

First Time Fill Rate

DEALERSHIP NAME	Beyer Volvo	rst time fill rate			
DATE	RO'S	1st Time	Same Day	Day	Rate %
###	35	26	4	5	74.29%
###	21	21	8	0	100.00%
###	19	17	2	0	89.47%
###	20	18	0	2	90.00%
###	28	26	1	1	92.86%
###	10	8	1	0	80.00%
###	37	35	1	1	94.59%
###	21	21	0	0	100.00%
11/1/2017	20	19	1	0	95.00%
11/2/2017	37	32	2	3	86.49%
11/3/2017	24	23	1	0	95.83%
11/4/2017	9	16	1	0	177.78%
11/6/2017	34	29	0	5	85.29%
11/7/2017	21	16	1	4	76.19%
11/8/2017	26	25	0	1	96.15%
Totals	362	332	23	22	91.71%

REYNOLDS 2213 Stocking Status INVESTMENT		Inventory Value	% of Inventory	Guide		
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
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					#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 gr		
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
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uide	PLUS				0
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	PLUS				0
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	EQUALS		#DIV/0!		0
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DEALER TRACK STATUS			MONTH OF:		PROFILES BEST OF CLASS			COLOR
								SCORING
			%	0	PIECES	VALUE		GOOD
ACTIVE PARTS: STOCKED			19%	93	283	\$10,012.77	70%	WARNING
ACTIVE PARTS: EXCESS STOCK			23%	1,230	661	12,247.64	LESS THAN 1 %	DANGER
ACTIVE PARTS: UNDERSTOCKED			4%	21	79	1,893.18	LESS THAN 1 %	GREAT
ACTIVE PARTS:TO PHASE OUT			0%	0	0	0.00	LESS THAN 30%	Seldom used
TOTAL ACTIVE PARTS			46%	234	1,023	\$24,153.59		OK....BUT..
SUPERCEDED W/ON HAND			2%	12	44	802.50	LOW DBL NUMBERS	OUCH !!!
INACTIVE W/ON HAND			42%	329	1,087	22,387.58	LESS THAN 30-35%	
TOTAL INV. TO SELL			90%	575	2,154	\$47,343.67		
CORES ON HAND			0%	3	4	250.00	LOW PIECE COUNTS	
NEG-ON-HAND			0%	8	29	194.02	LOW DBL NUMBERS	
TOTAL OF INVENTORY				586	2,129	\$47,399.65		
PARTS ON OPEN R. O.'S				100	142	5,447.12	ONE DAYS AVG SALES	
VALUE OF TOTAL INVENTORY				686	2,271	\$52,846.77		
NOT ON FACTORY MASTER				180	22		MINIMAL	
PARTS WITH OUT COST				7	0		MINIMAL	

INVENTORY AGING BY LAST SOLD								
						INSTRUCTORS NOTES		
			VALUE	%	ACUM %	THIS IS TECHNICAL OBSO		
NEVER SOLD			8,718	127.03%	127.03%			
ONE YEAR AGO PLUS			2,173	31.66%	158.69%	THIS IS POTENTIAL OBSO		
ELEVEN MONTHS AGO			66	0.96%	159.65%			
TEN MONTHS AGO			1,734	25.27%	184.92%	THESE PARTS WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		
NINE MONTHS AGO			632	9.21%	194.13%			
EIGHT MONTHS AGO			953	13.89%	208.01%			
SEVEN MONTHS AGO			1,377	20.06%	228.08%			
SIX MONTHS AGO			985	14.35%	242.43%	THIS IS YOUR ACTIVE HEALTHY PARTS INVENTORY		
FIVE MONTHS AGO			1,853	27.00%	269.43%			
FOUR MONTHS AGO			2,299	33.50%	302.93%			
THREE MONTHS AGO			2,596	37.83%	340.75%			
TWO MONTHS AGO			5,821	84.82%	425.57%			
ONE MONTH AGO			10,407	151.64%	577.21%			
CURRENT MONTH			6,863	100.00%	677.21%			
TOTAL INVENTORY			46,478	677.21%				
CORES WITH ON HAND			250			CONFIRM DIRTY & CLEAN STATUS		

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 35%
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 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 & I

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 / $\pm$ 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.

($\pm$ 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**

