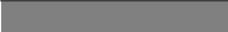


First Time Fill Rate

Kendall Ford of Anchorage		First time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	1	5		
###	1	1		
###	20		0	
###	2	2		
###	4	4		
###	1		1	
###	4	4		
###	6	4	2	
###	4	4		
###	6	5	1	
###	3	3		
###	10	6		4
###	2	1	1	
###	4	3	1	
###	8	7	1	
Totals	76	49	7	4



Rate %
500.00%
100.00%
0.00%
100.00%
100.00%
0.00%
100.00%
66.67%
100.00%
83.33%
100.00%
60.00%
50.00%
75.00%
87.50%
64.47%



REYNOLDS 2213					GOOD
Stocking Status					WARNING
INVESTMENT					DANGER
	Inventory Value		% of Inventory	Guide	
Normal or Active Stock			#DIV/0!	over 70%	GREAT
Automatic Phase Out			#DIV/0!	Less than 30%	Seldom used
Dealer Phase Out			#DIV/0!	Less than 1%	OK....BUT..
Manual Order			#DIV/0!	Less than 3%	OUCH !!!!!!!!!!!
Non Stock Part \$'s			#DIV/0!	Less than 5%	YIKES
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

REYNOLDS					
Activity	Value	% of inver	NADA Guide	Notes	
Current		#DIV/0!	75%	this is your current and active healthy parts inventory	
1-3 Months		#DIV/0!	included		
4-6 Months		#DIV/0!	23%		
7-9 Months		#DIV/0!	2%	65% Will likely become obso	
10-12 Months		#DIV/0!	included	85% Will likely become obso	
13-24 Months		#DIV/0!	0%	Technically Obsolete	
25+ months		#DIV/0!	0%		
TOTAL	\$0	#DIV/0!			

OBSO POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VALUE	\$0
.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
Replace 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 c
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

6 is guide	.75 TIMES \$			0
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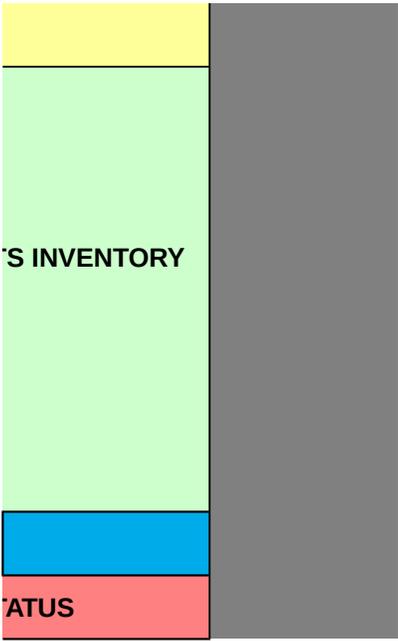
guide	PLUS			0
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	PLUS			0
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	EQUALS		#DIV/0!	0
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DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			18.90%	1,544	2,725	\$163,110.23	70%
ACTIVE PARTS: EXCESS STOCK			24.20%	1,406	14,734	20,277.11	LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCKED			40.00%	46	210	3,834.40	LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			10.00%	1	2	376,606.94	LESS THAN 30%
TOTAL ACTIVE PARTS			43.50%	2,997	17,671	\$376,606.94	
SUPERCEDED W/ON HAND				141	987	24,780.73	LOW DBL NUMBERS
INACTIVE W/ON HAND			53.60%	4,415	13,761	463,437.62	LESS THAN 30-35%
TOTAL INV. TO SELL			100.00%	7,553	32,119	\$864,825.29	
CORES ON HAND				96	147	30,865.00	LOW PIECE COUNTS
NEG-ON-HAND				34	274	4943.99	LOW DBL NUMBERS
TOTAL OF INVENTORY				7,683	31,992	\$890,746.30	
PARTS ON OPEN R.O.'S				1433	2792	124,767.05	ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY				9,116	34,784	\$1,015,513.35	
NOT ON FACTORY MASTER				2,179	152	18,402.58	MINIMAL
PARTS WITH OUT COST				74	1		MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %	INSTRUCTORS NOTES	
NEVER SOLD			970	11.70%	11.70%	THIS IS TECHNICAL OBS	
ONE YEAR AGO PLUS			1,603	19.40%	31.10%		
ELEVEN MONTHS AGO			106	1.30%	32.40%	THIS IS POTENTIAL OBS	
TEN MONTHS AGO			124	1.50%	33.90%		
NINE MONTHS AGO			150	1.80%	35.70%	THESE PARTS WILL BE IN A "AP" STATUS IF YOU SET AT 0 IN 6	
EIGHT MONTHS AGO			143	1.70%	37.40%		

SEVEN MONTHS AGO		176	2.10%	39.60%	
SIX MONTHS AGO		227	2.70%	42.30%	THIS IS YOUR ACTIVE HEALTHY PART
FIVE MONTHS AGO		306	3.70%	46.00%	
FOUR MONTHS AGO		311	3.80%	49.80%	
THREE MONTHS AGO		520	6.30%	56.10%	
TWO MONTHS AGO		591	7.10%	63.20%	
ONE MONTH AGO		1,116	13.50%	76.70%	
CURRENT MONTH		1,927	23.30%	100.00%	
TOTAL INVENTORY		8,270	100.00%		
CORES WITH ON HAND		119			CONFIRM DIRTY & CLEAN ST

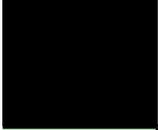


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 inver	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current
3 to 6 Months		#DIV/0!	included	healthy parts invent
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 !!!!!!!!



and active
tory

ne obso	\$0.00
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e obso	\$0.00
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OBSO	\$0
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	\$0.00	#DIV/0!
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Departmental Action Plan

Dealership

Academy Week

Class & :

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 / ±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.

(± 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**

