

First Time Fill Rate

DEALERSHIP NAME	Corner Brook Nissan			
DATE	RO'S	Time	Same Day	Day
Aug.26	16	8	5	3
Aug.27	8	4	2	2
Aug.29	15	8	4	3
Aug.30	12	4	6	2
Sept.4	10	6	4	0
Sept.5	9	6	3	0
Sept.6	10	8	2	0
Sept.9	12	6	4	2
Sept.10	15	6	5	4
Sept. 11	11	6	5	0
Sept. 12	9	6	3	0
Sept. 13	10	6	3	1
Sept. 16	12	6	6	0
Sept. 17	15	9	4	2
Sept.18	17	8	8	1
Totals	181	97	64	20



Rate %
50.00%
50.00%
53.33%
33.33%
60.00%
66.67%
80.00%
50.00%
40.00%
54.55%
66.67%
60.00%
50.00%
60.00%
47.06%
53.59%



CDK				COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
Normal or Active Stock	\$218,214	23.99%	over 70%	GOOD
Automatic Phase Out	\$223,484	24.57%	Less than 30%	WARNING
Dealer Phase Out	\$5,948	0.65%	Less than 1%	DANGER
Manual Order	\$202,389	22.25%	Less than 3%	GREAT
Non Stock Part \$'s	\$250,306	27.52%	Less than 5%	Seldom used
Non Stock Part #'s*	5,125	64.54%	Greater than 70% of PN's	OK....BUT..
Clean Core	\$9,080	1.00%	# PIECES PART #	OUCH !!!!!
Dirty Core		0.00%		
Total Inventory	\$909,421	100.00%		ouch!!!

Activity	Value \$	%	Notes & Guides
0-3 Months	366,682	41%	ACTIVE INVENTORY at 75%
4-6 Months	235,164	26%	ACTIVE INVENTORY at 23%
7-12 Months	91,896	10%	75% will likely become Obso 2% is guide
Over 12 Months	131,394	15%	Technical Obsolescence 2% is guide
New parts no sales	75,205	8%	Minimal Amount
Total Inventory	900,341	100%	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	FAIL
NEG-ON-HAND (MINUS-ON-HAND)	FAIL
CLEAN CORE	PASS
DIRTY CORE (RDCI) OR DONE MANUALLY	FAIL
LOST SALES CALCULATOR VS. ACTUAL	FAIL
AVERAGE STOCK ORDER (Obtain data from	
MONTHS SUPPLY (This calculation from you	PASS
GROSS (TOTAL) TURNS (from your FS Temp	FAIL
TRUE (STOCK) TURNS (from your FS Templ	FAIL
FTFR (FIRST TIME FILL RATE)	PASS

OBSO POSITION			
.75 TIMES	\$		68921.99
PLUS			131,394
PLUS			75,205
EQUALS		31%	275521.3

Departmental Action Plan

Dealership **Corner Brook Nissan**

Academy Week **Week 2- Fixed Operations-Parts**

Class &

Current Situation

Gross Profit Contribution-Our Parts Department gross percentage contribution for are below NADA guide. This is suspected due to low internal rates. The goal is to ob are improperly calculating the average percentage markup. Thus, when the daily DC we only show an average of 26%. We are not calculating Gross Percentage Profit a:

Overall Objective:

Instruct the Parts Manager to utilize the Performa Calculator works and how to corre In turn, to train the parts staff on the proper profit calculations. To increase the profit implement standard pricing guidelines for all staff members.

Proposed Timeline

Set a meeting with the Parts Manager by October 30th, 2019 to review the desired in November 1, 2019. To continously track implementation starting November 30th, 20 daily consistent basis.

Action Plan

Starting with the necessary meeting with the Parts Department Manager, to demonstrate the F that will be made. To demonstrate the Mark Up Factor for a desired Gross Profit Percentage. calculations programmed into the DMS. To make sure that only the Parts Manager has the ab to maintain desired markup. To have daily, weekly, monthly reviews to maintain desired levels ensure Parts Manager is accountable for the proper training to meet Parts Objectives.

Requirements

Meeting with Dealer:

1. Review desired Action Plan and its positive implications for the dealership.

2. **Meeting with stakeholder(s) (dealership personnel):**
Provide the necessary information to show the overall benefit of the action plan by use of the profit that will be made. Commit to consistent monitoring and review on a regular daily and monthly basis with the Parts Manager to obtain the goal. For example; DMS setup, Calculations. There will be no increase in cost.

3. **Accountability: Monitoring progress:**
Who: Parts Manager and General Manager
What: Parts Manager trained on proper calculations and General Manager for providing training
By When: We will start this action plan in October with expected completion and continuous monitoring
How: Manual Calculations, Parts Manager provided with the factors for desired results. DMS

4. **Describe checkpoints that have been established to measure progress:**
Daily / Weekly / Bi-weekly / Monthly / Quarterly
Daily- Parts Manager and GM review DOC daily. **Monthly-** Parts Manager and GM review Financials for Parts Department
Date(s) for review: Parts Manager and GM review each day as DOC is released and weekly

5. **Estimated cost for implementation:** DMS provider to determine cost.

Projected Date of Completion:

December 31, 2019

Sponsor Signature:

Rick O'Neil

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales- Parts Department will not transfer the cost of the price increase to the Sales Department. Parts Calculations will be seen as a marginal price increase for the customer. **Gross-** We will see an increase in gross profit. **Profit-** Net Profit will increase. **CSI-** No effect to CSI

Student Name **Hayley O'Neill**

Student Number **354-05**

internal profile % and counter profile% and both
tain an average of 33% Gross Profit Margin. We
DC is generated and the Monthly Financials are ran
s per the Performa Calculator.

ectly apply to show an increase in additional profit.
in the parts dept by and average of 7% and

mplementation. To follow implementation starting
19. From then on there is follow up done on a

Pro Forma calculation to show the additional gross profit
To check with the DMS provider and get the desired
ility to discount parts, accountability on the Parts Manager
and to review performance. As new staff are onboarded

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

DOC and Monthly statements to show the additional monthly basis. Provide the necessary tools needed by the incurred cost

ng.
monitoring by the end of 2019
to be contacted to get necessary factors implemented.

review desired category for improvement.
approx 4:00pm daily. 10th day of the following month

ill

culated at previous margin will now be sold at the increased of 7\$ Gross Profit Margin. **Expenses-** No cost Incurred. **Net**