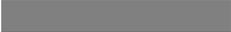






<b>Rate %</b>
<b>60.00%</b>
<b>70.00%</b>
<b>80.00%</b>
<b>70.00%</b>
<b>60.00%</b>
<b>#DIV/0!</b>
<b>68.00%</b>



CDK							COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide				
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..
Clean Core		#DIV/0!	# PIECES	PART #			OUCH !!!!!
Dirty Core		#DIV/0!					
Total Inventory	\$0	#DIV/0!					ouch!!!

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

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat							Pass or Fail ?
OBSCO 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 yo							
GROSS (TOTAL) TURNS (from your FS Temp							
TRUE (STOCK) TURNS (from your FS Temp							
FTFR (FIRST TIME FILL RATE)							

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

REYNOLDS 2213				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Normal or Active Stock	\$171,338	23.88%	over 70%	GREAT
Automatic Phase Out	\$235,020	32.75%	Less than 30%	Seldom used
Dealer Phase Out	\$65	0%	Less than 1%	OK....BUT..
Manual Order	\$35,122	5%	Less than 3%	OUCH !!!!!!!!!!!
Non Stock Part \$'s	\$109,116	15%	Less than 5%	YIKES
Non Stock Part #'s*	10498	73%	Greater than 70% of PN's	
Core Clean	\$39,940	6%	pn pieces	
Core Dirty	\$126,925	18%	pn pieces	
Replace by hold RBH	\$0	0%	pn NA pieces	
			NA	
Total Inventory	\$717,526	100%		

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current	\$256,641	46.57%	75%	this is your current and active healthy parts inventory
1-3 Months	\$144,959	26.30%	included	
4-6 Months	\$64,730	11.75%	23%	
7-9 Months	\$64,764	11.75%	2%	65% Will likely become obso
10-12 Months	\$15,712	2.85%	included	85% Will likely become obso
13-24 Months	\$4,288	0.78%	0%	Technically Obsolete
25+ months	\$0	0.00%	0%	
TOTAL	\$551,094	100.00%		
<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				PASS/ FAIL
OBSO POSITION (LINES 23-26 FROM ABOVE)				PASS
NEG-ON-HAND (MINUS-ON-HAND)				PASS
CLEAN CORE				PASS
DIRTY CORE				PASS
LOST SALES CALCULATOR VS. ACTUAL				FAIL
AVERAGE STOCK ORDER (NEEDED FOR FS				PASS
MONTHS SUPPLY (FS TEMPLATE)				PASS
GROSS (TOTAL) TURNS (from your FS Templ				PASS
TRUE (STOCK) TURNS (from your FS Templ				PASS
FTFR (FIRST TIME FILL RATE) (from your pa				FAIL


<b>OBSO POSITION MATH DONE BELOW</b>		
<b>.65 TIMES THE 7-9 MONTH VALUE</b>	<b>\$42,097</b>	
<b>.85 TIMES THE 10-12 MONTH VALUE</b>	<b>\$13,355</b>	
<b>PLUS THE 13-24 MONTH VALUE</b>	<b>\$4,288</b>	
<b>PLUS THE 25+ VALUE EQUALS</b>	<b>\$0</b>	
<b>OBSO AS A % OF TOTAL</b>	<b>\$ 59,739.80</b>	<b>10.84%</b>

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 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 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		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	

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

L

AUTO SOFT				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
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
Dirty Core			#DIV/0!	PART #
Total Inventory	\$0		#DIV/0!	

AUTO SOFT				
Activity from Source	Value \$	% 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% is gu
13-18 Months			#DIV/0!	Technical Obsolescence 2% is gu
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!!!

s guide

ide

Pass or Fail ?

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

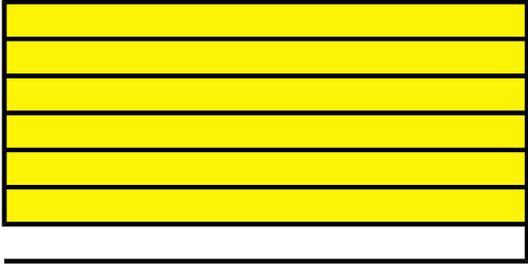


DEALER TRACK ARKONA		MONTH OF:				PROFILES
STATUS		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		#DIV/0!				See 9 D
ACTIVE PARTS: EXCESS STOCK		#DIV/0!				LESS THA
ACTIVE PARTS: UNDERSTOCKED		#DIV/0!				LESS THA
ACTIVE PARTS: TO PHASE OUT		#DIV/0!				LESS THA
TOTAL ACTIVE PARTS		#DIV/0!				70%
SUPERCEDED 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 Supp
CORES WITH ON HAND						CONFIRM DIRT

