

First Time Fill Rate

DEALERSHIP NAME	county ford	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	4	2		2
8/17/2017	4	1		3
8/23/2017	2			1
8/24/2017	3	2		1
8/15/2017	3			3
8/14/2017	3			3
7/27/2017	1			1
8/21/2017	2	1		1
8/18/2017	3	2		1
8/19/2017	2	1		1
9/1/2017	1			1
9/11/2017	4			4
8/25/2017	1			1
9/14/2017	16	5		11
8/28/2017	1			1
Totals	50	14	0	35



Rate %
50.00%
25.00%
0.00%
66.67%
0.00%
0.00%
0.00%
50.00%
66.67%
50.00%
0.00%
0.00%
0.00%
31.25%
0.00%
28.00%



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 #
Core Dirty			#DIV/0!	PART #
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			
ry			
	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		\$81,961		37.31%	over 70%
Automatic Phase Out		\$113,641		51.72%	Less than 35%
Dealer Phase Out		\$1,534		0.70%	Less than 1%
Manual Order		\$6,031		2.75%	Less than 3%
Non Stock Part \$'s		\$10,661		4.85%	Less than 5%
Non Stock Part #'s*		923	MEMO	8.00%	Greater than 70% of PN's
No Phase Out Not on ADP					NA
Repape by Hold Not on ADP					NA
Clean Core		\$4,075		1.85%	p/n pieces
Dirty Core		\$1,800		0.82%	
Total Inventory		\$219,703		100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	76,085		36%	ACTIVE INVENTORY at 75%
4-6 Months	8,420		4%	ACTIVE INVENTORY at 23%
7-12 Months	109,581		51%	75% will likely become Obso 2%
Over 12 Months	7,702		4%	Technical Obsolescence 2% is g
New parts no sales	12,041		6%	Minimal Amount
Total Inventory	\$213,829		100%	

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide	.75 TIMES \$		82185.75
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uide	PLUS		7,702
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	PLUS		12,041
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	EQUALS	48%	101928.8
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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 STOCK			#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!	THIS IS YOUR ACTIVE HEALT INVENTORY
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					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
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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 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 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
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- OK...BUT..
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OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Current Situation

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Put in place process and training for tracking lost sales and change phase in/

Proposed Timeline

by January 1, 2018.

Action Plan

Meet with dealer principal to get back up on implementing lost sales tracking.

Requirements

Meeting with Dealer:

1. Action Proposed: same as above.

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal: training will be through cdk
Consequences of no lost sales will be determined by dealer principal.
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

Who: dealer principal and myself meet monthly with parts mgr

What: meet monthly w/parts mgr

3. By When: every month

How: in his office

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly / look monthly;

4. Date(s) for review:

5. Estimated cost for implementation: just time

Projected Date of
Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

stephen stearns

3 38

out to 3/12 instead of 3/6

Go over lost sale quiz to make sure counter gu

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

and parts manager. Coaching parts manager.

dale stearns

