

First Time Fill Rate

DEALERSHIP NAME	Junction Auto	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	4	4	4	
###	3	2	2	1
###	6	6	6	0
###	5	5	5	0
###	4	4	4	0
###	1	0	0	1
###	1	0	0	1
###	1	1	1	0
###	1	1	1	0
###	1	1	1	0
###	20	20	19	1
###	3	3	2	1
###	5	5	2	3
###	3	3	1	2
###	3	3	3	0
Totals	61	58	51	10



Rate %
100.00%
66.67%
100.00%
100.00%
100.00%
0.00%
0.00%
100.00%
95.08%



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!	

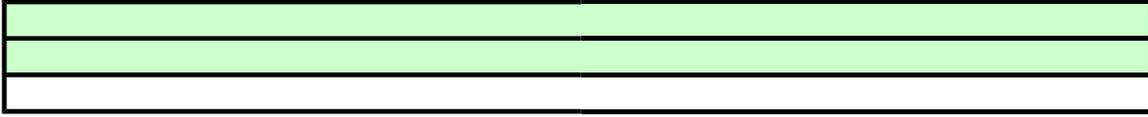
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	
NEG-ON-HAND (MINUS-ON-HAND)	
CLEAN CORE	
DIRTY CORE (RDCI) OR DONE MANUALLY	
LOST SALES CALCULATOR VS. ACTUAL	
AVERAGE STOCK ORDER (Obtain data from	
MONTHS SUPPLY (This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

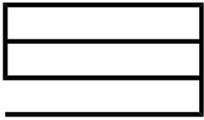
OBSO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

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 inventc
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%	
TOTAL	\$0	#DIV/0!		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
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			
Stocking Status	Inventory	% of Inventory	Guide
INVESTMENT	Value		
Active parts	\$324,730	49.91%	over 70%
Auto Phase Out Parts	\$55,866	8.59%	Less than 30%
Dealer Phase Out Parts		0%	Less than 1%
Manual Order Parts	\$4,022	1%	Less than 3%
Non Stock Part \$'s	\$243,386	37%	Less than 5%
Non Stock Part #'s*	5016		Greater than 70% of PN's
Core Clean	\$21,165	3%	pn pieces
Core Dirty	\$1,430	0%	pn pieces
		0%	
Total Inventory	\$650,599	100%	

AUTO MATE

Activity	AUTO MATE Value	% of inven	NADA Guide	Notes
		0.00%		this is your current a healthy parts invento
Current to 3 Months	\$254,372	58.00%	75%	
4-6 Months	\$84,051	19.16%	23%	
7-9 Months	\$50,619	11.54%	2%	65% Will likely become
10-12 Months	\$20,734	4.73%	included	85% Will likely become
over 12 Months	\$28,811	6.57%	0%	Technically Obsolete
		0.00%		
TOTAL	\$438,587	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
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)				

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

Additional Data Available From Auto Mate		\$ Value
DP2	Total Idle Capital	5.01
DP3	Negative On Hand	81.45
DP4	Parts with no bin	81.45
DP5	Parts with no cost	6
DP6	Monthly Closing Inv Value	628004
DP7	Lost Sales	197
Value of Stocking parts with MNS 6-11 Mo.		41269
Value of Stocking parts with MNS 12 Plus Mo.		6184
Value of Non-Stock Parts w MNS 3-5		32852
Value of Non-Stock Parts w MNS 6-8		36291
Value of Non-Stock Parts w MNS 9-11		23333
Value of Non-Stock Parts w MNS 12 Plus		25285
		165214

nd active ory
obso
obso
PASS/ FAIL
Pass
PASS
Pass
Don't do right
Pass
1.40%
960.00%
9.3
93%

OBISO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$32,902
obso	.85 TIMES THE 10-12 MONTH VALUE	\$17,624
	PLUS THE 13-24 MONTH VALUE	\$28,811
	PLUS THE 25+ VALU EQUALS	\$0
	OBISO AS A % OF TOTAL	\$ 79,337.38 18.09%

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!	

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!!!

s guide

OBSO POSITION

de

.75 TIMES \$ 0

PLUS 0

PLUS 0

EQUALS #DIV/0! 0

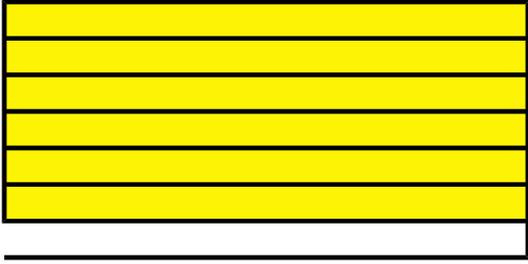
Pass or Fail ?

