

First Time Fill Rate

Audi Stratham		NADA Motors		
DATE	RO'S	1st Time	Same Day	Day
###	4	3	0	1
###	3	1	0	2
###	9	5	2	2
###	7	4	3	0
###	5	4	1	0
###	5	4	1	0
###	4	4		0
###	4	3	4	0
###	8	5	2	1
###	1	1		0
Totals	50	34	13	6



Rate %
75.00%
33.33%
55.56%
57.14%
80.00%
80.00%
100.00%
#DIV/0!
75.00%
62.50%
100.00%
#DIV/0!
#DIV/0!
#DIV/0!
#DIV/0!
68.00%



REYNOLDS 2213					
Stocking Status	Inventory		% of Inventory	Guide	
INVESTMENT	Value				
Normal or Active Stock	\$164,643		66.60%	over 70%	
Automatic Phase Out	\$42,573		17.22%	Less than 30%	
Dealer Phase Out	\$129		0%	Less than 1%	
Manual Order	\$4,082		2%	Less than 3%	
Non Stock Part \$'s	\$30,954		13%	Less than 5%	
Non Stock Part #'s*	4080		MEMO	Greater than 70% of PN's	
Core Clean	\$3,060		1%	PART #	# PIECES
Core Dirty	\$1,765		1%	PART #	# PIECES
Replace by hold RBH	\$0		0%	PART #	NA # PIECES
				NA	
Total Inventory	\$247,206		100%		

REYNOLDS

Activity	Value	% of inventory	NADA Guide	Notes
Current	\$115,540	47.67%	75%	this is your current a
1-3 Months	\$57,210	23.60%	included	healthy parts inventc
4-6 Months	\$30,562	12.61%	23%	
7-9 Months	\$13,286	5.48%	2%	65% Will likely become
10-12 Months	\$14,997	6.19%	included	85% Will likely become
13-24 Months	\$10,636	4.39%	0%	Technically Obsolete
25+ months	\$151	0.06%	0%	
TOTAL	\$242,382	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	\$8,636	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$12,747	
	PLUS THE 13-24 MONTH VALUE	\$10,636	
	PLUS THE 25+ VALUE EQUALS	\$151	
	OBSO AS A % OF TOTAL	\$ 32,170.35	13.27%

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

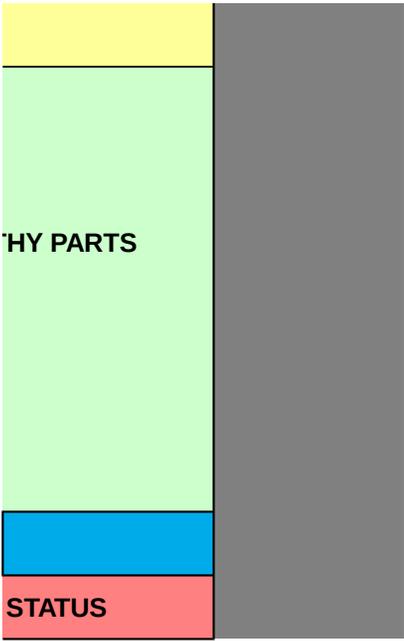
EQUALS #DIV/0! 0

DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOCK			#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!
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

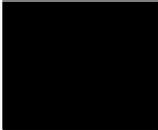


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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
- GREAT
- Seldom used
- 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 **AUDI STRATHAM**

Academy Week

Class &

Current Situation

We are currently under renovations in this building. The parts department is being relocated. As a result we have concerns with the location of parts and technicians and how to serve customers in a timely manner.

Overall Objective:

Ensure that we have 100% compliance with bin perpetual checks to ensure inventory accuracy so that we can fulfill customer/technician requests quickly.

Proposed Timeline

While we are under construction the next 6 months we want them performed daily.

Action Plan

Paige, Kevin and Stacey will each perform a different bin check on a daily basis.

Requirements

Meeting with Dealer:

1. Action Proposed: Perform perpetual inventory

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal: access to report manager, ru value, fast moving parts. this is to avoid not having a certain part or amount of customer when you have what you say you have.

Training / Coaching / +Consequences related to results / Pain & Gain

Accountability: Monitoring progress: all parts personnel count parts bins, only This is done on a daily basis, perpetually

Who: All parts personnel (Paige, Kevin, Stacey)

3. What: Daily Bin Counts

By When: by 3pm each day

How: Run report count the bin and hand results handwritten on the report to tl

Describe checkpoints that have been established to measure progress: variation every spring.

4. Daily / Weekly / Bi-weekly / Monthly /

Date(s) for review: reviewed daily by Parts Manager (Tom) weekly review with

5. Estimated cost for implementation: there is no cost as the employees use the

Projected Date of Completion:

July 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas: Positive impact on CSI, Gross profit and retention of wholesale customers

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

NANCY LEIGH OESER

Student Number

being expanded and the bins are constantly
the effectiveness of turning them out to

Inventory is properly located and accounted for

daily.

is. The Bin check report is generated in R&R th

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

in bin count report and count sections of high
of parts when needed. the gain is a happy

the manager can make inventory adjustments.

he parts manager

ons on the physical inventory that's performed

General Manager

ir idle time between customers to check invento



