





Rate %
66.67%
70.00%
75.00%
#DIV/0!
71.15%



Lightyear Stocking Status INVESTMENT		Inventory Value	% of Inventory	Guide
Normal or Active Stock		\$154,508	39.36%	over 70%
Automatic Phase Out			0.00%	Less than 30%
Dealer Phase Out			0.00%	Less than 1%
Manual Order			0.00%	Less than 3%
Non Stock Part \$'s		\$195,346	49.76%	Less than 5%
Non Stock Part #'s*		3,670	70.96%	Greater than 70% of PN's
No Phase Out				NA
				NA
Clean Core		\$21,640	5.51%	# PIECES
Dirty Core		\$21,075	5.37%	PART #
Total Inventory		\$392,569	100.00%	

**Lightyear**

Activity	Value \$	% of Inven	%	Notes & Guides
1-2 Months	235,309		60%	ACTIVE INVENTORY at 75%
3-5 Months	53,688		14%	ACTIVE INVENTORY at 23%
6-11 Months	62,595		16%	75% will likely become Obso 2%
Over 12 Months	40,975		10%	Technical Obsolescence 2% is
New parts no sales	24,664		6%	Minimal Amount
Total Inventory	392,567		100%	

<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>
<b>OBSO POSITION (LINES 20-22 FROM ABOVE)</b>
<b>NEG-ON-HAND (MINUS-ON-HAND)</b>
<b>CLEAN CORE</b>
<b>DIRTY CORE (RDCI) OR DONE MANUALLY</b>
<b>LOST SALES CALCULATOR VS. ACTUAL</b>
<b>AVERAGE STOCK ORDER (Obtain data from your OE)</b>
<b>MONTHS SUPPLY (This calculation from your FS Template)</b>
<b>GROSS (TOTAL) TURNS (from your FS Template)</b>
<b>TRUE (STOCK) TURNS (from your FS Template)</b>
<b>FTFR (FIRST TIME FILL RATE) (This is a post class assignment)</b>

COLOR SCORING
GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!
OUCH !!!!!
ouch!!!

OBSO POSITION			
% is guide	.75 TIMES	\$	46946.25
guide	PLUS		40,975
	PLUS		24,664
	EQUALS	29%	112585.3

Pass or Fail ?
FAIL
Pass
P
MANUALLY
FAIL
5172
1.79
7.2
4
71.15

## Departmental Action Plan

Dealership Winner Ford

Academy Week Parts

Class &

Current Situation

currently winner ford is only marking up internal parts 25% over cost

Overall Objective:

change internal parts mark up to 40% over cost to increase parts department c

Proposed Timeline

put in action october 1st 2019

Action Plan

1)Have meeting with owner and explain the advantages of increaseing gross p  
parts manager and change our pricing code on internal 3) discuss with the pai  
code so they are aware and dont diviate from it without parts manager or fixed  
owner, parts manager, used car manager, and general sales manager to make  
and understand the importance of paying ourselves first.

Requirements

**Meeting with Dealer:**

1. **Action Proposed: increase parts gross profit to cost plus 40%**

**Meeting with stakeholder(s) (dealership personnel):**

2. **Describe what is in place to support desired goal:  
Changing price code, making staff aware of the change. Pro/con Used car recd  
making more money on the back end.**

