

3 Most Impactful things I can do to improve UCD profitability

VAuto- Profit Time GPS

*Profit Time Pricing Alignment- Make sure inventory is 80-85% compliant

*Have a evenly distributed % of inventory in each Profit Time Breakdown

Platinum 20%

Gold 20%

Silver 20%

Bronze 40%

*Vehicle Age Keep inventory in alignment with Profit Time AVG days to sell

*Appraisals- Keep in alignment with Profit Time suggestions.

Keep Reconditioning Accurate

Profit Margin \$2000-or above

Market Day Supply, make sure appraisals are reflected based on MDS and adjust %

Wholesale- check auctions to make sure if we need to wholesale we are profitable.

Reconditioning- work with SVC Manager to ensure a quick turnaround and approve

Repairs based on profit margins and wholesale considerations.

Success measured through VAuto reporting

Accountability measured the VAuto reporting

Tools; Vauto, StockWave, Profit Time GPS

Resources;

Vauto- Set weekly meetings with Todd Nelson Performance Manager **Skill Level; 8**

StockWave- Set meetings with Joe Billings as needed - **Skill Level; 5**

Chris Steinlicht- Wednesday Meeting weekly with Chris to discuss current market

Conditions with Auction and MMR and internal inventory.

ProfitTime GPS-continue learning system and make it work within the above guidelines.

Reconditioning

Service Department- Work with Service team on each and every vehicle to make sure we are doing the right thing with the investment trade in. Keep within the parameters set during the appraisal to ensure profitability. For example if we put \$1500 in recon during the appraisal and it takes \$2500 for something unforeseen then determine if we should continue to retail or wholesale by looking at the MDS and ProfitTime metrics based on the wholesale value if we need to send it to auction.

Just have to be smart with older and higher mileage vehicles to not bury ourselves

Goal; Keep within ProfitTime metrics

Accountability ; Profit increases retail and wholesale

Time to Line; Currently per Tony Vincent we are 4.73

I would like to lower that to under 4.0 The faster we can get them to the front the better we could pre detail while waiting for inspection if we know it is going to be retailed. wholesale potential vehicles get inspected last to ensure retail vehicles are done 1st. inspect cleaner/dealer owned vehicles purchased thru auction first to move quicker.

Action Plan- would the like to have the log updated more frequently or a white board in the service department to track current status of UC inventory

Status; Waiting for Inspection

Inspection in Progress

Waiting on Parts

Detail Department

Front Line Ready

Goal; Time to Line decreased from 4.73 to 4.00 or under

Accountability; Measure metric based on google analytics

Tools and Resources

Vauto, Google Analytics, Service Dept Recon Log

Resources; Tony Vincent, Mike Craig, Stephanie Fabian, Austin Thomas, Doug Settle

Reconditioning

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