

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
10/4/2017	10	5	1	4
10/9/2017	7	4	3	0
###	4	4	0	0
###	14	10	2	2
###	8	5	2	1
###	2	2	0	0
###	7	4	2	1
Totals	52	34	10	8



Rate %
50.00%
57.14%
100.00%
71.43%
62.50%
100.00%
57.14%
#DIV/0!
65.38%



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 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 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	COLOR SCORING	
INVESTMENT	Value					
Normal or Active Stock	\$187,233		46.70%	over 70%	GOOD	
Automatic Phase Out	\$97,866		24.41%	Less than 35%	WARNING	
Dealer Phase Out			0.00%	Less than 1%	DANGER	
Manual Order	\$23,940		5.97%	Less than 3%	GREAT	
Non Stock Part \$'s	\$80,353		20.04%	Less than 5%	Seldom used	
Non Stock Part #'s*	11,511	MEMO	60.60%	Greater than 70% of PN's	OK....BUT..	
No Phase Out	Not on ADP			NA	OUCH !!!	
Repace by Hold	Not on ADP			NA		
Clean Core	\$11,514		2.87%	p/n	pieces	OUCH !!!!!
Dirty Core			0.00%			
Total Inventory	\$400,906		100.00%			ouch!!!

ADP

Activity	Value \$	% of Invent	%	Notes & Guides	
0-3 Months	175,403		49%	ACTIVE INVENTORY at 75%	
4-6 Months	58,070		16%	ACTIVE INVENTORY at 23%	OBSO P
7-12 Months	87,959		24%	75% will likely become Obso 2% is guide	.75 TIMES \$
Over 12 Months (NOT ROM P	31,952		9%	Technical Obsolescence 2% is guide	PLUS
New parts no sales	7,007		2%	Minimal Amount	PLUS
Total Inventory	\$360,391		100%		EQUALS

OBSO POSITION			
.75 TIMES \$			65969.25
PLUS			31,952
PLUS			7,007
EQUALS		29%	104928.3

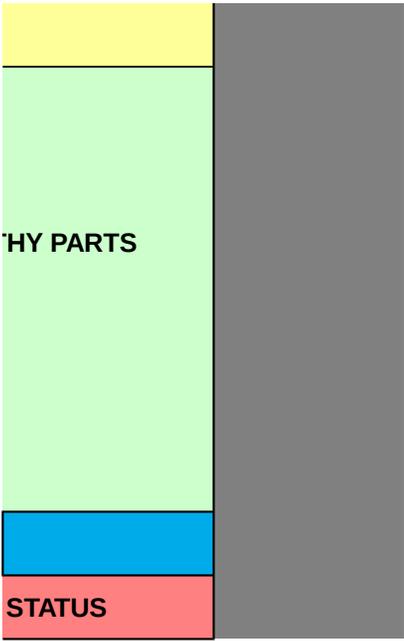
POSITION	
	65969.25
	31,952
	7,007
29%	104928.3

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

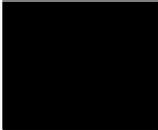


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total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

Academy Week

Class & .

Current Situation

A current situation is my parts department does not track lost sales consistently only see 8 parts tracked as lost sales. I feel we are losing opportunities in stock

Overall Objective:

To correct this situation I would like to train my parts team on how to track a lost sales quiz. Now we need to decipherer how much training we need to do we track lost parts.

Proposed Timeline

I plan to start training my parts team this month (October) by going over their we will get their full attention to explain why this is important. I do believe this the time we close out November we will have an accurate report for tracking lost

Action Plan

Describe necessary actions to reach desired result: Training, of course, is a n

Requirements

Meeting with Dealer:

1. Action Proposed: I am in a unique position because my Dealer/GM is my father's laissez-faire management style. I will inform him of my action plan and I know

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain
Training: As I mentioned above, my parts team will need to be trained. I will be there for assistance but I feel he should be the leader of the training.

Accountability: Monitoring progress:

Who: Bill Ebersole

What: Tracking Lost Sales

3. By When: 11/31

How: Training our parts team how and why we track lost sales. Implementing tracking performance of the department.

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: 10/16- begin training on tracking lost sales. Track the lost sales report to the DMS Score Card.

5. Estimated cost for implementation: I do not expect this action plan to cost very much.

Projected Date of Completion:

11/31/2017

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

feel all the areas above will be impacted. If we are stocking the right parts we will in turn sell more parts and increase because our emergency purchase will decrease. Our CSI should be impacted positively by the shorter period of time waiting for the parts to arrive. finally, our net profit would increase due to the increase in sales.

Student Name

Student Number

tly. When looking at my August DMS report, I
:king the correct parts.

ost part. We have already administered the
for my parts team to understand why and how

lost parts quiz results personally. By doing this
is going to take about a week to do. I think by
ost sales.

ecessary action to begin with. After training I

r. To my benefit or mis-benefit, he has a very
he will support me.

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

delegate this task to my parts manager. I will be

the use of the DMS Score Card to track the

sales report weekly. Monthly- Compare the DMS

ry much monetarily but I do expect a whole swe

parts, thus increasing our sales. Our grosses will
because we will not to hold a customers car for a long
se in sales and decrease in expenses.

