

Parts Manager Questions

Have your parts manager answer the **78** questions found in this zip file. Confer and provide suggestive actions. **(50 points) Provide your answers in a different color font.**

1. How often is your dealerships source pricing levels reviewed for competitive maintenance and heavy repair? *2 times per year*
2. Compare the pricing policies in the parts department and see how competitive your Dealership is within your area. *Only 2 stores – we are competitive*
3. Verify with the use of market surveys on selected parts prices in your area as to whether you are competitive with others. You do not have to be the lowest to sell more, but too little or too much profit can keep you from being competitive.

Wholesale at retail and walk-ins ups at mark up

4. Does the computer system you have follow one or more of the pricing guides for various types of customers? Review the pricing structure with the manager and determine areas of profit potential. Policies in wholesale, retail counter, service department, employees, etc., need to be established.

Established with different price codes / should be consistent amongst employees

5. Do you have in place policies and DMS controls (via Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions? What about Service Advisors?

We do have policy in place, our parts are able to change price however not service advisors

6. Is there a process followed to prevent the costing of parts at other than the established factory (OE) cost within the dealership when parts are placed into the inventory? (done through the use of +/- inventory adjustment account(s))

Report 2542 – check to see if it was manually modified or price code sold cost

7. Regardless of parts cost (due to various sourcing opportunities (Jobber/Wholesale Distributor), are they all costed at the same factory price to maintain accurate inventory value?

For wholesale yes...

8. How are discount purchases tracked in the system to show additional profit based on the cost of the part from a particular source other than factory price?

Report 2542 shows this info

9. Do you have an internet presence for your parts department?

Yes – couple different

10. What type of merchandising programs do you have in effect? What is the relative cost versus sales generated as a result of the programs?

- Couple wholesale programs

11. Is an outside salesperson active in your parts department? Are the sales at a level that “pays” for the employee or could the accounts be maintained on a part-time basis by the manager?

No we do not have outside sales

12. Do you have factory merchandising dollars available, and if so, how much of those dollars have been spent year-to-date by the dealership? What must be done to qualify for more expense sharing in merchandising by the factory and the dealership?

No we do not

13. With the growing use of mobile smartphones by customers do you have a mobile ready website?

Yes – just switched to one

14. Do you periodically check your online internet Parts coupons? How often are they checked? How often are they updated?

Yes updated monthly

15. Pay plan reviews should be made at least on a monthly basis. When has a comparison been made between departmental gross profit and the personnel expenses for the department? Is the current sales level providing a sufficient profit for the pay levels established for the parts employees?

No parts does not GM responsibility

16. Does the parts department actually seek additional revenue or “live off” the sales of the service department only? If not why not?

- Yes – wholesale – walk in – sales department

17. Is a program set up to sell accessories to the customer in the sales department as well as the parts area of the dealership? If not, are you leaving potential sales and gross profit on the table?

Yes we have areas in both sales and service

18. Do you review wholesale customers weekly to see if parts sales dollars per customer and returns justify the expense of conducting business with them? For example, delivery 30 miles out of town to a customer ordering \$300 a month of parts at Cost+20% may not justify the delivery service.

Yes we do review wholesale customers buy splitting the cost of the drivers by 3 stores

19. Do you study your wholesale market opportunity with the dealership’s area of influence? Who’s the major player and can you unseat them? Can you make a difference against your competition? Can you deliver 2-3 times a day? Within what mileage radius?

We are a strong cont we do 2 delivery a day within a 30 to 50 mile radius.

20. Who verifies the “wholesale” customer applications to make certain they are really true wholesale customers? Are your state Tax-ID/Wholesale Certificates current (within the last two years?)

Parts Managers and are verified monthly

21. Discuss monthly expense control with the parts manager and identify specific areas under the manager’s control. If expenses are allocated and not charged on a controlled basis, consider basing pay programs on sales or gross rather than net profit as part of the plan.

Ok – the pay plans are already based on expense control

22. Who determines credit approval for parts customers and what screening system is applied? Who follows the receivables list in a timely manner to make certain payment is made by the customer without exceeding the account limits?

Business office and they do background checks on these wholesale customers

23. Is the financial statement for the parts department given to the manager and discussed on a weekly/monthly basis?

Monthly basis

24. What are the special parts ordering policies for SORs? Where is it written and posted? When was it reviewed and what level of management approved it?

