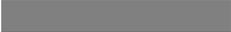


First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
6/17/2019	3	2	2	1
6/18/2019	5	4	4	1
6/19/2019	7	7	7	0
6/20/2019	3	2	2	1
6/21/2019	10	9	9	1
6/24/2019	2	2	2	0
6/25/2019	15	10	10	5
6/26/2019	5	2	2	3
6/27/2019				
6/28/2019				
6/29/2019				
7/1/2019				
7/2/2019				
7/3/2019				
Totals	50	38	38	12



Rate %
66.67%
80.00%
100.00%
66.67%
90.00%
100.00%
66.67%
40.00%
#DIV/0!
76.00%



CDK						
Stocking Status	Inventory Value	% of Inventory	Guide			COLOR SCORING
INVESTMENT						
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*			Greater than 70% of PN's			OK....BUT..
Clean Core		#DIV/0!	# PIECES	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 yo	
GROSS (TOTAL) TURNS (from your FS Temp	
TRUE (STOCK) TURNS (from your FS Temp	
FTFR (FIRST TIME FILL RATE)	

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

REYNOLDS 2213				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Normal or Active Stock		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom used
Dealer Phase Out		#DIV/0!	Less than 1%	OK....BUT..
Manual Order		#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	
Replace by hold RBH		#DIV/0!	pn NA pieces	
			NA	
Total Inventory	\$0	#DIV/0!		

REYNOLDS

Activity	Value	% of inventor	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/ FAIL
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 Templ				
TRUE (STOCK) TURNS (from your FS Templ				
FTFR (FIRST TIME FILL RATE) (from your pa				

OBISO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VALUE		\$0
.85 TIMES THE 10-12 MONTH VALUE		\$0
PLUS THE 13-24 MONTH VALUE		\$0
PLUS THE 25+ VALUE EQUALS		\$0
OBISO AS A % OF TOTAL	\$	- #DIV/0!

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 u
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 Value	% of inver	NADA 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		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	

OB SO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VA	\$0	
.85 TIMES THE 10-12 MONTH	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OB SO AS A % OF TOTAL	\$ -	#DIV/0!

L

AUTO SOFT				
Stocking Status	Inventory	% of Inventory		Guide
INVESTMENT	Value			
Normal or Active Stock	\$46,960		21.87%	over 70%
Automatic Phase Out	\$0		0.00%	Less than 30%
Dealer Phase Out	\$0		0.00%	Less than 1%
Manual Order	\$0		0.00%	Less than 3%
Non Stock Part \$'s	\$145,163		67.61%	Less than 5%
Non Stock Part #'s*	127			Greater than 70% of PN's
No Phase Out	\$0			NA
Repace by Hold	\$0			NA
Clean Core	\$15,031		7.00%	# PIECES
Dirty Core	\$7,550		3.52%	PART #
Total Inventory	\$214,704		100.00%	

AUTO SOFT				
Activity from Source	Value \$	% of Inver	%	Notes & Guides
0-3 Months	210,501	66	65%	ACTIVE INVENTORY at 75%
4-6 Months	16,614	5.2	5%	ACTIVE INVENTORY at 23%
7-12 Months	27,263	8.47	8%	75% will likely become Obso 2% i
13-18 Months	11,155	3.5	3%	Technical Obsolescence 2% is gu
New parts no sales			0%	Minimal Amount
Total Inventory	321,672		83%	

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)

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

s guide

OBSO POSITION			
.75 TIMES \$			20447.25
PLUS			11,155
PLUS			0
EQUALS	10%		31602.25

ide

Pass or Fail ?

\$38,418

119.08

\$15,031

\$7,550

1.97

6.1

2.7

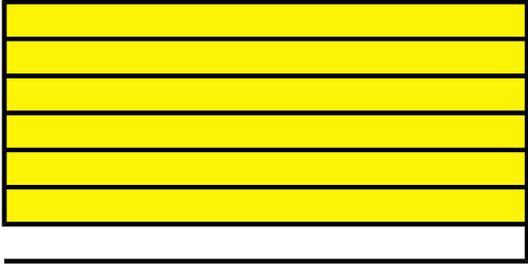
76%

DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	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!		
THREE MONTHS AGO			#DIV/0!	#DIV/0!		THIS IS YOUR ACT
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 Supp
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)	