**Accountability: Monitoring progress:**

**Who: fixed ops director and parts manager**

**What: internal gross increase**

3. **By When: 10/1/2019  
How: changing price code and making staff aware**

**Describe checkpoints that have been established to measure progress:**

4. **REVIEW WEEKLY AND MONTHLY PER FINANCIAL STATEMENT TO TRACK PRO  
HOLDING GROSS PROFIT**

5. **Estimated cost for implementation: No cost**

**Projected Date of  
Completion:**

**10/1/2019**

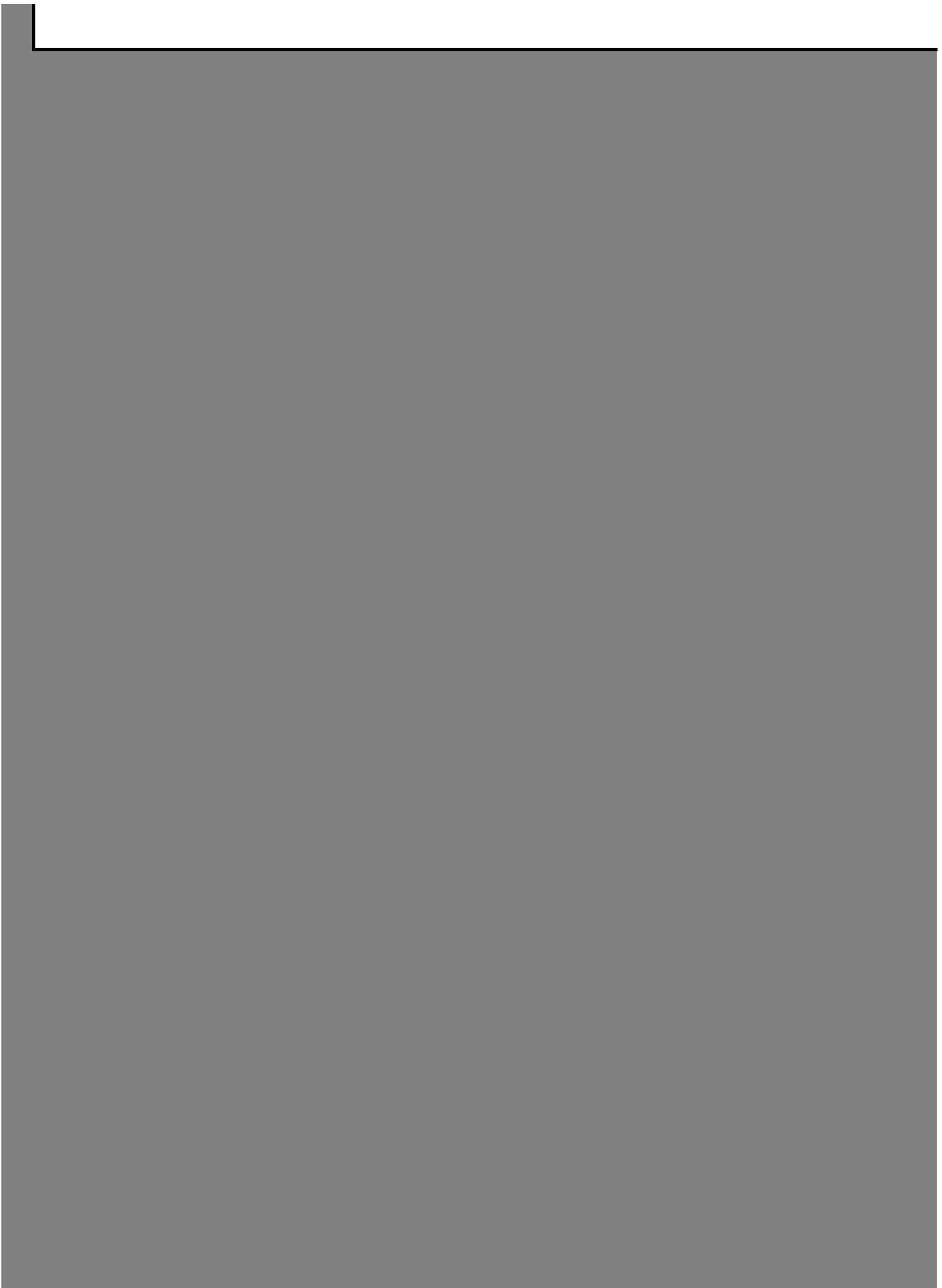
**Sponsor Signature:** \_\_\_\_\_

**Evaluation of Results: Include measured results.**

**(± Metrics)**

**Impact Areas:**

**Sales / Gross / Expenses / Net Profit / CSI /**



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Student Number

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gross.

profit on internal parts. 2) sit down with the  
rts staff that there is a increase in internal price  
l ops director approval. 4) hold a meeting with  
sure everyone is aware and on the same page

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

on will go up a slight amount but we will be

GRESS AND MAKE SURE WE ARE ON TRACK

MICHELLE HATZIS SULLIVAN

