

First Time Fill Rate

CLASS N329

DEALERSHIP NAME	CLASSIC CHEV	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	1	1		
###	1	1		
###	3	3		
###	1	0		0
###	1	0		0
###	1			0
###	1	1		
###	1			0
###	1			0
###	1	1		
###	1		1	
###	1	1		
###	2	2		
###	4	2		1
###	6	3		
###	1	1		
###	1	1		
###	1	1		
###	2	1		0
###	2	1	1	
###	3	1	1	1
###	1	1		
###	3	2		
###	3	3		
###	1	1		
###	1	1		
###	1	0		1
###	3			
###	2	2		
###	1	1		
Totals	52	32	3	3

Michael Graves

Rate %
100.00%
100.00%
100.00%
0.00%
0.00%
0.00%
100.00%
0.00%
0.00%
100.00%
0.00%
100.00%
100.00%
50.00%
50.00%
100.00%
100.00%
100.00%
50.00%
50.00%
33.33%
100.00%
66.67%
100.00%
100.00%
100.00%
0.00%
100.00%
100.00%
61.54%

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$108,878	DANGER	35.61%	over 70%
Automatic Phase Out	\$64,393	GOOD	21.06%	Less than 35%
Dealer Phase Out	\$7,746	OK....BUT..	2.53%	Less than 1%
Manual Order	\$0	GREAT	0.00%	Less than 3%
Non Stock Part \$'s	\$117,012	DANGER	38.27%	Less than 5%
Non Stock Part #'s*	7,785	OK....BUT..	65.57%	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repace by Hold	Not on ADP			NA
Clean Core	\$7,752		2.54%	92 pieces
Dirty Core			0.00%	
Total Inventory	\$305,781		100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	107,983	DANGER	36%	ACTIVE INVENTORY at 75%
4-6 Months	34,717	WARNING	12%	ACTIVE INVENTORY at 23%
7-12 Months	56,532	DANGER	19%	75% will likely become Obso 2%
Over 12 Months	76,087	DANGER	26%	Technical Obsolescence 2% is c
New parts no sales	22,709	WARNING	8%	Minimal Amount
Total Inventory	\$298,029		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
6 is guide	.75 TIMES \$			42399.26
guide	PLUS			76,087
	PLUS			22,709
	EQUALS	47%		141195

Departmental Action Plan

Dealership CLASSIC CHEV BUICK GMC CAD

Academy Week FIXED OPS 1-WEEK 2

Class & :

Current Situation

The current issue I would like to address is obsolescent parts. We are current inventory over 12 months. When you put the parts in the 7-12 month old cate

Overall Objective:

My overall objective for our parts department is to: 1. Implement a strategy to future. 2) Implement a cost effective strategy to change our obsolescence position. This will decrease in the amount of obsolescent inventory.

Proposed Timeline

My proposed timeline to my Dealer/Sponsor to achieve our objective of being 15, 2018. This will be the week before our yearly parts inventory. This will allow us to implement all strategies and change our obsolescence position.

Action Plan

My action plan will consist of a few things to help our obsolescence position. We must first analyze our current inventory and determine what parts are most critical to our business. We will then develop a strategy to address these parts and implement it as soon as possible.

Requirements

Meeting with Dealer: Meet with my Dealer/Sponsor on Monday 11/27.

1. Action Proposed: I will propose the the strategies outline above in my action plan. I will make sure his vision is being seen through. I will make sure we are on the same page regarding the implementation of our strategies. We have an extremely active dealer that ur

Meeting with stakeholder(s) (dealership personnel): I will then meet with our

2. Describe what is in place to support desired goal: Once I have the support of my current proposal. I will review the proposal with our GSM and our parts manager and set up a monthly meeting time for us to review our progress and make adjustments. **Training / Coaching / ±Consequences related to results / Pain & Gain**

Accountability: Monitoring progress: I will have three people monitoring the progress. **Who:** Our dealer, GSM, our fixed ops manager (recent academy grad), and myself. **What:** We will monitor the progress of the obsolescence position.

3. **By When:** My proposed time line is to be at guide for obso parts by November 15th. **How:** Using the strategies I have laid out we will be able to achieve the our goal by the deadline.

Describe checkpoints that have been established to measure progress: We will meet monthly as a management team to track our progress. We will review if it is not working. It will be the parts managers responsibility to hold his daily/weekly meetings. We will review it will take to achieve our objective. We have an open door policy at our dealership. If we need support or needs to review our strategy we will be available to do that.

5. **Estimated cost for implementation:** With the strategies I have recommended

Projected Date of Completion:

11/18/2018

Sponsor Signature:

Howie Ber

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name MICHAEL GRAVES

Student Number N329

ntly at a 40% obsolescence position with
egory that takes us to 47% obsolescence.

o avoid being in this obso position in the
tion. Seeking daily, weekly, and monthly

g at guide in obsolescent parts is November
ow sufficient time to implement our new

ventory and understand how we ended up in the obsolescence pos

i plan. I will look for input from him and make
age and move forward with the
derstands the "nuts and bolts" of the parts

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

GSM and our parts manager.

f the dealer and make sure he in support of
anager. I will lay out the proposed timeline
ure we are on track to reach our goal.

progress with me.
yself

2018.
oal of being at guide by the proposed

review what is working and tweak what we feel
eekly meetings to maintain the accountability
ership anytime the parts manager needs

the cost will be minimal for implementation. T

ntley











































