First Time Fill Rate

DEALERSHIP NAME		NADA Motors rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8/5/2019	9	5	0	4
8/6/2019	6	3	1	2
8/7/2019	9	5	1	3
8/8/2019	8	4	0	4
8/9/2019	5	3	2	0
8/10/2019	4	1	0	3
8/12/2019	3	2	0	1
8/13/2019	1	0	0	1
8/14/2019	6	4	0	2
Totals	51	27	4	20

Rate %
55.56%
50.00%
55.56%
50.00%
60.00%
25.00%
66.67%
0.00%
66.67%
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
52.94%

CDK Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide			COLOR SCORING
Normal or Active Stock	$111,726	77.11%	over 70%			GOOD
Automatic Phase Out	$8,273	5.71%	Less than 30%			WARNING
Dealer Phase Out	$2,768	1.91%	Less than 1%			DANGER
Manual Order		0.00%	Less than 3%			GREAT
Non Stock Part $'s	$21,673	14.96%	Less than 5%			Seldom used
Non Stock Part #'s*	2,779		Greater than 70% of PN's			OK....BUT..
Clean Core	$450	0.31%	# PIECES	PART #		OUCH !!!!!!
Dirty Core	$0	0.00%	3934	5236		
Total Inventory	$144,890	100.00%				ouch!!!

Activity	Value $	%	Notes & Guides
0-3 Months	39,221	29%	ACTIVE INVENTORY at 75%
4-6 Months	8,193	6%	ACTIVE INVENTORY at 23%
7-12 Months	51,125	38%	75% will likely become Obso 2% is guide
Over 12 Months	25,099	19%	Technical Obsolescence 2% is guide
New parts no sales	10,801	8%	Minimal Amount
Total Inventory	134,439	100%	

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 fro	
MONTHS SUPPLY (This calculation from yo	
GROSS (TOTAL) TURNS (from your FS Tem	
TRUE (STOCK) TURNS (from your FS Temp	
FTFR (FIRST TIME FILL RATE)	

OBSO POSITION			
.75 TIMES	$		38343.75
PLUS			25,099
PLUS			10,801
EQUALS		55%	74243.75

REYNOLDS 2213 Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide		GOOD
					WARNING
					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!			

Activity	Value	REYNOLDS % of inventor	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 F	
MONTHS SUPPLY (FS TEMPLATE)	
GROSS (TOTAL) TURNS (from your FSTemp	
TRUE (STOCK) TURNS (from your FS Temp	
FTFR (FIRST TIME FILL RATE) (from your p	

OBSO 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+ VALUEEQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

AUTO MATE Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
				GOOD
				WARNING
				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
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/ FA
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 FSTemplate)	
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	

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

L

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!			

Activity from Sourc	Value $	AUTO SOFT % 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%
13-18 Months			#DIV/0!	Technical Obsolescence 2% is g
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)

COLOR SCORING
GOOD
WARNING
DANGER
GREAT
Seldom used
OK….BUT..
OUCH !!!
OUCH !!!!!!
ouch!!!
[redacted]
Pass or Fail ?

	OBSO POSITION			
is guide	.75 TIMES	$		0
uide	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

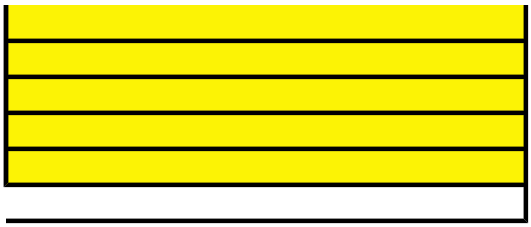
INVENTORY AGING BY LAST SOLD	VALUE	%	ACUM %	INS
NEVER SOLD		#DIV/0!	#DIV/0!	
ONE YEAR AGO PLUS		#DIV/0!	#DIV/0!	THIS
ELEVEN MONTHS AGO		#DIV/0!	#DIV/0!	
TEN MONTHS AGO		#DIV/0!	#DIV/0!	THIS
NINE MONTHS AGO		#DIV/0!	#DIV/0!	
EIGHT MONTHS AGO		#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "
SEVEN MONTHS AGO		#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 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
AN 1 %	DANGER
AN 1 %	GREAT
AN 30%	Seldom used
	OK….BUT..
NUMBERS	OUCH !!!
AN 30% these are Auto Phase Out Parts	
CE 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	
TIVE HEALTHY PARTS INVENTORY	
ly	
Y & CLEAN STATUS (see below)	

Pass or Fail ?
#DIV/0!



Lightyear 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*			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!!!

Activity	Value $	Lightyear % 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)	

I

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

PBS SCORECARD Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide		GOOD WARNING 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
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/ FA
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 FSTemplate)	
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 V	$0	
.85 TIMES THE 10-12 MONTH	$0	
PLUS THE 13-24 MONTH VAL	$0	
PLUS THE 25+ VAL EQUALS	$0	
OBSO AS A % OF TOTAL	$ -	#DIV/0!

UCS SCORECARD Stocking Status Observations	Inventory Value	% of Inventory	Guide	GOOD WARNING 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				

Investment Activity	Value	UCS % 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 par	

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

Departmental Action Plan

Dealership: Lupient Kia Milwaukee

Student Name: Dan Gulley

Academy Week: 3

Class & Student Number: 353-06

Current Situation

Currently too much time in between customer arriving and parts being ready for express technicians being able to start working on customers vehicle.

Overall Objective:

Speed up time it takes for express techs to have parts in hand ready to work on vehicle. Reduce time lost waiting at parts counter with vechicle waiting. Increase quality of MPI and service sales due to effiency

Proposed Timeline

Start date 10/01/19

Action Plan

Need to put actually cabinet stocked with inventory. Service needs to set up r/o to not only print in advisors office as well as at parts counter. Parts responsible for making sure cabinet is stocked with most used parts numbers for quick serivce. Techs need to let parts know if there are any issues with supply inventory.

Requirements

1. Meeting with Dealer:
Action Proposed: Impliment process for streamlining express service parts (lubeloil/filter) supplies being ready for the technicans faster to speed up effieciency

2. Meeting with stakeholder(s) (dealership personnel):
Describe what is in place to support desired goal: making sure everyone knows there task to make sure we succeed. Service prints ro to parts asap. Parts does a daily inventory of cabinet supplies as well as checking ro's as they print to make sure there isnt a "one off" LOF that would slow down express tech. service and parts keeps techs from hanging out at parts counter.

3. Accountability: Monitoring progress:
Who: Tim Zernia/ James Spagnolia
What: Tim Zernia to make sure Advisors and printing RO copy to parts/ Jim Spag. To make sure supply cabinet is stocked (daily inventory check)
By When: Daily monitoring of inventory in stocking cabinet as well as monitoring to make sure the right parts are being stocked. Service making sure RO's copy are being printed to parts dept as well.
How:

4. Describe checkpoints that have been established to measure progress:
Daily- are the cabinets stocked and ready with the right LOF materials Weekly during the parts and tech weekly meeting, "Are we having any issues" Monthly - Dept manager review. MPI and drive sale $ review. CSI review

5. Estimated cost for implementation: $0 for cabinet resuse storage cabinet in shop. Small increase for having to 2x print RO

Projected Date of Completion: 12/31/19 review of three month trend after Impimenting process

Sponsor Signature: _____

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

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

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