

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
11/6/2017	7	4	2	1
11/9/2017	5	2	1	2
###	9	6	2	1
###	3	2	1	0
###	7	3	3	1
###	8	6	1	1
###	9	5	2	2
###	2	1	1	0
Totals	50	29	13	8



Rate %
57.14%
40.00%
66.67%
66.67%
42.86%
75.00%
55.56%
50.00%
#DIV/0!
58.00%



REYNOLDS 2213						
Stocking Status	Inventory		% of Inventory	Guide		
INVESTMENT	Value					
Normal or Active Stock	\$358,978		66.17%	over 70%		
Automatic Phase Out	\$91,779		16.92%	Less than 30%		
Dealer Phase Out	\$0		0%	Less than 1%		
Manual Order	\$2,960		1%	Less than 3%		
Non Stock Part \$'s	\$57,508		11%	Less than 5%		
Non Stock Part #'s*	17739		MEMO	Greater than 70% of PN's		
Core Clean	\$15,341		3%	144		239
Core Dirty	\$15,260		3%	82	%	168
Replace by hold RBH	\$722		0%	PART #	NA	# PIECES
				NA		
Total Inventory	\$542,548		100%			

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$259,985	50.78%	75%	this is your current a
1-3 Months	\$136,344	26.63%	included	healthy parts invento
4-6 Months	\$45,820	8.95%	23%	
7-9 Months	\$29,293	5.72%	2%	65% Will likely become
10-12 Months	\$17,252	3.37%	included	85% Will likely become
13-24 Months	\$19,017	3.71%	0%	Technically Obsolete
25+ months	\$4,239	0.83%	0%	
TOTAL	\$511,949	100.00%		

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	\$19,040	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$14,664	
	PLUS THE 13-24 MONTH VALUE	\$19,017	
	PLUS THE 25+ VALUE EQUALS	\$4,239	
	OBSO AS A % OF TOTAL	###	11.13%

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

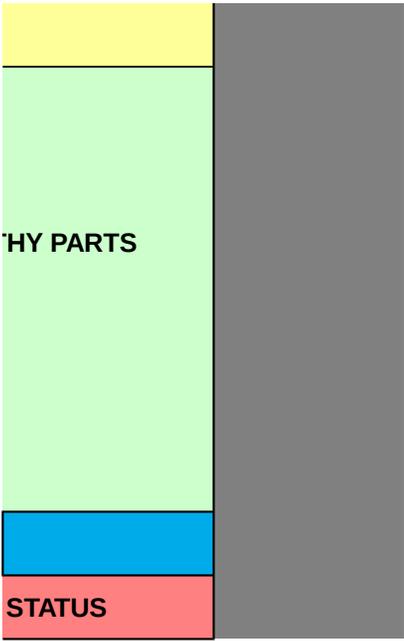
EQUALS #DIV/0! 0

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" STATU: 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!
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				

THIS IS YOUR ACTIVE HEALT INVENTORY

CONFIRM DIRTY & CLEAN

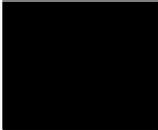


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 become
9-12 Months		#DIV/0!	2%	85% Will likely become
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
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- OK....BUT..
- OUCH !!!!!!!!



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ory

e obso	\$0.00
obso	\$0.00
OBSO	\$0
	\$0.00

#DIV/0!

Departmental Action Plan

Dealership **Bozard Ford-Lincoln**

Academy Week **Parts**

Class &

Current Situation

We have not been utilizing lost sales effectively.

Overall Objective:

Our goal is to immediately get to a number of lost sales per month of no less than 10. This is actually still a fairly low number compared to the recommended standard. We are making progress in our tracking of lost sales.

Proposed Timeline

I feel that we should have this done within 3 months. By the end of February, the process should be fully implemented.

Action Plan

We have already begun this process by discussing the idea and originating the plan. We will continue to work on this throughout the year.

Requirements

Meeting with Dealer: We have discussed the idea and he is onboard.

1. Action Proposed:

2. Met with the Fixed Director and he agrees it may help us to effectively improve fill rate and increase proficiency. Met with Parts director and he agrees this is could give us some added efficiency. These two will be the primary action tak

3. **Accountability: Monitoring progress:**
Who: John Fillare/Ed/Jesse
What: 250 Lost Sales Per Month
By When: March 1 2018
How: Training of parts countermen

4. **Describe checkpoints that have been established to measure progress:**
Daily / Weekly / Bi-weekly / Monthly /
By the end of December, the parts countermen should all fully understand wha
January, the parts countermen should fully understand we expect 1-2 lost sale
February, we should have a minimum of 250-300 lost sales per month. It is no
sales but if we get to this benchmark, they should get a token of appreciation.

5. **Estimated cost for implementation: 0**

Projected Date of Completion:

March 1, 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **Jesse Scheff**

Student Number **329-34**

han 1 per parts counter men x 25 working days.
ard but this would represent significant

his should be expectation of the department.

e idea with Parts Manager John Fillare. He is on

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

our breadth which would assist in First time
n't a measure we have used and as a result
ers on this program.

at constitutes a lost sale. By the end of
es per person per working day. By the end of
t effective to bonus individual people on lost
like catered lunch or some kind of team event.

