

# First Time Fill Rate

MANUEL Rodriguez

DEALERSHIP NAME	Sonora Nissan	1st time fill rate		
DATE	# OF RO'S	RO's Filled 1st Time	RO's Filled Same Day	RO's Not Filled Same Day
6/3/2019	6138498	0	0	25
6/7/2019	6138708	100	0	0
6/7/2019	6138740	0	0	25
6/7/2019	6138859	0	0	25
6/12/2019	6138988	0	0	25
6/13/2019	6139052	0	0	25
6/13/2019	6139067	100	0	0
6/15/2019	6139171	0	0	25
6/17/2019	6139257	0	0	25
6/13/2019	6139060	0	0	25
6/17/2019	6139265	0	0	25
6/18/2019	6139268	0	0	25
6/18/2019	6139270	100	0	0
6/18/2019	6139277	100	0	0
6/18/2019	6139283	100	0	0
6/18/2019	6139284	100	0	0
6/18/2109	6139298	0	0	25
6/18/2019	6139299	0	0	25
6/19/2019	6139302	0	0	25
6/19/2019	613305	100	0	0
6/19/2019	6139312	100	0	0
6/19/2019	6139316	100	0	0
6/19/2019	6139319	100	0	0
6/19/2019	613329	100	0	0
6/19/2019	6139332	100	0	0
6/19/2019	6139335	100	0	0
6/19/2019	6139341	0	0	25
6/20/2019	6139427	100	0	0
6/20/2019	6139380	100	0	0
6/19/2019	6139382	100	0	0
6/19/2019	6139441	100	0	0
6/21/2019	6139442	100	0	0
6/21/2019	6139451	100	0	0
6/21/2019	6139480	100	0	0
6/21/2019	6139492	100	0	0
6/21/2019	6139501	100	0	0
6/21/2019	6139507	100	0	0
6/22/2019	6139513	100	0	0
6/22/2019	6139519	100	0	0

6/22/2019	6139525	100	0	0
6/23/2019	6139531	100	0	0
6/24/2019	6139548	100	0	0
6/24/2019	6139550	100	0	0
6/24/2019	6139554	100	0	0
6/24/2019	6139567	100	0	0
6/24/2019	6139770	100	0	0
6/24/2019	6139574	100	0	0
6/24/2019	6139578	100	0	0
6/24/2019	6139581	100	0	0
6/24/2019	6139590	100	0	0
<b>Totals</b>	<b>5000</b>	<b>3600</b>	<b>0</b>	<b>350</b>

**28% SOP FILL RATE**



<b>100.00%</b>	
<b>72.00%</b>	
<b>First Time Fill Rate</b>	

DEALER TRACK ARKON/MONTH OF:		Jun-19			
STATUS		%	#	PIECES	VALUE
ACTIVE PARTS: STOCKED		0.50%	107	45	\$1,835.07
ACTIVE PARTS: EXCESS STOCK		6.80%	178	2,242	25,773.10
ACTIVE PARTS: UNDERSTOCKED		0.10%	27	18	544.42
ACTIVE PARTS: TO PHASE OUT		1.60%	430	661	6,253.96
TOTAL ACTIVE PARTS		9.10%	742	2,966	\$34,406.55
SUPERCEDED W/ON HAND		7.10%	173	990	26,753.05
INACTIVE W/ON HAND		83.90%	3,602	14,702	318,128.92
INACTIVE PART NUMBER # AND %					
TOTAL INV. TO SELL		100.00%	4,517	18,658	\$379,288.52
CORES ON HAND			74	137	33,015.00
NEG-ON-HAND			5	5	1553.33
TOTAL OF INVENTORY			4,596	18,790	\$410,750.19
PARTS ON OPEN R. O. S			74	148	3,810.16
VALUE OF TOTAL INVENTORY			4,670	18,938	\$414,560.35
NOT ON FACTORY MASTER			18,871	7,095	75,772.12
PARTS WITH OUT COST			249	19	0

INVENTORY AGING BY LAST SOLD				
	VALUE	%	ACUM %	
NEVER SOLD	80,211	21.50%	21.50%	THESE PARTS WILL
ONE YEAR AGO PLUS	107,845	28.80%	50.30%	
ELEVEN MONTHS AGO	3,944	1.10%	51.40%	THIS IS '
TEN MONTHS AGO	3,575	1.00%	52.40%	
NINE MONTHS AGO	10,736	2.90%	55.30%	
EIGHT MONTHS AGO	6,267	1.70%	57.00%	
SEVEN MONTHS AGO	4,432	1.20%	58.20%	
SIX MONTHS AGO	5,486	1.50%	59.70%	
FIVE MONTHS AGO	6,140	1.60%	61.30%	
FOUR MONTHS AGO	12,686	3.40%	64.70%	Guide is 1.5 Months Supp
THREE MONTHS AGO	14,951	4.00%	68.70%	
TWO MONTHS AGO	21,211	5.70%	74.40%	
ONE MONTH AGO	79,957	21.40%	95.80%	CONF
CURRENT MONTH	16,462	4.40%	100.20%	
TOTAL INVENTORY	373,903	100.20%		
CORES WITH ON HAND	74	33015		

