

First Time Fill Rate

Aloha Kia Leeward	First time fill rate			
DATE	RO'S	1st Time	Same Day	Day
9/4/2017	6	5	1	
9/5/2017	8	8		
9/6/2017	5	5		
9/7/2017	8	7		
9/8/2017	6	6		
9/9/2017	3	3	Saturday	
9/11/2017	5	3	2	
9/12/2017	6	6		
9/13/2017	5	4	1	
Totals	52	47	4	0



Rate %
83.33%
100.00%
100.00%
87.50%
100.00%
100.00%
60.00%
100.00%
80.00%
#DIV/0!
90.38%



REYNOLDS 2213				
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*			MEMO	Greater than 70% of PN's
Core Clean			#DIV/0!	PART # # PIECES
Core Dirty			#DIV/0!	PART # # PIECES
Replace by hold RBH			#DIV/0!	PART # NA # PIECES
				NA
Total Inventory	\$0		#DIV/0!	

REYNOLDS

Activity	Value	% of inven	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%	
TOTAL	\$0	#DIV/0!		

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

nd active			
ry			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
	PLUS THE 13-24 MONTH VALUE	\$0	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ -	#DIV/0!

CDK		Inventory	% of Inventory	Guide
Stocking Status	INVESTMENT	Value		
Normal or Active Stock		\$99,116	62.63%	over 70%
Automatic Phase Out		\$16,086	10.16%	Less than 35%
Dealer Phase Out		\$3,432	2.17%	Less than 1%
Manual Order			0.00%	Less than 3%
Non Stock Part \$'s		\$39,619	25.04%	Less than 5%
Non Stock Part #'s*		2,786	MEMO	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core		\$7,750	4.90%	p/n pieces 14
Dirty Core			0.00%	
Total Inventory		\$158,254	104.90%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	70,276	44	50%	ACTIVE INVENTORY at 75%
4-6 Months	20,351	13	14%	ACTIVE INVENTORY at 23%
7-12 Months	25,337	16	18%	75% will likely become Obso 2%
Over 12 Months	24,255		17%	Technical Obsolescence 2% is g
New parts no sales	147		0%	Minimal Amount
Total Inventory	\$140,366		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		19002.75
uide	PLUS			24,255
	PLUS			147
	EQUALS		31%	43404.75

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!			LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!			
SUPERCEDED W/ON HAND			#DIV/0!			LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!			LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!			
CORES ON HAND						LOW PIECE COUNTS
NEG-ON-HAND						LOW DBL NUMBERS
TOTAL OF INVENTORY						
PARTS ON OPEN R. O.'S						ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY						
NOT ON FACTORY MASTER						MINIMAL
PARTS WITH OUT COST						MINIMAL
INVENTORY AGING BY LAST SOLD						
			VALUE	%	ACUM %	INSTRUCTORS NOTE
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI
TEN MONTHS AGO				#DIV/0!	#DIV/0!	
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!	

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!	
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALT INVENTORY
FIVE MONTHS AGO			#DIV/0!	#DIV/0!	
FOUR MONTHS AGO			#DIV/0!	#DIV/0!	
THREE MONTHS AGO			#DIV/0!	#DIV/0!	
TWO MONTHS AGO			#DIV/0!	#DIV/0!	
ONE MONTH AGO			#DIV/0!	#DIV/0!	
CURRENT MONTH			#DIV/0!	#DIV/0!	
TOTAL INVENTORY			#DIV/0!		
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
BSO	
BSO	
S IF YOUR PHASE	



UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
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?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment	NADA			
Activity	Value	% of inven	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a
3 to 6 Months		#DIV/0!	included	healthy parts invento
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

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



nd active
ory

e obso \$0.00

obso \$0.00

OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

DERRICK VAN DEN HURK

Lack of retail parts and accessory sales that I believe are resulting in a big part of not only our C/P service RO's as well as lack of retail parts being purchased from our parts department. This can help off set some of the departmental expenses that are ocured through the parts department.

To boost the retail parts and accessory sales and increase customer awarness of all retail parts specials and service specials avialable to KIA owners. By doing this I hope to help increase the exposure to all our KIA owners that we our a viable option for there parts and service needs and not just a warranty repair shop.

Due to the new construction of the facility I hope to be able to start implementing my action plan over the next few months working with both parts and service personnel to create new avenues and programs to help increase parts and accessory sales as well as boost service customer pay.

Step 1, Meet with dealer principal and propose parts and service programs to increase sales. Implement service seminars and install parts and accessory displays. Work with local media to setup a marketing campaign to help drive in retail customers. Such as Military free safety check specials and Kama'aina discounts to local residence. Also schedule sit down with service manager to set up service clinics for (DIY) customers. Sit down with parts manager to organize a plan to help bring in the tuner market and increase accessory sales.

Meeting with Dealer:

Action Proposed: Try to implement practices that will be possible during dealership rebuild and use of space available during this time. But in the long term work on ways to increase the retail sales through public knowledge and marketing.

Meeting with stakeholder(s) (dealership personnel): Meet with parts and service personnel and explained the direction of which we would like to see Aloha Kia increase retail parts and service and accessory sales in the future. And that increased sales equals increased increased profits and overall higher revenue with increased pay to those that participate.

**Describe what is in place to support desired goal
Training / Coaching / +Consequences related to results / Pain & Gain**

Accountability: Monitoring progress:
Who:Myself
What:Increased retail parts and service sales
By When:First of year
How:Work on all items mentioned in action plan

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

Date(s) for review: weekly and monthly once I have been put im place as GM.

Estimated cost for implementation: \$1000.00 display \$2000.00 media

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /