

## First Time Fill Rate

| DEALERSHIP NAME | NADA Motors | rst time fill rate |          |          |
|-----------------|-------------|--------------------|----------|----------|
| DATE            | RO'S        | 1st Time           | Same Day | Day      |
| 9/28/2019       | 5           | 4                  |          | 1        |
| 9/30/2019       | 9           | 6                  | 1        | 1        |
| 10/1/2019       | 11          | 8                  |          |          |
| 10/2/2019       | 5           | 5                  |          |          |
| 10/3/2019       | 13          | 10                 | 1        | 2        |
| 10/4/2019       | 3           | 1                  | 1        | 1        |
| 10/7/2019       | 6           | 4                  | 2        |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
|                 |             |                    |          |          |
| <b>Totals</b>   | <b>52</b>   | <b>38</b>          | <b>5</b> | <b>5</b> |



| <b>Rate %</b>  |
|----------------|
| <b>80.00%</b>  |
| <b>66.67%</b>  |
| <b>72.73%</b>  |
| <b>100.00%</b> |
| <b>76.92%</b>  |
| <b>33.33%</b>  |
| <b>66.67%</b>  |
| <b>#DIV/0!</b> |
| <b>73.08%</b>  |



| CDK                    |                 |                |                          |        |  |
|------------------------|-----------------|----------------|--------------------------|--------|--|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |        |  |
| INVESTMENT             |                 |                |                          |        |  |
| Normal or Active Stock | \$465,665       | 83.89%         | over 70%                 |        |  |
| Automatic Phase Out    | \$33,835        | 6.10%          | Less than 30%            |        |  |
| Dealer Phase Out       | \$4,800         | 0.86%          | Less than 1%             |        |  |
| Manual Order           | \$1,046         | 0.19%          | Less than 3%             |        |  |
| Non Stock Part \$'s    | \$38,979        | 7.02%          | Less than 5%             |        |  |
| Non Stock Part #'s*    | 9,276           |                | Greater than 70% of PN's |        |  |
| Clean Core             | \$10,793        | 1.94%          | # PIECES                 | PART # |  |
| Dirty Core             |                 | 0.00%          | 47                       | 35     |  |
| Total Inventory        | \$555,118       | 100.00%        |                          |        |  |

| Activity           | Value \$ | %    | Notes & Guides                      |
|--------------------|----------|------|-------------------------------------|
| 0-3 Months         | 406,981  | 75%  | ACTIVE INVENTORY at 75%             |
| 4-6 Months         | 46,489   | 9%   | ACTIVE INVENTORY at 23%             |
| 7-12 Months        | 52,082   | 10%  | 75% will likely become Obso 2% is g |
| Over 12 Months     | 27,825   | 5%   | Technical Obsolescence 2% is guide  |
| New parts no sales | 10,949   | 2%   | Minimal Amount                      |
| Total Inventory    | 544,326  | 100% |                                     |

|  |
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| 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  |
| MONTHS SUPPLY (This calculation from you                                     |
| GROSS (TOTAL) TURNS (from your FS Temp                                       |
| TRUE (STOCK) TURNS (from your FS Templ                                       |
| FTFR (FIRST TIME FILL RATE)  |
|  |
|  |
|  |

**COLOR SCORING**

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

**OK....BUT..**

**OUCH !!!!!**

ouch!!!

Guide

**OBSO POSITION**

.75 TIMES \$ 39061.5

PLUS 27,825

PLUS 10,949

EQUALS 14% 77835.5

Pass or Fail ?

Pass

Pass

Pass

NA

Pass

Pass

Pass

Pass

Pass

| REYNOLDS 2213          |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| 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 |
| 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 inventory | NADA Guide | Notes                  |
|---|------------|----------------|------------|------------------------|
| Current   |            | #DIV/0!        | 75%        | this is your current a |
| 1-3 Months  |            | #DIV/0!        | included   | healthy parts invento  |
| 4-6 Months  |            | #DIV/0!        | 23%        |                        |
| 7-9 Months  |            | #DIV/0!        | 2%         | 65% Will likely become |
| 10-12 Months  |            | #DIV/0!        | included   | 85% Will likely become |
| 13-24 Months  |            | #DIV/0!        | 0%         | Technically Obsolete   |
| 25+ months  |            | #DIV/0!        | 0%         |                        |
| <b>TOTAL</b>  | <b>\$0</b> | <b>#DIV/0!</b> |            |                        |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |            |                |            |                        |
| OBISO 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 Templa  |            |                |            |                        |
| TRUE (STOCK) TURNS (from your FS Templa   |            |                |            |                        |
| FTFR (FIRST TIME FILL RATE) (from your par  |            |                |            |                        |
|   |            |                |            |                        |







| 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 us  |
| 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       |          | Notes   |
|---|-----------|------------|----------|---|
|   | Value     | % of inven | Guide    |   |
|   |           | #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!    |          |   |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |           |            |          | 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 M | 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 VAL   | \$0  |         |
| .85 TIMES THE 10-12 MONTH V   | \$0  |         |
| PLUS THE 13-24 MONTH VALU     | \$0  |         |
| PLUS THE 25+ VALU EQUALS      | \$0  |         |
| OBSO AS A % OF TOTAL          | \$ - | #DIV/0! |

| AUTO SOFT              |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| 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 Inven | %       | 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 |
| 13-18 Months         |          |            | #DIV/0! | Technical Obsolescence 2% is gui  |
| New parts no sales   |          |            | #DIV/0! | Minimal Amount                    |
| Total Inventory      |          |            | #DIV/0! |                                   |

|   |
|---|
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |
| 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!!!