Pre-paid for walk in customers and not pre-paid for internal or wholesale – parts manager approval

25. Do you require 100% pre-payment on these parts? Do you differentiate between Counter Retail/Wholesale and Service RO?

Yes – yes

26. What time is set to retain these parts and then initiate a return? Is a return charge made on customer pay parts that are returned because the customer did not return for them within a time limit?

Charge wholesale accounts for returns not RO

27. Who are the parties that are involved in the SOP process start to finish?

Counterman. Parts manager, shipping and receiving

28. Are special order forms completed in a legible manner so that the customer information can be read?

Yes

29. Where are special order parts for the service department located? Who notifies the customer the part is in, and who determines when to send the parts back if no response is made by the customer? Is anyone designated to follow up on SOP's, the lack of return?

Special order bins in the parts department,

30. See if special order parts are carried in a separate section of the parts inventory to maintain control. Or they inserted into the regular inventory?

We have separate bin locations

31. Who administers and controls the Purchase Order system (DMS/book)? What dollar amount of fixed asset purchase can be made without approval above parts management level? Who sets and monitors these \$\$ levels and total open PO's and open PO \$'s?

Parts manager does it all, by the GM for any really large buy ups or purchases

32. Does anyone other than the parts manager have direct purchasing authority from outside vendors? Who oversees the Parts Manager? (Double signatures, Perusing the Parts Dept. purchase invoices)

No one, the business office have the last say at the end of the month

33. Who established internal parts pricing policies? Are all internal purchases centralized and run through the Parts Department for control purposes?

Parts / Service manager, yes

34. Does the value of the parts inventory on the parts computer exceed, or is it less than, the financial statement dollar amount? (Monthly Reconciliation Exercise)

The dollar amount should be the same and we do monthly updates and adjustments

35. If the accounting inventory value is higher than the parts computer, look for the parts inventory missing items (uncontrolled inventory). (Monthly Reconciliation Exercise)

Yes – we look for them first before adjusting the inventory

36. If the accounting inventory value is less than that of the parts inventory value does this indicate an abnormal condition? (If not, why?) (Monthly Reconciliation Exercise)

Check monthly depreciation report and compare to the difference to see what it is

37. If LIFO is used, when inventory value is used to calculate days' supply, etc., the actual value should include the LIFO reserve.

Yes

38. Is there an employee responsibility to function chart as was discussed in class? Are there specific inventory transactions (Grading, Ordering, Receipting, Posting, Adjustments, Bin Count Inventory, Returns, Cores/Dirty Cores) assigned to each of the employees in the parts department? (Functions vs Employee Exercise)

Yes all parts employees

39. Who controls the training programs for the parts employees? When was it last reviewed? Is it part of a yearly review with the employee and is it part of the employee's pay plan?

No internal program / Yes to a manufactures training program yearly

40. Are records kept of the training for each person and when did someone last take online DMS refresher training? Parts Catalog training? OE/Manufacturer specific training?

Yes records are kept – and training is once a quarter

41. Has your Parts Manager ever taken a departmental Financial Management class like the ATD Academy? When was the last time they attended any formal Parts Management training?

No Training / No financial management training

42. A computer system diagram with specific terminal equipment positions should be made and a flowchart of work routine should be made. Determine if the equipment meets daily needs and if the equipment is in the right locations. Is the volume of business at a level that requires more system hardware, or does it require less?

The systems we have are sufficient for our business

43. How much of the replenishment/daily order is manually adjusted? Does it exceed 10%? Who makes the stock replenishment changes, and what are the reasons for the majority of those adjustments? When was it changed last and by whom?

The parts manager does the change and it is less than 10%

44. Is the trend of those changes in question #42 a positive or negative trend?

Positive

45. What is the percentage of stock order from the factory versus outside purchase (emergency purchases)?

% is less than 1%

46. Where are the computer-generated management reports printed and stored are they used on a daily? (CDK MGR Report) How are the management reports utilized?

2527, 2544, 2542, 2535, 2211, 6910 – Keep track of discounts general parts metrics

47. Is the DMS Summary used to track inventory trends? When will you incorporate the DMS Scorecard that you learned about in class? Are there areas on the DMS scorecard that you couldn't find and if so who at the DMS is helping you to find those answers?