S GUIDES	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
NUMBERS	OUCH !!!
N 30% these are Auto Phase Out Parts	
PE 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							COLOR SCORING	
Stocking Status	Inventory	% of Inventory		Guide				
INVESTMENT	Value							
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*				Greater than 70% of PN's			OK....BUT..	
No Phase Out				NA			OUCH !!!	
				NA				
Clean Core		#DIV/0!	# PIECES	PART #			OUCH !!!!!	
Dirty Core		#DIV/0!						
Total Inventory	\$0	#DIV/0!					ouch!!!	
Lightyear								
Activity	Value \$	% of Inver	%	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% is guide				
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is guide				
New parts no sales			#DIV/0!	Minimal Amount				
Total Inventory			#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 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)								

|

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

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 u
		#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 inver	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
OBSCO 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)				

sed

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OB SO POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VA	\$0
.85 TIMES THE 10-12 MONTH	\$0
PLUS THE 13-24 MONTH VALU	\$0
PLUS THE 25+ VALU EQUALS	\$0
OB SO AS A % OF TOTAL	\$ - #DIV/0!

L

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 inver	NADA Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current and active
3 to 6 Months		#DIV/0!	included	healthy parts inventory
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 templa				
TRUE (STOCK) TURNS (from your FS Templat				
FTFR (FIRST TIME FILL RATE) (from your part				

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

Departmental Action Plan

Dealership **Jackson Ford**

Academy Week **2**

Class &

Current Situation

WE CARRY NO TIRES IN STOCK, OUR TIRE RACKS ARE FILLED WITH SERVICE TIRE TOOLS THAT HAVE BEEN SET UP SO WE MUST STILL CALL IN TIRES TAKING MORE TIME THEN CUSTOMERS WANTING ONE TIRE OR FOUR TIRES MUST WAIT AT LEAST ON

Overall Objective:

TIRE PROGRAM HAS NOW BEEN CHANGED TO GOOD BETTER BEST, AND N TIRE TOOL SALES. WE ARE WORKING ON A LOCATION FOR THE SERVICE TIRE TOOLS TO BE SET UP PROPERLY. OUR OBJECTIVE IS GET THE MAX AMOUNT OF TIRES NEEDED HAVING THE PROPER AMOUNT OF TIRES IN STOCK.

Proposed Timeline

WE PLAN ON HAVING ALL THIS SET UP BY THE END OF JULY AND READY TO SERVE THE CUSTOMER

Action Plan

GET ALL RACKS UP AND ALL TIRES ORDERED FOR PROPER USAGE. WE

Requirements

Meeting with Dealer:

1. Action Proposed: PREPARE AND INITIATE A TIRE PROGRAM TO BETTER ACC PARTS PROFITIABILITY

Meeting with stakeholder(s) (dealership personnel):
OWNERSHIP AND MANAGEMENT HAVE GIVEN THEIR FULL SUPPORT
2. Describe what is in place to support desired goal:
THE STORE PARTS MANAGER HAS PARTNERED WITH A VENDOR TO BEGIN
RACKS WERE FULL OF SPECIAL ORDER PARTS AND THEY HAVE SINCE BEEN
RACKS.

Accountability: Monitoring progress:
Who: PARTS MANAGER
What: CREATE A TIRE PROGRAM
3. By When: END OF JULY 2019
How: CREATE SPACE ON TIRE RACKS AND BEGIN STOCKING TIRES TO FULL

Describe checkpoints that have been established to measure progress
WE ARE GOING TO TRACK TIRE SALES AND DEPARTMENT PROFITABILITY
4. Date(s) for review: JULY 31 2019

5. Estimated cost for implementation: ESTIMATED COST OF STOCKING IS APPROX

Projected Date of Completion:

Sponsor Signature: _____

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

Impact Areas:
Sales / Gross / Expenses / Net Profit / CSI /

Student Name Tyson Sledge

Student Number 350

CE TOOLS. THE TIRE PROGRAM HAS NEVER
NEEDED ON THE TIRE SYSTEM. ANY
IE DAY.

OW ABLE TO ORDER TIRES DIRECTLY FROM
FOOLS SO WE CAN UTILIZE THE TIRE RACKS
TO START GETTING THE INCENTIVES OF

GO TO BETTER TAKE CARE OF THE

WILL HAVE TIRES STOCKED TO HELP THE CUS

COMMODATE CUSTOMERS AND INCREASE

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

STOCKIN TIRES IMMEDIATELY. THE TIRE
EN RELOCATED TO ADDITIONAL STORAGE

FILL ORDERS.

' FROM TIRE SALES ON A MONTHLY BASIS

UND \$10,000.00

Mark Jackson _____