**OBSO POSITION**

s guide .75 TIMES \$ 0

ide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

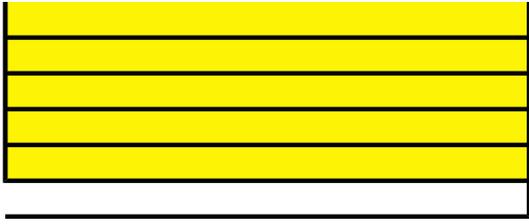


| DEALER TRACK ARKONA                 |  | MONTH OF: |         |         |       | PROFILES                   |
|-------------------------------------|--|-----------|---------|---------|-------|----------------------------|
| STATUS                              |  | %         | #       | PIECES  | VALUE |                            |
| 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                    |
| <b>INVENTORY AGING BY LAST SOLD</b> |  |           |         |         |       |                            |
|                                     |  | 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 Suppl  |
| CORES WITH ON HAND                  |  |           |         |         |       | CONFIRM DIRT               |

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| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>          |
| <b>OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technicle OBSO)</b>     |
| <b>NEG-ON-HAND</b>   |
| <b>CLEAN CORE (Provide the # of part #'s and # of pieces)</b>                                |
| <b>DIRTY CORE</b>  |
| <b>LOST SALES CALCULATOR VS. ACTUAL</b>  |
| <b>AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)</b> |
| <b>MONTHS SUPPLY (this calculation is found in the FS template)</b>                          |

|   |
|---|
| 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) |
|   |
|   |
|   |





| Lightyear<br>Stocking Status<br>INVESTMENT |  | Inventory<br>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                       |
|  |  |                    |                | NA                       |
| Clean Core                                 |  |                    | #DIV/0!        | # PIECES PART #          |
| Dirty Core                                 |  |                    | #DIV/0!        |                          |
| Total Inventory                            |  | \$0                | #DIV/0!        |                          |

**Lightyear**

| Activity           | Value \$ | % of Inven | %       | 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% |
| Over 12 Months     |          |            | #DIV/0! | Technical Obsolescence 2% is c |
| New parts no sales |          |            | #DIV/0! | Minimal Amount                 |
| Total Inventory    |          |            | #DIV/0! |                                |

|   |  |  |  |  |
|---|--|--|--|--|
| <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>                |  |  |  |  |
|   |  |  |  |  |
|   |  |  |  |  |



| 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 us  |
|                     |           | #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 inven | 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!    |            |   |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |       |            |            | PASS/ FAI   |
| OBISO 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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| OBSS POSITION MATH DONE BELOW |      |         |
|-------------------------------|------|---------|
| .65 TIMES THE 7-9 MONTH VAL   | \$0  |         |
| .85 TIMES THE 10-12 MONTH V   | \$0  |         |
| PLUS THE 13-24 MONTH VALU     | \$0  |         |
| PLUS THE 25+ VALU EQUALS      | \$0  |         |
| OBSS AS A % OF TOTAL          | \$ - | #DIV/0! |

| UCS SCORECARD                       |                 |                |                          | GOOD             |
|-------------------------------------|-----------------|----------------|--------------------------|------------------|
| Stocking Status                     | Inventory Value | % of Inventory | Guide                    | WARNING          |
| Observations                        |                 |                |                          | 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 inven | NADA Guide | Notes   |
|--|-------|------------|------------|---|
| Current TO 3 Months  |       | #DIV/0!    | 75%        | this is your current and active healthy parts inventory |
| 3 to 6 Months  |       | #DIV/0!    | included   |   |
| 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 templat                                    |       |            |            |   |
| TRUE (STOCK) TURNS (from your FS Template                                    |       |            |            |   |
| FTFR (FIRST TIME FILL RATE) (from your part                                  |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |

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

## Departmental Action Plan

Dealership **BMW of Freehold**

Academy Week **Fixed Ops1**

Class & :

### Current Situation

After giving our Parts guy the "Lost sale" quiz it was pretty clear that Lost Sale guys didn't know what will qualify as a Lost Sale.

### Overall Objective:

Train staff on What is a Lost sale and how to track it.

### Proposed Timeline

90 Days

### Action Plan

We will go over the quiz one more time together so all Part guys are on the same page.

### Requirements

Meeting with Dealer: **Bob Fleishman**

1. Action Proposed: A training Session for Parts department With Parts manager

2. Meeting with stakeholder(s) (dealership personnel): Will Meet with Parts guys

3. **Accountability: Monitoring progress:**  
**Who: Bryan Gilmore (Parts Manager)**  
**What: Parts guys understand and performing Lost Sale Tracking.**  
**By When:12/31/19**  
**How: Daily Monitoring Lost sales**

4. Will Follow up with Bryan on a Bi-Weekly bases. And will review 1/1/20.

5. Estimated cost for implementation: \$0

Projected Date of Completion: 12/31/19

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

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

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

Student Name

Student Number

es are not being marked properly and most

me page and explain and teach what is a Lost s

· providing continoues training.

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



for a training Session on Lost Sale Tracking.

