

## First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
6/13/2017	4	2	2	
6/14/2017	5	3	1	1
6/19/2017	7	4	3	1
6/23/2017	5	2	1	2
6/26/2017	8	5	3	
6/27/2017	10	6	1	3
6/29/2017	4	4		
7/5/2017	3	1	1	1
7/6/2017	5	3	1	1
<b>Totals</b>	<b>51</b>	<b>30</b>	<b>13</b>	<b>9</b>



<b>Rate %</b>
<b>50.00%</b>
<b>60.00%</b>
<b>57.14%</b>
<b>40.00%</b>
<b>62.50%</b>
<b>60.00%</b>
<b>100.00%</b>
<b>33.33%</b>
<b>60.00%</b>
<b>#DIV/0!</b>
<b>58.82%</b>



REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$209,208		63.97%	over 70%
Automatic Phase Out	\$40,628		12.42%	Less than 30%
Dealer Phase Out			0%	Less than 1%
Manual Order	\$360		0%	Less than 3%
Non Stock Part \$'s	\$47,001		14%	Less than 5%
Non Stock Part #'s*	6807		MEMO	Greater than 70% of PN's
Core Clean	\$9,540		3%	PART #
Core Dirty	\$20,320		6%	PART #
Replace by hold RBH			0%	PART # NA # PIECES
				NA
Total Inventory	\$327,056		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$100,991	35.13%	75%	this is your current a
1-3 Months	\$100,991	35.13%	included	healthy parts invento
4-6 Months	\$41,416	14.41%	23%	
7-9 Months	\$22,483	7.82%	2%	65% Will likely become
10-12 Months	\$8,009	2.79%	included	85% Will likely become
13-24 Months	\$11,666	4.06%	0%	Technically Obsolete
25+ months	\$1,892	0.66%	0%	
TOTAL	\$287,448	100.00%		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

nd active ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$14,614	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$6,808	
	PLUS THE 13-24 MONTH VALUE	\$11,666	
	PLUS THE 25+ VALUE EQUALS	\$1,892	
	<b>OBSO AS A % OF TOTAL</b>	<b>\$ 34,979.60</b>	<b>12.17%</b>

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## Departmental Action Plan

Dealership

Academy Week

Class & I

### Current Situation

Our current situation is that we can not accuratley determine our phase in and lost sale data. Without this data there is no way of knowing what we should be which point its too late. this shows in our data as our 7-9 month old and older a serious risk to the overall profitability of the department.

### Overall Objective:

Implement a process to begin tracking lost sales. Use this process to determine inventory and in turn decrease the excessive amount of potentially obsolete i

### Proposed Timeline

being that were half way thru the year we cant implement a full year phase out see what data we end up with by the end of 2017.

### Action Plan

we will accomplish by making it clear to the counter people that a lost sale is i

### Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:  
Training / Coaching / ±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:

12/31/17

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

and phase out efficiency as we are not tracking  
the phasing out until it turns into obsolescence, at  
inventory is well above guide and represents

Identify what part #s can be phased out of our  
inventory.

Inventory cycle, but we will begin the tracking now and

is not a negative but actually a positive in that in

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