**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)**


PROFILES GUIDES		COLOR
		SCORING
		GOOD
See 9 D		WARNING
LESS THAN 1 %		DANGER
LESS THAN 1 %		GREAT
LESS THAN 30%		Seldom used
70%		OK....BUT..
LOW DBL NUMBERS		OUCH !!!
LESS THAN 30% these are Auto Phase Out Parts		
LOW PIECE COUNTS		
LOW DBL NUMBERS		
ONE DAYS AVG SALES		
MINIMAL		
MINIMAL		
<b>INSTRUCTORS NOTES</b>		
THIS IS TECHNICAL OBSO		
THIS IS POTENTIAL OBSO		
ALL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		
YOUR ACTIVE HEALTHY PARTS INVENTORY		
ly		
FIRM DIRTY & CLEAN STATUS (see below)		
	FAIL- WARNING- LOOKING ACTIVELY	
	Fail	
		33015
	137/ \$33,015	

	74
	NOT TRACKED
	153,773
	2.842
	4.22
	0.89
	72%

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Dealership **SONORA NISSAN**

Academy Week **Week 02- FIXED OPERATIONS 1**

**Current Situation**

Obsolence is the largest problem we currently have in our parts department. coordinated service, parts, and variable process. The category will be Accessori

**Overall Objective:**

The report was run on obsolescent accessories(12 months & older). The access Department aware of it. The end result is to have a process for accessories that i

**Proposed Timeline**

The proposed timeline to align the category would be 7 months.

**Action Plan**

Describe necessary actions to reach desired result: Start with reviewing parts pr category and what accessories fit what years & models. If accessories match th customer asks for a price quote on a part. If customer is present, at dealership, a address to forward them a list of items that would work on their vehicle. The Use is to steadily reduce the accessories total by \$1,500 monthly. A report will be bro

**Requirements**

1. Meeting with Dealer: June 24th, 2019

2. Meeting with stakeholder(s) (dealership personnel): Executive Owner, Service & Describe what is in place to support desired goal: Process to be presented to 10 Training / Coaching / ±Consequences related to results / Pain & Gain  
Come up with a script to be able to present the customer with the accessories th vehicle and why it benefits them to do so at this time. Failure to implement the A dealership how important it is to have a strong process on any accessory that is

Accountability: Monitoring progress: Weekly  
Who: Service Director, Parts Manager, Used Car Manager, GSM  
What: Report to be turned in weekly  
By When: Managers Tuesday Meeting  
3. How: Service Director & GSM will review the process to make sure it is presented

Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /  
Daily list turned in to Service & Parts manager to reference potential customers.  
4. Date(s) for review: Every Tuesday at Managers Meeting

5. Estimated cost for implementation: There will is no cost for implementation. An of time period allowed there has been no vehicle/customer to sell to. We will wor remaning product.

Projected Date of Completion:

January 31st 2020

Evaluation of Results: Include measured results.

Impact Areas:

Sales / Gross / Expenses / Net Profit / C+A31:M48A25:M48B36A35:M48A13:M48B36A35:M48A

**Departmental Action Plan**

Student Name **MANUEL**

**PARTS**

Class & Student Number **N350**

My focus is not Obsolenscense as a whole. Instead I will focus on one categories that can be impacted in es

ories amount came to \$9,875.18. Overall objective is to have the Accesories category have no obsolencen is as effective as our SOP process.

rocess on ordering accesories.

No accesory gets ordered without it being paid for. Second step would be to have a co e vehicle, service will present the customer with the options at at a discounted price. Parts department wil a list of items matching their vehicle will be presented. If the customer is a phone/internet customer we wil d Car Manager will go over all recon on internal vehicles along with current stock to see which accesorie ight to the Tuesday Weekly meeting to see weekly progress.

Parts Director, Used Car Manager

0% of retail customers. Process for Variable Department- Used Car recon and current stock

at would fit their accesory reduction campaign will result in continued frozen capital. The effort that goes into this campaign special order.

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d to every customer that has a vehicle that fits the description

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accurate long term cost might be \$2,000. This amount will be due to accessories that are limited to only a k on a Appreciation campaign where we might give the accessories at no cost or a significantly reduced p

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Sponsor Signature:

(± Metrics)

2:M48B36A35:M48A1:M48

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**mediately with a**

**se and make the Parts**

**omplete list of the  
I do the same when a  
ll ask for their email  
s can be used. The goal**

**will show the**

