

## First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
###	16	12	2	2
###	4	4	0	0
###	8	6	0	2
1/17/2018	10	7	0	3
1/18/2018	14	11	2	1
1/22/2018	11	9	1	1
<b>Totals</b>	<b>63</b>	<b>49</b>	<b>5</b>	<b>9</b>



Rate %
75.00%
100.00%
75.00%
70.00%
78.57%
81.82%
#DIV/0!
77.78%



CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$206,928		68.43%	over 70%
Automatic Phase Out	\$60,350		19.96%	Less than 35%
Dealer Phase Out	\$5,489		1.82%	Less than 1%
Manual Order	\$985		0.33%	Less than 3%
Non Stock Part \$'s	\$22,766		7.53%	Less than 5%
Non Stock Part #'s*	10,977	MEMO	80.90%	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repace by Hold	Not on ADP			NA
Clean Core	\$5,890		1.95%	p/n pieces
Dirty Core	\$0		0.00%	
<b>Total Inventory</b>	<b>\$302,408</b>		<b>100.00%</b>	

### ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	116,126		56%	ACTIVE INVENTORY at 75%
4-6 Months	16,995		8%	ACTIVE INVENTORY at 23%
7-12 Months	16,202		8%	75% will likely become Obso 2%
Over 12 Months	48,960		24%	Technical Obsolescence 2% is g
New parts no sales	8,644		4%	Minimal Amount
<b>Total Inventory</b>	<b>\$206,928</b>		<b>100%</b>	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		12151.83
uide	PLUS			48,960
	PLUS			8,644
	EQUALS		34%	69756.31

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Higher than desirable obsolescent inventory of \$44,876.31 with no real strategy to reduce.

Overall Objective:

Reduce obsolescence by half to \$22,438.15 by selling obsolescent parts at online marketplaces such as Rock Auto, eBay, etc.

Proposed Timeline

Meet obsolescence goal of \$22,438.15 by the end of April.

Action Plan

Describe necessary actions to reach desired result:  
 online marketplace accounts and payment options.  
 obsolescent parts to designated bins.  
 online marketplaces to parts manager & counter salesmen that will be participating.  
 all obsolescent parts to online marketplaces for sale.  
 customer inquiries.  
 customers upon completion of sale.

1. Set up
2. Move all
3. Grant access to
4. Photograph and post
5. Track and respond to
6. Package & ship sold parts to

Requirements

Meeting with Dealer:

1. **Action Proposed:** Reduce obsolete inventory amount by half by the end of April by selling obsolescent parts at online marketplaces such as RockAuto, eBay, etc.

Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:

2. **Training / Coaching / ±Consequences related to results / Pain & Gain**  
 Staff will need training for accessing marketplaces, taking photographs, posting to marketplaces, responding to customer inquiries on marketplaces & shipping to customers in a timely fashion. The initial uploading of our obsolescent inventory to online marketplaces will take a lot of time, but will be worth it if we are able to meet our goals.

**Accountability: Monitoring progress:** Sales to online marketplaces will be reviewed daily. Obsolescent inventory will be checked bi-weekly.

3. **Who:** Me & the Parts Manager  
**What:** Online Sales / Obsolescent Inventory  
**By When:** Daily / Bi-Weekly  
**How:** Online Reporting from Marketplaces / Inventory Management allowance Report

Describe checkpoints that have been established to measure progress:

4. **Date(s) for review:** Daily online sales reports & bi-weekly obsolescent inventory reports.

5. **Estimated cost for implementation:** \$150 - \$300 for a parts department camera. Up to \$1,000 in shipping costs.

Projected Date of Completion:

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

sales, gross & net profit should be expected with this action plan, but the targeted impact area is obsolescent inventory.

Increased

