

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	7	5	2	0
###	7	5	1	1
###	4	3	0	1
###	2	2	0	0
###	6	4	0	2
###	7	6	0	1
###	8	7	1	0
###	5	4	1	0
###	6	6	0	0
Totals	52	42	5	5



Rate %
71.43%
71.43%
75.00%
100.00%
66.67%
85.71%
87.50%
80.00%
100.00%
#DIV/0!
80.77%



CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$33,631		21.51%	over 70%
Automatic Phase Out	\$59,425		38.01%	Less than 35%
Dealer Phase Out	\$7		0.00%	Less than 1%
Manual Order	\$31,970		20.45%	Less than 3%
Non Stock Part \$'s	\$31,291		20.02%	Less than 5%
Non Stock Part #'s*	1,880	MEMO		Greater than 70% of PN's
No Phase Out	Not on ADP \$0			NA
Repace by Hold	Not on ADP \$0			NA
Clean Core	\$0		0.00%	p/n pieces
Dirty Core	\$0		0.00%	
Total Inventory	\$156,323		100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	51,515		31%	ACTIVE INVENTORY at 75%
4-6 Months	21,017		13%	ACTIVE INVENTORY at 23%
7-12 Months	17,890		11%	75% will likely become Obso 2%
Over 12 Months	50,728		31%	Technical Obsolescence 2% is g
New parts no sales	22,457		14%	Minimal Amount
Total Inventory	\$163,606		100%	

COLOR
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide	.75 TIMES \$			13417.5
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uide	PLUS			50,728
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	PLUS			22,457
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	EQUALS	53%		86602.5
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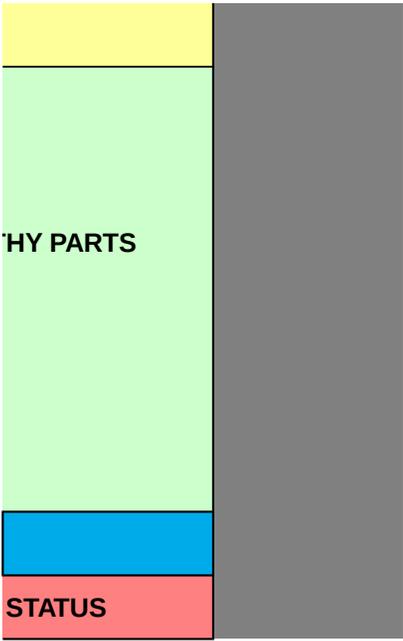
DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!			LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!			
SUPERCEDED W/ON HAND			#DIV/0!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

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
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BSO	
BSO	
S IF YOUR PHASE	

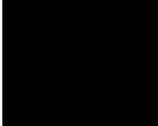


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total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



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ory

e obso \$0.00

obso \$0.00

OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership **HIGH PARK NISSAN**

Academy Week **2**

Class & I

Current Situation

**FRONT COUNTER SALES BELOW AVERAGE.
DEPARTMENT CURENTLY HAVE 3 PEOPLE PARTS MANAGER, PARTS ADVISOR
PARTS ADVISOR IS HAVING PROBLEMS IN SOLVING ISSUES OR ORDERING
ENGLISH SKILLS**

Overall Objective:

**INCREASE FRONT COUNTER SALES. CONTINUE TO USE "SMALL DEALER, (C
ATTRACT NEW AND CONTINUED BUSINESS.**

Proposed Timeline

NOVEMBER 1, 2017 TO APRIL 1, 2018 TO SHOW INCREASE IN COUNTER SA

Action Plan

**Nov 1-30, 2017 POST JOB ADD ON TADA AND CONDUCT SEVERAL INTERVIEW
DEC 1, 2017 START TRAINING WITH NEW ADVISOR
JAN 1, 2018 ADVISOR FULLY TRAINED, TARGETS FOR ADVISOR ARE SET AN
APRIL 1, 2018 DEPARTMENT NUMBERS REVIEWED AND NUMBERS ARE GOI**

Requirements

Meeting with Dealer: OCT/30/2017

- 1. Action Proposed: OCT/30/2017**

Meeting with stakeholder(s) (dealership personnel): ONCE A MONTH

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

3. Accountability: Monitoring progress:
Who: PARTS MANAGER
What: HIRE AND TRAIN NEW PARTS ADVISOR
By When: APRIL 1, 2018
How: SHOWING BEST PRATICIES

4. Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly / MONTHLY MEETINGS
Date(s) for review: DEC 1, 2017 JAN 1, 2018 FEB 1, 2018 MAR 1, 2018 APR 1, 2018

5. Estimated cost for implementation: \$1500

Projected Date of Completion:

APRIL 1, 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Currently Parts Counter sales are at 27.3% gross profit % of sales and we want them to be at 41%.

