

Fixed Operations One Homework Assignment

The following are Excel exercises found in the Post Class Excel Template:

1. Perform the First Time Fill Rate exercise on 50 repair orders. Do not include “One item oil changes”, Special Ordered Parts repair orders, or factory recalls. Consider standing where the techs collect the parts from the counter. If they ask for 5 parts and they get all 5 then on that repair order the parts inventory would get a 100%. If they did not get all 5 to finish the repairs then the Parts inventory would get a “0” % **(25 points)**.
2. Complete the DMS Scorecard for one month. Be sure to color code the inventory conditions. **(25 points)**
3. Complete the Post Class Action Plan. The Academy would recommend that you attempt a small problem rather than one that takes many months to complete. It needs to be very detailed and clear as to the necessary steps to correct the deficiency. **(100 points)**

The following are found in the Post Class Word Document:

1. Have your Parts Manager answer the 78 questions provided in the Post Class word Document. This is a learning/understanding exercise. It is recommended that you answer the questions with the manager. Confer and provide suggestive actions. Change the color of the font to distinguish the answers. **(50 points)**
2. The sponsor action plan verification form is on the word document. Copy and paste that form to be signed by your sponsor. Scan it to a PDF and place it with the Excel and Word documents prior to placing them into its drop box on your class site.
3. All of these files will be submitted to your class Dropbox.
4. There is a Post Parts Class Threaded Discussion that will be activated **September 29th** it will be open for four weeks only and will close on **Sunday October 29th**. You will be required to post the one topic that you came away with from the parts class that you have already activated or plan to act upon with the parts department. Once your peers start posting theirs you will be required to respond to at least three with points of clarification and reinforcement. This has a point value of **300** points.
5. Finally: Best Parts idea needs to be posted to your class site Parts Best Idea Threaded Discussion. This should be an idea that helps control expenses or increases sales or gross profit. Please have all of them read just prior to your parts debrief the Monday of your Service Week. The class will ballot on the best idea at the 9:00AM break.

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Parts Manager Questions

Have your parts manager answer the **78** questions found in this zip file. Confer and provide suggestive actions. **(50 points) Provide your answers in a different color font.**

1. How often is your dealerships source pricing levels reviewed for competitive maintenance and heavy repair? **We do this once a year by looking at the labor increase. We say hey we are losing money on some of these things.**
2. Compare the pricing policies in the parts department and see how competitive your Dealership is within your area. **Monthly, when someone says they want us to match a price. We look at factory and aftermarket. Our goal is to sell a part. We also look at our specials, we make it a special by comparing pricing with others around town.**
3. Verify with the use of market surveys on selected parts prices in your area as to whether you are competitive with others. You don't have to be the lowest to sell more, but too little or too much profit can keep you from being competitive. **Every 6 months this done... Tires are what we get shopped the most.**
4. Does the computer system you have follow one or more of the pricing guides for various types of customers? Review the pricing structure with the manager and determine areas of profit potential. Policies in wholesale, retail counter, service department, employees, etc., need to be established. **Wholesale parts we price 25% - 30% off list...Big customers get the bigger discount. The CPU does follow pricing guidelines. For Toyota employees and TEMA customers.**
5. Do you have in place policies and DMS controls (via Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions? What about Service Advisors? **Yes we have a report that shows price changes.**
6. Is there a process followed to prevent the costing of parts at other than the established factory (OE) cost within the dealership when parts are placed into the inventory? (done through the use of +/- inventory adjustment account(s)) **Yes we have a process and a report that shows the adjustment.**
7. Regardless of parts cost (due to various sourcing opportunities (Jobber/Wholesale Distributor), are they all costed at the same factory price to maintain accurate inventory value? **Yes we adjust the price so they are all the same ...It goes to the inventory adjustment account.**
8. How are discount purchases tracked in the system to show additional profit based on the cost of the part from a particular source other than factory price? **Na**

