

First Time Fill Rate

Morrie's Inver Grove Mazda		NADA Motors	rst time fill ra
DATE	RO'S	1st Time	Same Day
11/6/2017	9	7	6
11/8/2017	6	5	5
11/13/2017	11	8	7
11/15/2017	12	12	10
11/17/2017	4	3	3
11/20/2017	5	5	5
11/22/2017	3	3	3
Totals	50	43	39

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Day	Rate %
3	77.78%
1	83.33%
3	72.73%
0	100.00%
1	75.00%
0	100.00%
0	100.00%
	#DIV/0!
8	86.00%

REYNOLDS 2213					
Stocking Status	Inventory Value		% of Inventory	Guide	
INVESTMENT					
Normal or Active Stock	\$66,832		70.00%	over 70%	
Automatic Phase Out	\$16,822		17.62%	Less than 30%	
Dealer Phase Out	\$0		0%	Less than 1%	
Manual Order	\$79		0%	Less than 3%	
Non Stock Part \$'s	\$8,420		9%	Less than 5%	
Non Stock Part #'s*			76%	Greater than 70% of PN's	
Core Clean	\$240		0%	PART #	12 # PIECES
Core Dirty	\$3,080		3%	PART #	7 # PIECES
Replace by hold RBH	\$0		0%	PART #	NA # PIECES
Total Inventory	\$95,473		100%		

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$46,174	50.12%	75%	this is your current a
1-3 Months	\$23,192	25.17%	included	healthy parts invento
4-6 Months	\$10,227	11.10%	23%	
7-9 Months	\$3,802	4.13%	2%	65% Will likely become
10-12 Months	\$3,120	3.39%	included	85% Will likely become
13-24 Months	\$2,064	2.24%	0%	Technically Obsolete
25+ months	\$3,547	3.85%	0%	
TOTAL	\$92,126	100.00%		

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	\$2,471	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$2,652	
	PLUS THE 13-24 MONTH VALUE	\$2,064	
	PLUS THE 25+ VALUE EQUALS	\$3,547	
	OBSO AS A % OF TOTAL	\$10,734.30	11.65%

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
Repape 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 g
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
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

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



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!		

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Departmental Action Plan

Dealership **Morrie's Inver Grove Mazda**

Student Name **Matt Haust**

Academy Week **Week Two - Parts**

Class & Student Number **329**

Current Situation

Our dealership struggles with accessory sales. There is little to no effort being made by the parts or sales department to improve this revenue source. When accessories are sold they are either delivered with a severe discount or are tied as part of a car deal.

Overall Objective:

Increase the gross profit of parts, service and new/used sales by increasing our accessory sales by at least 100% in 90 days. A 100% increase is not unreasonable considering our lack of luster performance to date.

Proposed Timeline

100% improvement in accessory sales gross profit in the next 90 days.

Action Plan

1) Create a retail pricing strategy for counter, online and new/used cars. 2) Establish an incentive program for sales

Requirements

- Meeting with Dealer:**
Meeting with Chief Operating Officer scheduled to discuss accessories plan on 11/29/2017.
- Describe what is in place to support desired goal:**
Tom Staker from Mazda will work with the Parts Manager on how to maximize incentives through accessories order sales. I will coach the sales and F&I teams to improve sales presentations and walk-a-rounds. I will also develop programs that reward our goal of 100% gross profit increase in 90 days. The incentives will only be payable if profit margins are maintained. Any discounting or give-a-ways are ineligible for payment.
- Accountability:**
Who: Matt Haust, GM
What: 100% Increase in Parts Accessory Sales Gross Profit
By When: 90 Days - February 28, 2017
How: Increased awareness, Incentives, Training (Mazda and Internal), Installed Accessories Packages on Showfloor Salesman Menus with available accessories available for use at each salesman desk and parts counter.
- Date(s) for review:** Daily accessories scorecard emailed to GM. Weekly review each Monday morning during all de meeting. Monthly recap. I will contact SmartPRU (F&I tracking software) to create the proper mapping for accessories sales.

5. Estimated cost for implementation: Approximately \$6,000. Mazda 6, 3, CX3, CX5 CX9 installations in showroom.

Projected Date of
Completion:

February 28, 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas: Monthly Impact selling floor mats, nav cards, mobile start, etc to 20% of our 100 sales customers (avg new/certified Mazda
Sales \$20,622 / Gross \$8249 / Expenses \$825 (sales incentive) / Net Profit \$7424 / CSI - Clients will have the opportunity to purchase accessories at the time of sale. This allows the client flexibility in their budget instead of having to pay cash or not installing them at all.

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man, F&I

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

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