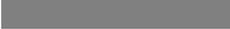


First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
9/25/2017	8	4	4	
9/28/2017	3	3		
10/2/2017	3	3		
10/4/2017	2	2		
10/5/2017	4	4		
10/6/2017	4	4		
10/9/2017	4		4	
###	8	8		
###	3	3		
###	2	1	1	
###	6		6	
###	3	3		
Totals	50	35	15	0



Rate %
50.00%
100.00%
0.00%
100.00%
100.00%
50.00%
0.00%
100.00%
#DIV/0!
#DIV/0!
#DIV/0!
70.00%



REYNOLDS 2213						
Stocking Status	Inventory Value	% of Inventory	Guide			
INVESTMENT						
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 inver	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invent
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

;

and active			
ory			
	OBSO POSITION MATH DONE BELOW		
e obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
e obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
e	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			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
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
No Phase Out	Not on ADP			NA
Repace by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

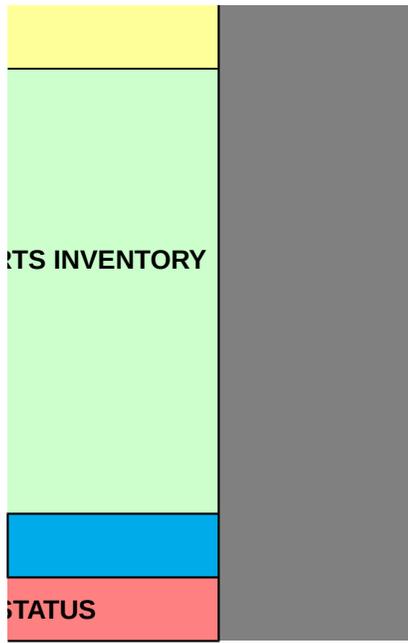
COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

DEALER TRACK STATUS			MONTH OF:		PROFILES BEST OF CLASS		
			%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED			11.20%	277	392	\$14,277.00	70%
ACTIVE PARTS: EXCESS STO			38.40%	383	4,702	49,115.00	LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			0.70%	66	335	878.00	LESS THAN 1 %
ACTIVE PARTS: TO PHASE OU			0.00%	0	0	0.00	LESS THAN 30%
TOTAL ACTIVE PARTS			50.20%	726	5,429	\$64,270.00	
SUPERCEDED W/ON HAND			3.00%	49	131	3,829.00	LOW DBL NUMBERS
INACTIVE W/ON HAND			46.80%	1,144	3,249	59,829.00	LESS THAN 30-35%
TOTAL INV. TO SELL			100.00%	1,919	8,809	###	
CORES ON HAND				35	48	1,560.00	LOW PIECE COUNTS
NEG-ON-HAND				0	0	0	LOW DBL NUMBERS
TOTAL OF INVENTORY				1,954	8,857	###	
PARTS ON OPEN R. O.'S				164	323	10,815.00	ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY				2,118	9,180	\$2,118.00	
NOT ON FACTORY MASTER				3,363	1,060	1,920.00	MINIMAL
PARTS WITH OUT COST				69	488	0	MINIMAL

INVENTORY AGING BY LAST SOLD					INSTRUCTORS NOTE!	
			VALUE	%		ACUM %
NEVER SOLD			16,615	49.75%	49.75%	THIS IS TECHNICAL OB!
ONE YEAR AGO PLUS			20,314	60.83%	110.58%	
ELEVEN MONTHS AGO			398	1.19%	111.77%	THIS IS POTENTIAL OB!
TEN MONTHS AGO			1,489	4.46%	116.23%	
NINE MONTHS AGO			1,895	5.67%	121.91%	THESE PARTS WILL BE IN A "AP" STATUS IF Y SET AT 0 IN 6
EIGHT MONTHS AGO			1,370	4.10%	126.01%	

SEVEN MONTHS AGO		7,074	21.18%	147.19%	
SIX MONTHS AGO		2,812	8.42%	155.61%	THIS IS YOUR ACTIVE HEALTHY PAR
FIVE MONTHS AGO		4,065	12.17%	167.79%	
FOUR MONTHS AGO		6,420	19.22%	187.01%	
THREE MONTHS AGO		6,897	20.65%	207.66%	
TWO MONTHS AGO		9,532	28.54%	236.21%	
ONE MONTH AGO		14,251	42.67%	278.88%	
CURRENT MONTH		33,395	100.00%	378.88%	
TOTAL INVENTORY		126,527	378.88%		
CORES WITH ON HAND		1,385			CONFIRM DIRTY & CLEAN S

CLASS	COLOR
	SCORING
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
	SO
	SO
	OUR PHASE OUT IS

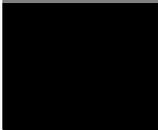


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total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



and active
ory

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

	\$0.00	#DIV/0!
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Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

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

Student Number

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