9. Do you have an internet presence for your parts department? **Yes we have online parts catalog**
10. What type of merchandising programs do you have in effect? **We have dealer co-op on certain items...Hats, shirts, & direct marketing, these products are giving to customers. We spent \$3000 on merchandise got \$2300 back from co-op what is the relative cost versus sales generated as a result of the programs? Too early to tell.**
11. Is an outside salesperson active in your parts department? Are the sales at a level that “pays” for the employee or could the accounts be maintained on a part-time basis by the manager? **No we don’t..**
12. Do you have factory merchandising dollars available, **Yes there is coop** and if so, how much of those dollars have been spent year-to-date by the dealership? **\$2300** what must be done to qualify for more expense sharing in merchandising by the factory and the dealership?
13. With the growing use of mobile smartphones by customers do you have a mobile ready website? **yes**
14. Do you periodically check your online internet Parts coupons? How often are they checked? How often are they updated? **Yes monthly.**
15. Pay plan reviews should be made at least on a monthly basis. When has a comparison been made between departmental gross profit and the personnel expenses for the department? **No we don’t do a monthly pay review.** is the current sales level providing a sufficient profit for the pay levels established for the parts employees?
16. Does the parts department actually seek additional revenue or “live off” the sales of the service department only? **Yes we are 20% outside business** If not why not?
17. Is a program set up to sell accessories to the customer in the sales department as well as the parts area of the dealership? **Yes we do. We have all weather floor mats for sales in the show room.** if not, are you leaving potential sales and gross profit on the table?
18. Do you review wholesale customers weekly to see if parts sales dollars per customer and returns justify the expense of conducting business with them? **Yes absolutely, we look at customer returns every time they return something.** For example, delivery 30 miles out of town to a customer ordering \$300 a month of parts at Cost+20% may not justify the delivery service.
19. Do you study your wholesale market opportunity with the dealership’s area of influence? Who’s the major player and can you unseat them? **Performance Toyota**

- and Joseph Toyota Can you make a difference against your competition? Can you deliver 2-3 times a day? Within what mileage radius? 20 mile
20. Who verifies the “wholesale” customer applications to make certain they are really true wholesale customers? Are your state Tax-ID/Wholesale Certificates current (within the last two years?) Controller,
 21. Discuss monthly expense control with the parts manager and identify specific areas under the manager’s control. If expenses are allocated and not charged on a controlled basis, consider basing pay programs on sales or gross rather than net profit as part of the plan. Gas, shipping,
 22. Who determines credit approval for parts customers and what screening system is applied? We have credit accounts. Who follows the receivables list in a timely manner to make certain payment is made by the customer without exceeding the account limits? We have about 30 -35 customers with credit accounts ,,,, Hertz is our slow pay customer.
 23. Is the financial statement for the parts department given to the manager and discussed on a weekly/monthly basis? Yes monthly.
 24. What are the special parts ordering policies for SORs? We don’t have special orders prepaid ...Only time we do that is if it is a part that requires painting, or it can’t be returned...Where is it written and posted? When was it reviewed and what level of management approved it? It is on our parts invoices in writing.
 25. Do you require 100% pre-payment on these parts? No but there are exclusions. Do you differentiate between Counter Retail/Wholesale and Service RO?
 26. What time is set to retain these parts and then initiate a return? Is a return charge made on customer pay parts that are returned because the customer did not return for them within a time limit? 30 days
 27. Who are the parties that are involved in the SOP process start to finish? Parts manager, Inventory control manager
 28. Are special order forms completed in a legible manner so that the customer information can be read? Yes
 29. Where are special order parts for the service department located? Yes they are kept right behind the part counter at Byron’s desk Who notifies the customer the part is in, and who determines when to send the parts back if no response is made by the customer? Retail customers are notified by parts dept. Service customer are notified by the writing ASM. Is anyone designated to follow up on SOP’s, the lack of return?

