5	4	1	0		
Totals	50	44	4	2		



Rate %
100.00%
75.00%
88.89%
83.33%
100.00%
80.00%
#DIV/0!
88.00%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$387,584		88.11%	over 70%
Automatic Phase Out	\$29,447		6.69%	Less than 30%
Dealer Phase Out	\$0		0%	Less than 1%
Manual Order	\$8,306		2%	Less than 3%
Non Stock Part \$'s	\$7,625		2%	Less than 5%
Non Stock Part #'s*	8658		57%	Greater than 70% of PN's
Core Clean	\$6,165		1%	PART # # PIECES
Core Dirty	\$775		0%	PART # # PIECES
Replace by hold RBH	\$0		0%	PART # NA # PIECES
				NA
Total Inventory	\$439,902		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$243,577	56.26%	75%	this is your current a
1-3 Months	\$119,306	27.56%	included	healthy parts invento
4-6 Months	\$43,521	10.05%	23%	
7-9 Months	\$17,986	4.15%	2%	65% Will likely become
10-12 Months	\$6,535	1.51%	included	85% Will likely become
13-24 Months	\$2,007	0.46%	0%	Technically Obsolete
25+ months	\$30	0.01%	0%	
TOTAL	\$432,962	100.00%		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

nd active ory			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$11,691	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$5,555	
	PLUS THE 13-24 MONTH VALUE	\$2,007	
	PLUS THE 25+ VALUE EQUALS	\$30	
	OBSO AS A % OF TOTAL	\$ 19,282.95	4.45%

Departmental Action Plan

Dealership

Academy Week

Class & I

Current Situation

We are having an issue with our A/R schedule as it is set up as Balance Forward unpaid invoices to fax/email to customers. This has created a situation of neg

Overall Objective:

Set up a new schedule that will list unpaid invoices as By Invoice and not Balance Forward unpaid parts invoices and get them to our parts wholesale customers in a more timely manner.

Proposed Timeline

Should be done within 120 days

Action Plan

The accounting office will set up the A/R schedule to list out as by invoice instead of balance forward.

Requirements

1.

The accounting office needs to set up the new A/R schedule.

2. We need to monitor both schedules to ensure that current and future parts in

3. **Accountability: Monitoring progress:**
Who:Accounting office and parts manager
What: The new and old A/R schedule
By When:Ongoing until old schedule is clean. Should be done by Oct 2017
How:Set up new schedule

4. **Describe checkpoints that have been established to measure progress:**
Daily / Weekly / Bi-weekly / Monthly /
Date(s) for review:We are reviewing these schedules weekly. We have found t
challenge as it appears that the invoice information is being posted to both sc
weekly and get the old schedule clean.

5. **Estimated cost for implementation: \$0.00**

Projected Date of Completion:

Sponsor Signature: _____

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

Impact Areas:This will help us to collect money owed for parts purchased which will improve the c
Sales / Gross / Expenses / Net Profit / CSI /

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Student Number **10619**

ard which has created issues when gathering
native cash flow in the parts department.

ance Forward. This will make it easier to find
re timely manner so we can collect the monies

stead of balance forward to aide in finding unp

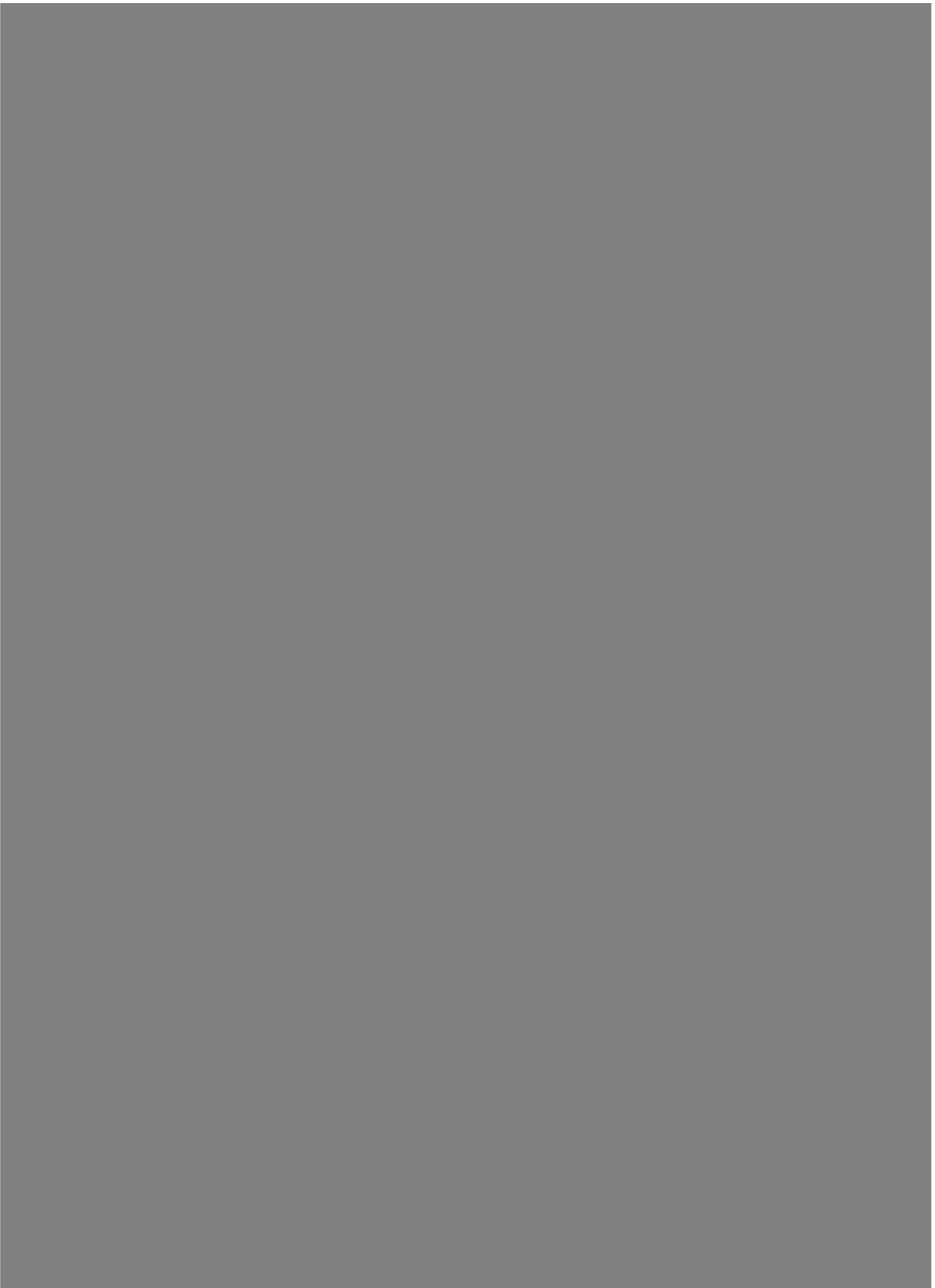
**PLEASE BE ADVISED
THIS ASSIGNMENT BY
IT'S SELF IS WORTH 100
POINTS.TAKE YOUR
TIME AND GET IT
CORRECT**

voices are posted to the correct schedule.

e accounting office will set up t

hat switching scheduled has proved to be a
chedules. We will continue to review this

ash position of the parts department and dealership.



the A/R schedule to list out as by invoice instead of balance forward+C22 to aide in finding unpaid invo

ce.