

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
11/1/2017	10	7	2	1
11/2/2017	6	2	1	3
11/3/2017	12	8	1	3
11/4/2017	9	6	2	1
11/6/2017	7	6	1	
11/7/2017	3	1	2	
11/8/2017	14	10	1	3
		This is too small a sampling to accurately reflect our actual fill rate. A full month of historical data from Dealer Connect reflects 81.7%		
Totals	61	40	10	11



Rate %
70.00%
33.33%
66.67%
66.67%
85.71%
33.33%
71.43%
#DIV/0!
#VALUE!
#DIV/0!
65.57%



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			
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		\$221,831		60.88%	over 70%
Automatic Phase Out		\$74,258		20.38%	Less than 35%
Dealer Phase Out		\$0		0.00%	Less than 1%
Manual Order		\$172		0.05%	Less than 3%
Non Stock Part \$'s		\$23,691		6.50%	Less than 5%
Non Stock Part #'s*		242	MEMO		Greater than 70% of PN's
No Phase Out	Not on ADP	\$0			NA
Repape by Hold	Not on ADP	\$0			NA
Clean Core		\$27,015		7.41%	p/n pieces
Dirty Core		\$17,429		4.78%	
Total Inventory		\$364,396		100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	208,754		65%	ACTIVE INVENTORY at 75%
4-6 Months	31,163		10%	ACTIVE INVENTORY at 23%
7-12 Months	39,549		12%	75% will likely become Obso 2%
Over 12 Months	32,160		10%	Technical Obsolescence 2% is g
New parts no sales	8,326		3%	Minimal Amount
Total Inventory	\$319,952		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		29661.84
uide	PLUS			32,160
	PLUS			8,326
	EQUALS		22%	70147.96

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!	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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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
- DANGER
- GREAT
- Seldom used
- OK...BUT..
- OUCH !!!!!!!!



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Departmental Action Plan

Dealership **BLAKE FULENWIDER CDJ (CLYDE TEXAS)**

Student Name **SHANE PETTIET**

Academy Week **PARTS WEEK 2**

Class & Student Number **329/36**

Current Situation

My store currently does all of its reporting and tracking inside of eroute. However we do our stocking plans and mt thoses balances using CDK which does not allow for the all the data to mesh together to see what truly needs to be

Overall Objective:

The objective is to use CDK as our primary tool for our parts department.

Proposed Timeline

March 1st 2018 we will have moved entirely to CDK

Action Plan

First item will be to meet with all key members of the departmnet and explain the "why" of what we are doing. Next

Requirements

Meeting with Dealer:

1. **Action Proposed:** I met with Blake and he explained that this was something he has been wanting to do for years but fixed ops director had been hesitant.

Meeting with stakeholder(s) (dealership personnel):

2. **Describe what is in place to support desired goal:**
After the initial meeting it was obvious that this was the direction that we needed to proceed. Our biggest challenge getting everyone to change the habits of using eroute and move solely to CDK

Accountability: Monitoring progress:

Who: Donny Ray (Parts Manager)

What: Weekly meeting to check the progress

3. **By When:** March 1st

How: We have CDK coming in and will be doing training with my 2 parts guys on the entire process of using CDK

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. **Date(s) for review:**

5. Estimated cost for implementation: \$0

Projected Date of
Completion:

March 1st 2018

Sponsor Signature:

Cody Foster

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

onitor
stocked.

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

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