30. See if special order parts are carried in a separate section of the parts inventory to maintain control. **Yes special locating.** Or they inserted into the regular inventory?
31. Who administers and controls the Purchase Order system (DMS/book)? What dollar amount of fixed asset purchase can be made without approval above parts management level? **There is no oversight...** Who sets and monitors these \$\$ levels and total open PO's and open PO \$'s? **Parts manager when approval is needed.**
32. Does anyone other than the parts manager have direct purchasing authority from outside vendors? **Yes, anyone in parts can write a purchase order** Who oversees the Parts Manager? (Double signatures, Perusing the Parts Dept. purchase invoices) **Part manager closes them all.**
33. Who established internal parts pricing policies? **General Manager and Parts manager** Are all internal purchases centralized and run through the Parts Department for control purposes? **All controlled through Parts dept.**
34. Does the value of the parts inventory on the parts computer exceed, or is it less than, the financial statement dollar amount? (Monthly Reconciliation Exercise) **Less**
35. If the accounting inventory value is higher than the parts computer, look for the parts inventory missing items (uncontrolled inventory). (Monthly Reconciliation Exercise)
36. If the accounting inventory value is less than that of the parts inventory value does this indicate an abnormal condition? (If not, why?) (Monthly Reconciliation Exercise) **Tires were being charted to the wrong account. Toyota has a special line for tires on the FS.**
37. If LIFO is used, when inventory value is used to calculate days' supply, etc., the actual value should include the LIFO reserve. **NA**
38. Is there an employee responsibility to function chart as was discussed in class? Are there specific inventory transactions (Grading, Ordering, Receipting, Posting, Adjustments, Bin Count Inventory, Returns, Cores/Dirty Cores) **Arron the Assistant parts manager does all core returns and radios. Trinity (inventory control) is responsible for new part returns.** assigned to each of the employees in the parts department? (Functions vs Employee Exercise)
39. Who controls the training programs for the parts employees? **Part manager** When was it last reviewed? **Quarterly** Is it part of a yearly review with the employee and is it part of the employee's pay plan? No

40. Are records kept of the training for each person and when did someone last take online DMS refresher training? **Yes** Parts Catalog training? No OE/Manufacturer specific training? **Yes**
41. Has your Parts Manager ever taken a departmental Financial Management class like the ATD Academy? **Yes 11 years ago.** When was the last time they attended any formal Parts Management training?
42. A computer system diagram with specific terminal equipment positions should be made and a flowchart of work routine should be made. Determine if the equipment meets daily needs and if the equipment is in the right locations. Is the volume of business at a level that requires more system hardware, or does it require less? **Department specific.**
43. How much of the replenishment/daily order is manually adjusted? **15%** Does it exceed 10%? Who makes the stock replenishment changes, and what are the reasons for the majority of those adjustments? **Based on demand and promotions** When was it changed last and by whom?
44. Is the trend of those changes in question #42 a positive or negative trend? **Positive**
45. What is the percentage of stock order from the factory versus outside purchase (emergency purchases)? **75% factory 25% emergency purchase**
46. Where are the computer-generated management reports printed and stored are they used on a daily? **Parts managers office** (CDK MGR Report) How are the management reports utilized? **Monthly.**
47. Is the DMS Summary used to track inventory trends? **Yes** When will you incorporate the DMS Scorecard that you learned about in class? Are there areas on the DMS scorecard that you couldn't find and if so who at the DMS is helping you to find those answers?
48. How often is your Parts Inventory adjusted for errors in part value or part quantity? (Moments in Time) **Weekly if we fin damage parts**
49. Have the fifty most active parts numbers been checked for parts bin count accuracy? **This is done whenever we pull a part** (Moments in Time)
50. Are the transactions for each day reviewed by the parts manager to make certain that any adjustments made (plus or minus) are accurate? **Yes Harry the parts manager is the only one who does those.**
51. Have you given the Lost Sale Quiz to the parts Manager and Counter-people? **Yes** Others in the dealership? **We can do better at tracking.**

