

First Time Fill Rate

DEALERSHIP NAME	Baierl Honda	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
9/18/2017	9	7	1	1
9/19/2017	8	8		
9/20/2017	11	8	1	2
9/21/2017	9	7	1	1
9/22/2017	7	7		
9/25/2017	6	5	1	
Totals	50	42	4	4



Rate %
77.78%
100.00%
72.73%
77.78%
100.00%
83.33%
#DIV/0!
84.00%



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 healthy parts invento
1-3 Months			#DIV/0!	included	
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							
Stocking Status		Inventory		% of Inventory		Guide	
INVESTMENT		Value					
Normal or Active Stock		\$168,918		61.62%	over 70%		
Automatic Phase Out		\$49,974		18.23%	Less than 35%		
Dealer Phase Out		\$1,205		0.44%	Less than 1%		
Manual Order		\$0		0.00%	Less than 3%		
Non Stock Part \$'s		\$47,606		17.37%	Less than 5%		
Non Stock Part #'s*		9,130	MEMO		Greater than 70% of PN's		
No Phase Out		Not on ADP			NA		
Repape by Hold		Not on ADP			NA		
Clean Core		\$3,338		1.22%	p/n	pieces	
Dirty Core		\$3,080		1.12%			
Total Inventory		\$274,121		100.00%			

ADP							
Activity		Value \$	% of Invent	%	Notes & Guides		
0-3 Months		187,075		70%	ACTIVE INVENTORY at 75%		
4-6 Months		37,130		14%	ACTIVE INVENTORY at 23%		
7-12 Months		22,021		8%	75% will likely become Obso 2%		
Over 12 Months		3,487		1%	Technical Obsolescence 2% is g		
New parts no sales		17,989		7%	Minimal Amount		
Total Inventory		\$267,702		100%			

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide	.75 TIMES \$		16515.75
----------	--------------	--	----------

uide	PLUS		3,487
------	------	--	-------

	PLUS		17,989
--	------	--	--------

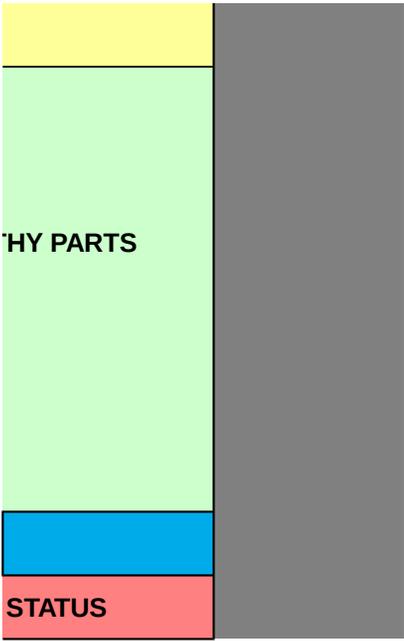
	EQUALS	14%	37991.75
--	--------	-----	----------

DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOCK			#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!
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				

THIS IS YOUR ACTIVE HEALT INVENTORY

CONFIRM DIRTY & CLEAN

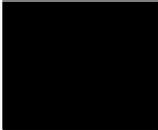


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 healthy parts invento
3 to 6 Months		#DIV/0!	included	
6-9 Months		#DIV/0!	23%	65% Will likely become
9-12 Months		#DIV/0!	2%	85% Will likely become
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

Dealership **Baierl Honda**

Academy Week **N327**

Class &

Current Situation

Internal parts markup is only at cost +25%. Hasn't been changed in almost 30

Overall Objective:

Increase internal parts markup to cost +55% and increase parts department ar

Proposed Timeline

1 week.

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer: Friday September 29

1. Action Proposed: Increase mark up on internal parts sales to cost +55%

Meeting with stakeholder(s) (dealership personnel): Monday October 2

2. Describe what is in place to support desired goal: **Contact CDK & Lithia to have Training / Coaching / ±Consequences related to results / Pain & Gain** Explain process / Coach salesforce on the change in accessory pricing / Less front gross on selling each for more

Accountability: Monitoring progress:

Who: GM

What: Follow up with Parts Manager to ensure the mark up is changed

3. By When: Friday October 6

How:

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly / Review monthly MIS and CDK report

4. Date(s) for review: November 1

5. Estimated cost for implementation: No cost

Projected Date of Completion:

October 6

Sponsor Signature:

Shawn Ku

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Chuck Massart

Student Number

05

years.

and dealership profitability.

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

re internal parts mark up increased
to the dept managers the reasons and the
accessories and used cars. Can be offset by

ts

kic (signed verification form)