DEALER TRACK ARKONA STATUS		MONTH OF: sepetember 2019				PROFILES
		%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED		26.60%	3,389	16,558	\$324,729.77	See 9 D
ACTIVE PARTS: EXCESS STOCK						LESS THA
ACTIVE PARTS: UNDERSTOCKED		#DIV/0!				LESS THA
ACTIVE PARTS: TO PHASE OUT		6.20%	105	127	9,200.35	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!		
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

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)

GUIDES	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
N 1 %	DANGER
N 1 %	GREAT
N 30%	Seldom used
	OK....BUT..
NUMBERS	OUCH !!!
N 30% these are Auto Phase Out Parts	
E COUNTS	
NUMBERS	
AVG SALES	
STRUCTORS NOTES	
IS TECHNICAL OBSO	
IS POTENTIAL OBSO	
AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6	
FIVE HEALTHY PARTS INVENTORY	
Y & CLEAN STATUS (see below)	
Pass or Fail ?	
	#DIV/0!



Lightyear 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	
					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		
New parts no sales			#DIV/0!	Minimal Amount		
Total Inventory			#DIV/0!			
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat						
OBESO 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!!!

% is guide

OBSO POSITION

guide

.75 TIMES \$ 0

PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

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!		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAI
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 FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

sed

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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!

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 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 **Junction Auto Sales**

Academy Week **Week 4**

Class &

Current Situation

The current Parts issue is: We have a Driver out on medical leave and no replacement we do have. Late delivery's to wholesale accounts. Also a delay for the shop. This causes lifts tied up and delay in fixing customer cars. = Bad SSI, and ups

Overall Objective:

Objective is to fill the Drives position to get wholesale delivery back on time. I orders. This also makes picking up parts faster for our shop. Keeping SSI and back from leave, we will take the temporary driver and move to a runner for the the shop, keeping them working and less down time at the parts counter.

Proposed Timeline

ASAP. We have adds out on Indeed, our Website, and Facebook.

Action Plan

Plain is to get a person to start ASAP! Get them trained and started in the next

Requirements

1.

Have a meeting with cliff and go over the plain to hire and temporary drive till leave. Then transfer new employee to parts runner for the shop.

2. Once I have a person who I think will work for the job, have the parts manager they pass Insurance check. If so will let Cliff know our decision. We will ha

3. **Accountability:** Mike the Pars Manager
Mike will meet with me daily to go over the progress.
What: Mike will explain and let them know his expiations and what needs to be done for the job.
By When: Plain is to have them trained and on there Owen in two- three weeks making delivery's
How: The new employee will be thought how to pick parts and stock shelves, by mike and curren our current parts driver "Tim". During this he will see how to interact with customers and handle

4. **Daily:** Mike will watch and make sure he is learning and catching on. "making sure no complaints
Weekly: Though out the first we employee is knowable of what parts are being delivered and picked up, along with being friendly..
Bi-weekly: Mike will go over with the new empl
Monthly: After one month go over the new employee's progres
recess \$\$.
Date(s) for review: Start date 11/1/19 12/1/19 30 day review 2/1/20 90 day review posable Raise \$

5. The cost of this will be \$12 an hour x 40 hours a week X 52 weeks = \$24,960. Ri

Projected Date of Completion: Sponsor Signature: Ok per Cli

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

Impact Areas: Keep Wholesale customer happy with delivery's, and picking parts for waiting cars i
Sales: 1) Replacing driver will keep Wholesale buying from us. 2) Will increase affiance of the serv

employee, but being split by service and parts once old driver is back. _____
Net Profit: Will add to the bottom line t

smother and faster turn arounds with parts being delivered to techs. _

Student Name

Student Number

acement. With him gone long hours for the one
o if we need a part to fix a car in the shop.
et customers.

Keeping Wholesale accounts happy. = more
id customer happier. Once the driver comes
e shop. He will take parts to the mechanic's in

t week or so.

the full time one comes back from medical

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

"Mike" meet and interview them. Make sure
ve the new employee start and get trained.

Monitoring progress:

on there own.
t parts counter guys. He will ride along for a week with
parts delivery.

s of wrong delivery's"
eks Mike will talk to his customers and make sure the new
. .
oyee the positive and negivte of how he is doing.
s. In 90 days see if they deem a raise or wait till 120 to
? 3/1/20 go over and evaluate progress. Yearly review

ise of \$1.00 cost will be \$27,040

ff Babacok

n our shop.____
rice with less tech waiting at counter _____

Expenses: Will add cost of having an

because tech's will be more afferent. _____
CSI: Will keep shop running