Student Name **NICK STULOVIC**

Student Number **328-14**

OR AND PARTS RUNNER.
PARTS FOR CUSTOMERS DUE TO LACK IN

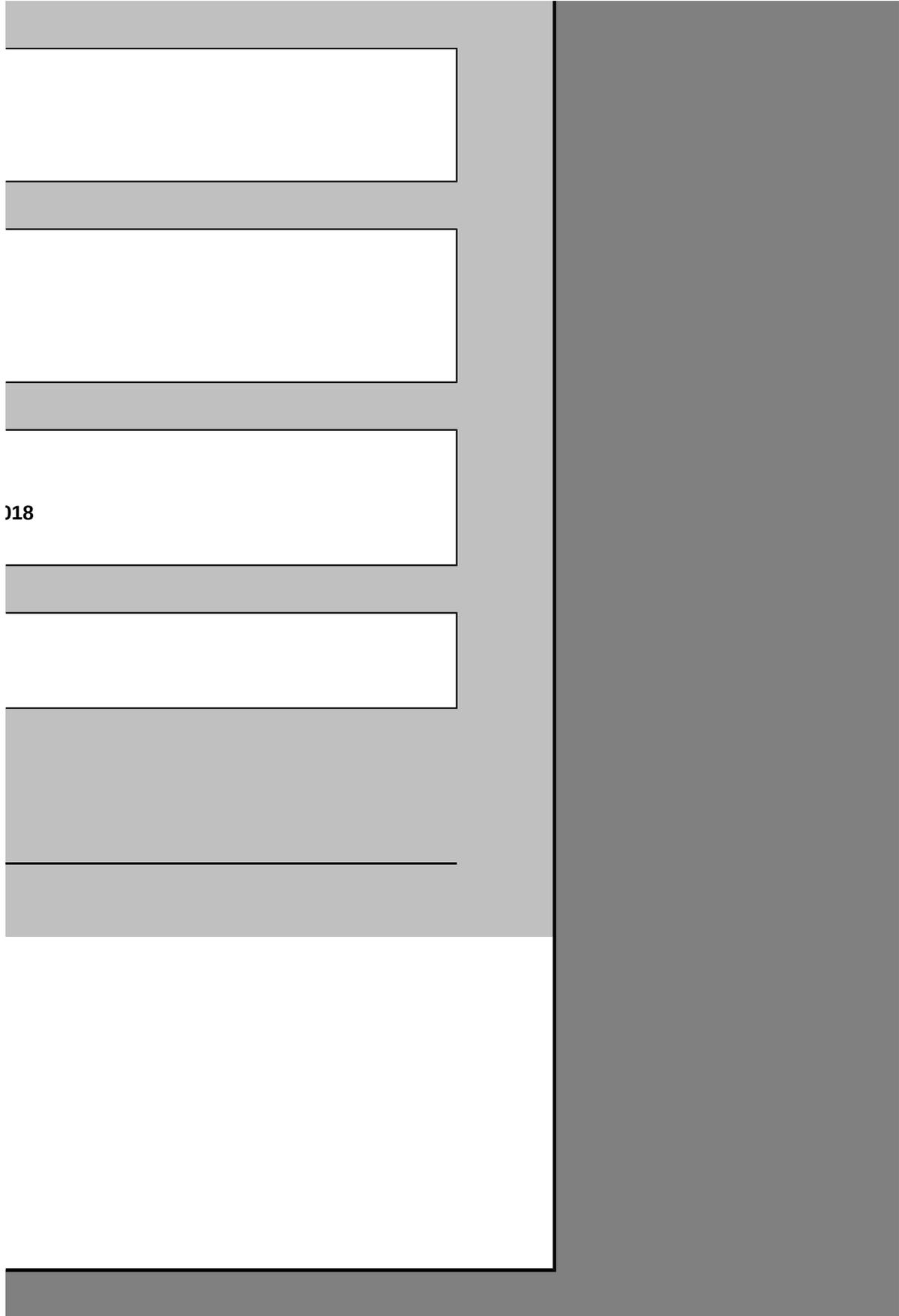
COMMUNITY BASED" APPROACH TO

LES AND CLIENT VOLUME.

EWS AND HIRE NEW PARTS ADVISOR

D ADVISOR READY TO GO
NG UP

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



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