

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
1/8/2018	5	3	1	1
1/9/2018	5	3		2
1/10/2018	5	4		1
1/11/2018	5	4	1	
1/13/2018	5	4		1
1/15/2018	5	3	2	
1/16/2018	5	5		
1/17/2018	5	2	1	2
1/18/2018	5	3		2
1/19/2018	5	4	1	
Totals	50	35	6	9

REYNOLDS 2213		Inventory		% of Inventory	Guide		
Stocking Status		Value					
INVESTMENT							
Normal or Active Stock				#DIV/0!	over 70%		
Automatic Phase Out				#DIV/0!	Less than 30%		
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		
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

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

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	\$0	
obso	.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			
Repace 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 gu			
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
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uide	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			#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							
						INSTRUCTORS NOTE	
			VALUE	%	ACUM %		
NEVER SOLD				#DIV/0!	#DIV/0!		
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!		
TEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
NINE MONTHS AGO				#DIV/0!	#DIV/0!		
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6	

	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	

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
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BSO	
BSO	
S IF YOUR PHASE	

HY PARTS

STATUS

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

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 / $\pm$ 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.

($\pm$ 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**