52. Are true lost sales being tracked in your DMS? **Yes** Who can log a Lost Sale?
Anyone can.
53. Who reviews the Lost Sales? **Harry** When are they reviewed? **Every 6 weeks**
54. Are emergency ordered part numbers reviewed to see if they qualify to be phased in? **Yes 1 in 30 days** the Test/Non Stock/Watch feature of the computer system utilized to test which parts to stock (Phase In)?
55. What demand history does it take to place a part on the inventory stock order or in inventory? Time limit and quantity are generally managed by Vendor Managed Inventory systems?
56. What is your Compliance % level for your inventory with your Vendor Managed Inventory, RIMPRO? **100%**
57. Are all parts sold by the department placed in the Parts inventory and then sold from the inventory? **Yes everything is inventory.** Do you stock any items that aren't in your inventory (Shop supplies, get ready, bulk fluids like washer solvent)? **No we don't stock them, we get them as we need them.**
58. Are the procedures for shipping and receiving written or all verbal? **Written and verbal** Who's responsible for reviewing and updating these policies and procedures?
59. Who files damage claims on parts shipments received? **Harry (PM)**
60. Who receives parts orders, and how are they received? **Part manager and 2 parts associates and yes they are scanned in.** Is the original stock order transmitted to the factory cross-checked? **Yes** What do you do about discrepancies? **If its short we file shortage, if damaged we file a damage claim.**
61. At a minimum, is perpetual inventory verification done in conjunction with a physical inventory on a yearly basis? **Yes perpetual and then bins, once a month and then physical.**
62. Who applies and loads the monthly price updates? **Toyota does automatically over the internet.**
63. Are parts cost adjustments (monthly price updates, bin count irregularities and emergency purchases at more or less than OE cost) tracked by someone in the dealership or is a periodic inventory adjustment method utilized (like once a year)? **Yes they are tracked and weekly.**
64. What adjustments were required after the last physical inventory to the dollar value, etc., of the inventory? **Tires and pick up is applied to profit.**

65. Are all obsolete parts that are on the inventory physically in the store? **Yes they are but its minimal.**
66. Are they separated into a special area to be controlled and tracked for sales history? Separate source? Change bin location by adding a J for easy identification by counter persons? **Special bin and sell at any price.**
67. Who verifies the completion of the repair orders between the first and second month they are reported in the work-in-process status? **Jc Service manager**
68. Do the Parts, Service and Body Shop Managers along with the Office Manager/Controller together follow up on all Work in Process (WIP) tickets and verify that they are closed out in a timely manner? **Jc (SM) and Harry (PM)**
69. Is a daily operating report of sales, gross profit etc., being provided to the parts manager for review by him (DOC)? **No he doesn't get a doc.**
70. What is the months' supply of the inventory? **45 days 1.5 month** Does this match the students calculations found in their FS Parts Excel template? Are too many parts stocked in the inventory based on this calculation? **No not enough**
71. What is the true turn of the inventory? Does that match the students calculations found in their FS Parts Excel template? **Inventory turns 21 ,, true turns 18**
72. Is the inventory area large enough for the current level of business? Answers to this question can be obtained when the student does the FTFR (First Time Fill Rate) exercise. **Yes**
73. Where are the Dealership's policy and procedures manuals located and who handles the review with the manager and his employees? **Harry office** Who has verified that the manual is located in an area that allows for easy access? **Yes**
74. Is your Parts Department locked up each night? **Yes** Who has keys? **Harry and 5 associates but need permission to enter the building after hours.**
75. Do your Counter-people have a cash drawer? **No** Who balances the drawer?
76. Is there a policy in place for overages for the cash drawer/balancing? **No**
77. Do you have security cameras in the Parts Department? Who has access to the tapes/CD/backup? **No**