<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>
<b>GROSS (TOTAL) TURNS (from your FS Template)</b>
<b>TRUE (STOCK) TURNS (from your FS Template)</b>
<b>FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)</b>





Lightyear				COLOR SCORING		
Stocking Status	Inventory	% of Inventory	Guide			
INVESTMENT	Value					
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!!!		
Lightyear						
Activity	Value \$	% 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)						

|

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

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 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

NADA				
Activity	Value	% of inver	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!		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAI
OBSCO 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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OB SO POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VA	\$0
.85 TIMES THE 10-12 MONTH	\$0
PLUS THE 13-24 MONTH VALU	\$0
PLUS THE 25+ VALU EQUALS	\$0
OB SO AS A % OF TOTAL	\$ - #DIV/0!

L

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

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

## Departmental Action Plan

Dealership **NISSAN OF BAKERSFIELD**

Academy Week **356**

Class &

### Current Situation

**WE CURRENTLY ARE NOT ON TOP OF LOGGING OUR LOST SALES.**

### Overall Objective:

**TO GET EACH ONE OF OUR PARTS COUNTER PEOPLE TO LOG AND KEEP T ACROSS. THIS WAY WE CAN BE ON TOP OF OUR LOST SALES AND GET A B PARTS WE ARE MISSING OUT ON.**

### Proposed Timeline

**WE PLAN TO BE ON TOP AND HAVE EVERY LOST SALES LOGGED DAILY BY gives us enough time get get everyone trained and on the same page of what**

### Action Plan

**The first step we will need to take is to go over with each counter person wha**

### Requirements

#### Meeting with Dealer:

- 1. Action Proposed: After each class that following Monday once I am back I sit what we learned the following week in class. He attended Nada a few years ba classes. I brought to his attention on the lost sales and how it seems we are n**

2. Meeting with stakeholder(s) (dealership personnel): After speaking with our E and the parts manager sat down and had a meeting with all of our parts count what is to take place to acheive the overall goal. We will be needing training/ page as to what determines as a lost sale, we will be ontop of the counter peo obligations that pertain to their job description they will be warned the first tin write up. The only reason they will fail to keep track of their lost sales logs is

3. Accountability: Monitoring progress: Each counter person will be in charge of sales.  
Who: counter people, parts manager, myself  
What: counter people to keep track and mark their lost sales, parts mangers t runnign the report, then myself to make sure we go over the report on a week  
By When: Weekly meetings with parts manager along daily checking of report  
How: Checking the report daily along with going over it weekly between the

4. Describe checkpoints that have been established to measure progress: After manager and I have decided to run a lost sales report at the end of each day. undercontrol in a timely manner. Then every week on Mondays we will get tog previous week.

Date(s) for review: We will have our first meeting Monday, October 28th.

5. Estimated cost for implementation: There should be no cost for the implemer

Projected Date of Completion:

December 2019

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

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

Impact Areas: If all goes as planned this should impact our sales, our gross, and our CSI. Each of 1 sale or not.

Student Name JACOB HADDAD

Student Number 21

RACK OF EVERY LOST SALE THAT WE COME  
ETTER UNDERSTANDING OF WHAT AREAS OF

THE END OF DECEMBER. We believe this  
is classified as a lost sale for this store.

t exactly our guideline is for a lost sale. Once w

down with our Executive manager and go over  
ick so he has an understanding about the  
ot keeping as good of track as what we should

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

executive manager and the parts manager, meet  
other people and explained/ describe to them  
coaching, this to have everyone on the same  
page and if they fail to follow the new rules and  
consequences and then following that they will be given a  
warning if they become lazy, and we do not need that in

of making sure they log and track their lost

to make sure they are on top of it, along with  
other bases.  
of lost sale.  
parts manager and myself

speaking with the stake holders, the parts  
This way we come out strong and can get it  
together and go over the lost sale reports for the

realization of this. If all goes as planned it could help

these will be impacted all determining on if it was a lost

