

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
6/4/2019	5	4	1	0
6/5/2019	8	6	1	1
6/6/2019	12	12	0	0
6/7/2019	8	7	0	1
6/10/2019	9	8	1	0
6/11/2019	10	9	0	1
6/12/2019	10	9	1	0
6/13/2019	7	7	0	0
6/14/2019	8	8	0	0
6/17/2019	8	7	1	0
6/18/2019	10	10	0	0
6/19/2019	11	8	2	1
6/20/2019	10	9	1	0
6/21/2019	5	5	0	0
6/24/2019	11	9	1	0
Totals	132	118	9	4



Rate %
80.00%
75.00%
100.00%
87.50%
88.89%
90.00%
90.00%
100.00%
100.00%
87.50%
100.00%
72.73%
90.00%
100.00%
81.82%
89.39%

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*				#DIV/0!	Greater than 70% of PN's			OK....BUT..
Clean Core			# DIVISION		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 from	
MONTHS SUPPLY (This calculation from you	
GROSS (TOTAL) TURNS (from your FS Temp	
TRUE (STOCK) TURNS (from your FS Templ	
FTFR (FIRST TIME FILL RATE)	

OB SO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS	#DIV/0!		0

REYNOLDS 2213 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
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 inventory	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
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				
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 FS Templa				
TRUE (STOCK) TURNS (from your FS Templa				
FTFR (FIRST TIME FILL RATE) (from your par				

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

[illegible]

AUTO MATE				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Active parts		#DIV/0!	over 70%	GREAT
Auto Phase Out Parts		#DIV/0!	Less than 30%	Seldom us
Dealer Phase Out Parts		#DIV/0!	Less than 1%	OK....BUT
Manual Order Parts		#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	
		#DIV/0!		
Total Inventory	\$0	#DIV/0!		

AUTO MATE

Activity	AUTO MATE	NADA		
	Value	% of inven	Guide	Notes
		#DIV/0!		this is your current and active healthy parts inventory
Current to 3 Months		#DIV/0!	75%	
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 FS Template)				
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 M	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 VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OBSO AS A % OF TOTAL	\$ -	#DIV/0!

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 Inven	%	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	
13-18 Months				#DIV/0!	Technical Obsolescence 2% is gui	
New parts no sales				#DIV/0!	Minimal Amount	
Total Inventory				#DIV/0!		

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	
OBESO 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!!!

s guide

de

Pass or Fail ?

OBSO POSITION

.75 TIMES \$ 0

PLUS 0

PLUS 0

EQUALS #DIV/0! 0

DEALER TRACK ARKONA STATUS			MONTH OF:				PROFILES
			%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				See 9 D
ACTIVE PARTS: EXCESS STOCK			#DIV/0!				LESS THA
ACTIVE PARTS: UNDERSTOCKED			#DIV/0!				LESS THA
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THA
TOTAL ACTIVE PARTS			#DIV/0!				70%
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL
INACTIVE W/ON HAND			#DIV/0!				LESS THA
INACTIVE PART NUMBER # AND %							
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIEC
NEG-ON-HAND							LOW DBL
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %		INS
NEVER SOLD				#DIV/0!	#DIV/0!		
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		THIS
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!		
TEN MONTHS AGO				#DIV/0!	#DIV/0!		THIS
NINE MONTHS AGO				#DIV/0!	#DIV/0!		
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO				#DIV/0!	#DIV/0!		
SIX MONTHS AGO				#DIV/0!	#DIV/0!		
FIVE MONTHS AGO				#DIV/0!	#DIV/0!		
FOUR MONTHS AGO				#DIV/0!	#DIV/0!		THIS IS YOUR ACT
THREE MONTHS AGO				#DIV/0!	#DIV/0!		
TWO MONTHS AGO				#DIV/0!	#DIV/0!		
ONE MONTH AGO				#DIV/0!	#DIV/0!		
CURRENT MONTH				#DIV/0!	#DIV/0!		
TOTAL INVENTORY				#DIV/0!			Guide is 1.5 Months Suppl
CORES WITH ON HAND							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)

GUIDES	COLOR
	SCORING
	GOOD
	WARNING
N 1 %	DANGER
N 1 %	GREAT
N 30%	Seldom used
	OK....BUT..
NUMBERS	OUCH !!!
N 30% these are Auto Phase Out Parts	
E 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	
FIVE HEALTHY PARTS INVENTORY	
y	
Y & CLEAN STATUS (see below)	
Pass or Fail ?	
#DIV/0!	

Lightyear 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		
					NA		
Clean Core			#DIV/0!	# PIECES	PART #		
Dirty Core			#DIV/0!				
Total Inventory		\$0	#DIV/0!				
Lightyear							
Activity		Value \$	% of Inven	%	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%		
Over 12 Months				#DIV/0!	Technical Obsolescence 2% is		
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)							

PBS SCORECARD					GOOD
Stocking Status	Inventory	% of Inventory		Guide	WARNING
INVESTMENT	Value				DANGER
Stock Parts		#DIV/0!	over 70%		GREAT
Automatic Phase Out		#DIV/0!	Less than 30%		Seldom us
		#DIV/0!			OK....BUT
Manual Order		#DIV/0!	Less than 3%		OUCH !!!!!
Test Part \$'s		#DIV/0!	Less than 5%		YIKES
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!			

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active healthy parts inventory
1-3 Months		#DIV/0!	included	
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 FS Template)				
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 VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$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				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
Observations	Value			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 inven	NADA Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current and active healthy parts inventory
3 to 6 Months		#DIV/0!	included	
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 templat				
TRUE (STOCK) TURNS (from your FS Template				
FTFR (FIRST TIME FILL RATE) (from your part				

\$0.00	
\$0.00	
\$0	
\$0.00	#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements

Describe necessary actions to reach desired result:

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / $\pm$ Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

Who:

What:

3. By When:

How:

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

($\pm$ Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

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

