

## First Time Fill Rate

DEALERSHIP NAME	Reynolds GM	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
6/12/2019	15	9	2	4
6/13/2019	13	10	1	2
6/14/2019	6	5		1
6/17/2019	7	4	2	1
6/18/2019	4	3	1	
6/19/2019	6	4	2	
<b>Totals</b>	<b>51</b>	<b>35</b>	<b>8</b>	<b>8</b>



<b>Rate %</b>
<b>60.00%</b>
<b>76.92%</b>
<b>83.33%</b>
<b>57.14%</b>
<b>75.00%</b>
<b>66.67%</b>
<b>#DIV/0!</b>
<b>68.63%</b>



DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		3.36%	399	187	\$7,586.25	See 9 D
ACTIVE PARTS: EXCESS STOCK		25.44%	972	2,626	57,441.06	LESS THAN
ACTIVE PARTS: UNDERSTOCKED		1.19%	96	101	2,677.58	LESS THAN
ACTIVE PARTS: TO PHASE OUT		11.35%	1457	841	25,628.97	LESS THAN
TOTAL ACTIVE PARTS		41.34%	2,924	3,755	\$93,333.86	70%
SUPERCEDED W/ON HAND		2.76%	97	247	6,234.50	LOW DBL
INACTIVE W/ON HAND		49.71%	1,426	7,474	112,229.10	LESS THAN
<b>INACTIVE PART NUMBER # AND %</b>						
TOTAL INV. TO SELL		93.81%	4,447	11,476	\$211,797.46	
CORES ON HAND		0.06	56	84	13,973.00	LOW PIECE
NEG-ON-HAND			0	0	0	LOW DBL
TOTAL OF INVENTORY			4,503	11,560	\$225,770.46	
PARTS ON OPEN R. O.'S			252	483	14,685.09	ONE DAY'S
VALUE OF TOTAL INVENTORY			4,755	12,043	\$240,455.55	
NOT ON FACTORY MASTER			32,832	2,227	14,164.82	MINIMAL
PARTS WITH OUT COST			382	151	0	MINIMAL
<b>INVENTORY AGING BY LAST SOLD</b>						
		VALUE	%	ACUM %		INS
NEVER SOLD		32,229	15.26%	15.26%		
ONE YEAR AGO PLUS		44,836	21.22%	36.48%		THIS
ELEVEN MONTHS AGO		3,988	1.89%	38.37%		
TEN MONTHS AGO		7,460	3.53%	41.90%		THIS
NINE MONTHS AGO		3,111	1.47%	43.37%		
EIGHT MONTHS AGO		6,438	3.05%	46.42%		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		5,127	2.43%	48.85%		
SIX MONTHS AGO		10,495	4.97%	53.81%		
FIVE MONTHS AGO		10,201	4.83%	58.64%		
FOUR MONTHS AGO		9,273	4.39%	63.03%		
THREE MONTHS AGO		10,985	5.20%	68.23%		THIS IS YOUR ACT
TWO MONTHS AGO		13,686	6.48%	74.71%		
ONE MONTH AGO		20,869	9.88%	84.59%		
CURRENT MONTH		32,557	15.41%	100.00%		
TOTAL INVENTORY		211,255	100.00%			Guide is 1.5 Months Supply
CORES WITH ON HAND						CONFIRM DIRTY

<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>
<b>OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technique OBSO)</b>
<b>NEG-ON-HAND</b>
<b>CLEAN CORE (Provide the # of part #'s and # of pieces)</b>
<b>DIRTY CORE</b>
<b>LOST SALES CALCULATOR VS. ACTUAL</b>
<b>AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)</b>
<b>MONTHS SUPPLY (this calculation is found in the FS template)</b>

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)

<b>GUIDES</b>	<b>COLOR</b>
	<b>SCORING</b>
	<b>GOOD</b>
	<b>WARNING</b>
N 1 %	<b>DANGER</b>
N 1 %	<b>GREAT</b>
N 30%	<b>Seldom used</b>
	<b>OK....BUT..</b>
<b>NUMBERS</b>	<b>OUCH !!!</b>
N 30% these are Auto Phase Out Parts	

<b>E COUNTS</b>
<b>NUMBERS</b>
<b>AVG SALES</b>

<b>STRUCTORS NOTES</b>
<b>IS TECHNICAL OBSO</b>
<b>IS POTENTIAL OBSO</b>
<b>AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6</b>

<b>FIVE HEALTHY PARTS INVENTORY</b>
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<b>y</b>
<b>Y &amp; CLEAN STATUS (see below)</b>

<b>Fail</b>
<b>Fail</b>
<b>PASS</b>
<b>56#s 84 pieces, \$13,973</b>
<b>Arkona doesn't tell</b>
<b>4218.54 vs 0 (we just started tracking)</b>
<b>65521</b>
<b>1.68</b>

6.9
3
68.63

## Departmental Action Plan

Dealership Reynolds GM Subaru

Academy Week Week 2

Class & I

### Current Situation

We struggle with accesory sales, we do not have an ecommerce website, and

### Overall Objective:

Sell More Accessories and develop an online parts store

### Proposed Timeline

2-3 months

### Action Plan

PROPOSAL - Website and presence - FIRST - A few months ago Google gave u  
my Business. I have already claimed them. I would like to buy reynoldsparts  
that link shoot it to our DDC page, where we will have an online parts catalog  
catalogs "supposedly" cost around \$200 - \$500 per brand. I don't know if all c  
etc... I have done no research on this. See Lindsey VW Dullas for an example  
this route, would we want to add any money for accessories search SEM? - TH

### Requirements

1.

Meeting with Dealer: Reviewed not only this action plan but 4 more with owne  
Director. Owner has asked PM & Fixed Director to research this

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal: Owners Buy in, consequen

Accountability: Monitoring progress:

Who: Jay & Rodney

What: Report on list of action plans

3. By When: July

How: Another Meeting to review their findings

Describe checkpoints that have been established to measure progress:  
Monthly

4. Date(s) for review: 2nd week of July

5. Estimated cost for implementation: TBD

Projected Date of  
Completion:

End of Aug

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Net Profit

Student Name David Penton

Student Number 350 - David 22

our online parts approach is non-existent

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

us our parts and accessories store on Google  
andaccessories.com and tie it to GMB, and have  
living on our DDC website. These online  
of the GMs count as one, multi line discounts,  
e. SECOND - After this is implemented, if we go  
HIRD - I had a lady in my internet 20 group that

er/sponser, Parts Manager, and Fixed Ops

ices for not following direction from the owner