

First Time Fill Rate

| DEALERSHIP NAME | NADA Motors | rst time fill rate | | |
|-----------------|-------------|--------------------|----------|----------|
| DATE | RO'S | 1st Time | Same Day | Day |
| 8/16/2017 | 8 | 7 | 1 | |
| 8/22/2017 | 3 | 3 | | |
| 9/12/2017 | 10 | 9 | 1 | |
| 9/19/2017 | 7 | 5 | 2 | |
| 9/26/2017 | 11 | 11 | | |
| 9/29/2017 | 11 | 10 | 1 | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Totals | 50 | 45 | 5 | 0 |



| Rate % |
|---------|
| 87.50% |
| 100.00% |
| 90.00% |
| 71.43% |
| 100.00% |
| 90.91% |
| #DIV/0! |
| 90.00% |



| 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 | | \$166,889 | | 56.24% | over 70% | | |
| Automatic Phase Out | | \$56,087 | | 18.90% | Less than 35% | | |
| Dealer Phase Out | | \$10,414 | | 3.51% | Less than 1% | | |
| Manual Order | | \$634 | | 0.21% | Less than 3% | | |
| Non Stock Part \$'s | | \$34,078 | | 11.48% | Less than 5% | | |
| Non Stock Part #'s* | | 4,843 | MEMO | | Greater than 70% of PN's | | |
| No Phase Out | | Not on ADP | | | NA | | |
| Repace by Hold | | Not on ADP | | | NA | | |
| Clean Core | | \$5,620 | | 1.89% | p/n | pieces | |
| Dirty Core | | \$23,000 | | 7.75% | | | |
| Total Inventory | | \$296,721 | | 100.00% | | | |

| ADP | | | | | | | |
|--------------------|--|-----------|-------------|------|--------------------------------|--|--|
| Activity | | Value \$ | % of Invent | % | Notes & Guides | | |
| 0-3 Months | | 157,785 | | 59% | ACTIVE INVENTORY at 75% | | |
| 4-6 Months | | 34,174 | | 13% | ACTIVE INVENTORY at 23% | | |
| 7-12 Months | | 38,984 | | 15% | 75% will likely become Obso 2% | | |
| Over 12 Months | | 23,509 | | 9% | Technical Obsolescence 2% is g | | |
| New parts no sales | | 13,649 | | 5% | Minimal Amount | | |
| Total Inventory | | \$268,101 | | 100% | | | |

**COLOR
SCORING**

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

ouch!!!

ouch!!!

OBSO POSITION

| | | | |
|----------|--------------|--|----------|
| is guide | .75 TIMES \$ | | 29238.13 |
|----------|--------------|--|----------|

| | | | |
|------|------|--|--------|
| uide | PLUS | | 23,509 |
|------|------|--|--------|

| | | | |
|--|------|--|--------|
| | PLUS | | 13,649 |
|--|------|--|--------|

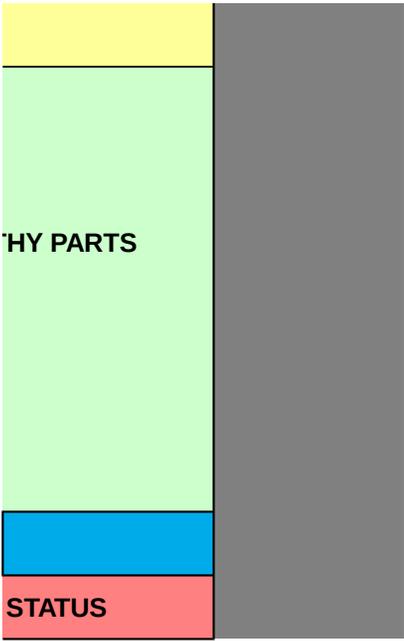
| | | | |
|--|--------|-----|----------|
| | EQUALS | 25% | 66395.94 |
|--|--------|-----|----------|

| 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" STATU: 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

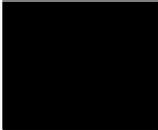


| UCS SCORECARD | | | | |
|-------------------------------------|-----------------|--|----------------|--------------------------|
| Stocking Status Observations | Inventory Value | | % of Inventory | Guide |
| Active Stock (0-6 month activity) | | | | over 70% |
| Zero Guide (Auto Phase out) | | | | Less than 35% |
| 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 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

Academy Week

Class & .

Current Situation

One of our biggest issues is time. Our goal as a dealership is to have the entire department to save the parts department time to focus on selling and inventory.

Overall Objective:

Currently the parts staff is opening new purchase orders and applying the changes to the department. The service staff has the ability to create purchase orders and apply them but has not been properly trained in doing so.

Proposed Timeline

We should be able to train the service staff in a month's time to handle these duties.

Action Plan

We need to sit with and train each employee in the service department to ensure they are properly trained.

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

- Who:
What:
3. By When:
How:

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

4. Date(s) for review:

5. Estimated cost for implementation:

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

SHAHRAM NAZARI

Student Number

N327-14

e sublet process be handled by the service
y management.

urges on each repair order for the service
ply them to their repair orders but they have

utys

ire every process is explained and followed.

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

