

First Time Fill Rate

DEALERSHIP NAME	Best Automotr	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
7/2/2019	12	8	12	4
7/3/2019	14	9	14	5
7/10/2019	13	7	13	6
7/12/2019	12	7	12	5
Totals	51	31	51	20

is what we couldn't and reason why.

CDK						COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide			
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 your						
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				WARNING
INVESTMENT				DANGER
Inventory Value	% of Inventory	Guide		
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 invento	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active
1-3 Months		#DIV/0!	included	healthy parts inventory
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 FSTempl				
TRUE (STOCK) TURNS (from your FS Templ				
FTFR (FIRST TIME FILL RATE) (from your pa				

OB SO 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
OB SO 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	NADA		
	Value	% of inver	Guide	Notes
		#DIV/0!		this is your current and active
Current to 3 Months		#DIV/0!	75%	healthy parts inventory
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
OBSCO 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+ VALUE EQUALS	\$0	
OB SO AS A % OF TOTAL	\$ -	#DIV/0!

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AUTO SOFT							
Stocking Status		Inventory	% of Inventory	Guide			
INVESTMENT		Value					
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 Inver	%	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 gu
13-18 Months			#DIV/0!	Technical Obsolescence 2% is gu
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)

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!	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 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)

[illegible]

Lightyear							COLOR
Stocking Status	Inventory	% of Inventory		Guide			SCORING
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 ?
OBSCO 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)							

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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/ FAIL
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)				

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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+ VALUEQUALS	\$0	
OB SO 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 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

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**