I found all of them and I will be tracking them on a monthly basis

48. How often is your Parts Inventory adjusted for errors in part value or part quantity? (Moments in Time)

Bin Counts are done weekly and adjusted then and there

49. Have the fifty most active parts numbers been checked for parts bin count accuracy? (Moments in Time)

Yes

50. Are the transactions for each day reviewed by the parts manager to make certain that any adjustments made (plus or minus) are accurate?

Yes

51. Have you given the Lost Sale Quiz to the parts Manager and Counter-people? Others in the dealership?

Yes

52. Are true lost sales being tracked in your DMS? Who can log a Lost Sale?

NO

53. Who reviews the Lost Sales? When are they reviewed?

No one

54. Are emergency ordered part numbers reviewed to see if they qualify to be phased in? Is the Test/Non Stock/Watch feature of the computer system utilized to test which parts to stock (Phase In)?

Reynolds we do use phase in phase out and is reviewed daily

55. What demand history does it take to place a part on the inventory stock order or in inventory? Time limit and quantity are generally managed by Vendor Managed Inventory systems?

3-4 sales within 6 months

56. What is your Compliance % level for your inventory with your Vendor Managed Inventory, RIMPRO?

We are at 91%

57. Are all parts sold by the department placed in the Parts inventory and then sold from the inventory? Do you stock any items that aren't in your inventory (Shop supplies, get ready, bulk fluids like washer solvent)?

No we do not stock additional items

58. Are the procedures for shipping and receiving written or all verbal? Who's responsible for reviewing and updating these policies and procedures?

Written

59. Who files damage claims on parts shipments received?

Parts Manager

60. Who receives parts orders, and how are they received? Is the original stock order transmitted to the factory cross-checked? What do you do about discrepancies?

Shipping and receiving and yes they are cross checked scanned in and accounted for

61. At a minimum, is perpetual inventory verification done in conjunction with a physical inventory on a yearly basis?

Yes – 2 audits a year

62. Who applies and loads the monthly price updates?

Parts manager

63. Are parts cost adjustments (monthly price updates, bin count irregularities and emergency purchases at more or less than OE cost) tracked by someone in the

dealership or is a periodic inventory adjustment method utilized (like once a year)?

It is done monthly

64. What adjustments were required after the last physical inventory to the dollar value, etc., of the inventory?

(\$24,000) was adjusted

65. Are all obsolete parts that are on the inventory physically in the store?

Yes

66. Are they separated into a special area to be controlled and tracked for sales history? Separate source? Change bin location by adding a J for easy identification by counter persons?

No

67. Who verifies the completion of the repair orders between the first and second month they are reported in the work-in-process status?

Service and parts manager

68. Do the Parts, Service and Body Shop Managers along with the Office Manager/Controller together follow up on all Work in Process (WIP) tickets and verify that they are closed out in a timely manner?

Yes

69. Is a daily operating report of sales, gross profit etc., being provided to the parts manager for review by him (DOC)?

Yes

70. What is the months' supply of the inventory? Does this match the students calculations found in their FS Parts Excel template? Are too many parts stocked in the inventory based on this calculation?

No it matches

71. What is the true turn of the inventory? Does that match the students calculations found in their FS Parts Excel template?

5-6 True turns yes it does match

72. Is the inventory area large enough for the current level of business? Answers to this question can be obtained when the student does the FTFR (First Time Fill Rate) exercise.

Yes – except when we have manufactures buy ups!

73. Where are the Dealership's policy and procedures manuals located and who handles the review with the manager and his employees? Who has verified that the manual is located in an area that allows for easy access?

Everyone has one upon employment

74. Is your Parts Department locked up each night? Who has keys?

Yes – 1 parts manager, general manager, counter people

75. Do your Counter-people have a cash drawer? Who balances the drawer?

Yes – Parts Counterman and parts manager

76. Is there a policy in place for overages for the cash drawer/balancing?

yes

77. Do you have security cameras in the Parts Department? Who has access to the tapes/CD/backup?

Yes we do – our IT / Security team

78. What one thing can your organization do to help you do your job better?

Help with monthly reports