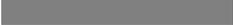


First Time Fill Rate

DEALERSHIP NAME	Wilkins Auto	rst time fill ra	N326 14	
DATE	RO'S	1st Time	Same Day	Day
8/15/2017	9	6	1	2
8/16/2017	4	4		
8/17/2017	3		2	1
8/18/2017	7	3	3	1
8/22/2017	4	2	2	
8/23/2017	5	2	1	2
8/24/2017	7	5	1	1
8/25/2017	3	3		
8/28/2017	5	3	2	
8/29/2017	3	3		
Totals	50	31	12	7



Rate %
66.67%
100.00%
0.00%
42.86%
50.00%
40.00%
71.43%
100.00%
60.00%
100.00%
62.00%



DEALER TRACK STATUS			MONTH OF: July 2017		N326 14	
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			6.61%		276	\$13,172.02
ACTIVE PARTS: EXCESS STOC			47.01%		8,180	93,685.88
ACTIVE PARTS: UNDERSTOCK			1.55%		77	3,098.67
ACTIVE PARTS: TO PHASE OUT			0.00%		0	0.00
TOTAL ACTIVE PARTS			55.17%		8,533	\$109,956.57
SUPERCEDED W/ON HAND			3.80%		382	7,579.98
INACTIVE W/ON HAND			37.77%		3,496	75,270.31
TOTAL INV. TO SELL			96.74%		12,411	\$192,806.86
CORES ON HAND			\$0.03		24	6,495.00
NEG-ON-HAND			\$0.00		0	0
TOTAL OF INVENTORY					12,435	\$199,301.86
PARTS ON OPEN R. O.'S					396	8,863.60
VALUE OF TOTAL INVENTORY					12,831	\$208,165.46
NOT ON FACTORY MASTER					2,084	9,835.90
PARTS WITH OUT COST					2	0

INVENTORY AGING BY LAST SOLD						
			VALUE	%	ACUM %	
NEVER SOLD			15,106	7.86%	7.86%	
ONE YEAR AGO PLUS			40,916	21.29%	29.15%	
ELEVEN MONTHS AGO			4,731	2.46%	31.61%	
TEN MONTHS AGO			4,890	2.54%	34.15%	
NINE MONTHS AGO			4,482	2.33%	36.48%	
EIGHT MONTHS AGO			4,153	2.16%	38.65%	THESE PARTS W

SEVEN MONTHS AGO		5,393	2.81%	41.45%	
SIX MONTHS AGO		5,984	3.11%	44.56%	THIS IS YOU!
FIVE MONTHS AGO		7,957	4.14%	48.70%	
FOUR MONTHS AGO		9,091	4.73%	53.43%	
THREE MONTHS AGO		10,384	5.40%	58.84%	
TWO MONTHS AGO		18,069	9.40%	68.24%	
ONE MONTH AGO		20,694	10.77%	79.00%	
CURRENT MONTH		40,355	21.00%	100.00%	
TOTAL INVENTORY		192,205	100.00%		
CORES WITH ON HAND		6,495			COM

Wilkins Buick GMC PROFILES BEST OF CLASS		COLOR
		SCORING
		GOOD
70%	OUCH !!!	WARNING
LESS THAN 1 %	OUCH !!!	DANGER
LESS THAN 1 %	OK....BUT...	GREAT
LESS THAN 30%	GREAT	Seldom used
		OK....BUT..
LOW DBL NUMBERS	GREAT	OUCH !!!
LESS THAN 30-35%	OK...BUT...	
LOW PIECE COUNTS	GOOD	
LOW DBL NUMBERS	GREAT	
ONE DAYS AVG SALES		
MINIMAL	WARNING	
MINIMAL	GREAT	
INSTRUCTORS NOTES		
THIS IS TECHNICAL OBSO		
THIS IS POTENTIAL OBSO		
WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		

