

First Time Fill Rate

DEALERSHIP NAME	crown cdjr	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8/18/2017	5	3	2	0
8/21/2017	5	2	2	1
8/22/2017	5	0	3	2
8/23/2017	5	3	1	1
8/24/2017	5	2	3	0
8/28/2017	5	4	1	0
8/29/2017	5	2	2	1
9/5/2017	5	2	3	0
9/6/2017	5	3	1	1
9/7/2017	5	3	1	1
Totals	50	24	19	7



Rate %
60.00%
40.00%
0.00%
60.00%
40.00%
80.00%
40.00%
40.00%
60.00%
60.00%
#DIV/0!
48.00%



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 #
Core Dirty			#DIV/0!	PART #
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 ory			
	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		\$265,097	87.63%	over 70%
Automatic Phase Out		\$27,806	8.84%	Less than 35%
Dealer Phase Out		\$4,497	1.43%	Less than 1%
Manual Order		\$0	0.00%	Less than 3%
Non Stock Part \$'s		\$5,095	1.62%	Less than 5%
Non Stock Part #'s*		4,990	53.54%	Greater than 70% of PN's
No Phase Out	Not on ADP	\$0		NA
Replace by Hold	Not on ADP	\$0		NA
Clean Core		\$12,089	3.84%	p/n pieces
Dirty Core		\$0	0.00%	
Total Inventory		\$314,584	103.36%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	178,279		59%	ACTIVE INVENTORY at 75%
4-6 Months	36,454		12%	ACTIVE INVENTORY at 23%
7-12 Months	47,791		16%	75% will likely become Obso 2%
Over 12 Months	8,198		3%	Technical Obsolescence 2% is g
New parts no sales	31,775		11%	Minimal Amount
Total Inventory	\$302,497		100%	

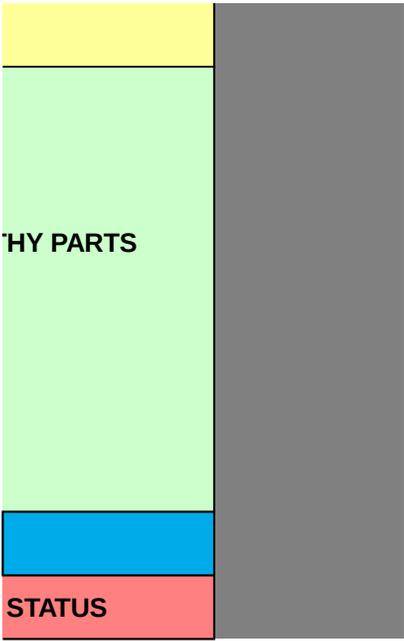
COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		35843.25
uide	PLUS			8,198
	PLUS			31,775
	EQUALS		25%	75816.25

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!
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

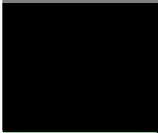


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 !!!!!!!



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ory

e obso	\$0.00
obso	\$0.00
OBSO	\$0

	\$0.00	#DIV/0!
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Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

there is no consistency in what the definition of a lost sale is. We can not accurately determine what we could actually be making.

Overall Objective:

get a standard definition of what a lost sale is, how to track it and figure out how to make more gross profit and make sure we have the right parts in stock

Proposed Timeline

have a definition in place by sept 30th. We will train and take the quiz again and see what it is

Action Plan

Describe necessary actions to reach desired result: must have training and materials

Requirements

Meeting with Dealer:

1. Action Proposed: uniform definition of what a lost sale is, and how to track it

Meeting with stakeholder(s) (dealership personnel):

2. meet with parts manager, all counter people and myself. We need to have a gr what we are going to clasify that as. It will help us with consistecy and keeping help us track the accurate number and help make some more gross.

Accountability: Monitoring progress:

Who: parts manager/ gm

What: decrease lost sales and increase gross

3. By When: start with the end of the month

How: track sales by the dms scorecard and make sure we are accurate in mea

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: end of sept/ october/nov

5. Estimated cost for implementation: zero

Projected Date of Completion:

10/31/17

Sponsor Signature:

mike hilton

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

ratley track what we are losing and what we

at the actual cost is. This will help us make

d make sure we have a universal agreement on

eting with parts manager, counter staff and my

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

group discussion followed by a written policy of
of the same definition of what it is. This will also

ensuring them

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