

First Time Fill Rate

	DEALERSHIP NAME	Page Toyota	First time fill rate		
	DATE	# OF RO'S	RO's Filled 1st Time	RO's Filled Same Day	Filled Same Day
1	2/8/2018	5	5		
2	2/8/2018	4	4		
3	2/8/2018	2	2		
4	2/8/2018	1	1		
5	2/9/2018	3	3		
6	2/9/2018	2		1	
7	2/9/2018	1	1		
8	2/9/2018	2	2		
9	2/9/2018	5	5		
10	2/9/2018	3	3		
11	2/9/2018	5	5		
12	2/10/2018	1	1		
13	2/10/2018	1			1
14	2/10/2018	2	2		
15	2/10/2018	1	1		
16	2/10/2018	3	3		
17	2/12/2018	1			1
18	2/12/2018	1	1		
19	2/12/2018	3	3		
20	2/12/2018	2	2		
21	2/12/2018	1		1	
22	2/12/2018	1	1		
23	2/12/2018	1		1	
24	2/12/2018	3	3		
25	2/12/2018	2	2		
26	2/12/2018	1		1	
27	2/12/2018	1	1		
28	2/12/2018	1	1		
29	2/12/2018	1	1		
30	2/12/2018	1	1		
31	2/12/2018	1	1		
32	2/12/2018	1	1		
33	2/12/2018	1	1		
34	2/13/2018	2	2		
35	2/13/2018	1	1		

36	2/13/2018	1	1		
37	2/13/2018	2	2		
38	2/13/2018	1	1		
39	2/13/2018	1	1		
40	2/13/2018	2	2		
41	2/13/2018	3	3		
42	2/13/2018	2	2		
43	2/13/2018	4	4		
44	2/14/2018	3	3		
45	2/14/2018	5	4	1	
46	2/13/2018	2	2		
47	2/14/2018	2	2		
48	2/14/2018	2	2		
49	2/14/2018	1			1
50	2/14/2018	3	3		
	Totals	101	89	4	2
89					

100.00%
80.00%
100.00%
100.00%
100.00%
0.00%
100.00%
88.12%

REYNOLDS 2213				GOOD
Stocking Status	Inventory Value	% of Inventory	Guide	WARNING
INVESTMENT				DANGER
Normal or Active Stock	\$134,430	68.67%	over 70%	GREAT
Automatic Phase Out	\$25,997	13.28%	Less than 30%	Seldom used
Dealer Phase Out	\$0	0%	Less than 1%	OK....BUT..
Manual Order	\$5,156	3%	Less than 3%	OUCH !!!!!!!!!!!
Non Stock Part \$'s	\$24,433	12%	Less than 5%	YIKES
Non Stock Part #'s*	9193	69%	Greater than 70% of PN's	
Core Clean	\$825	0%	pn#13 43 pieces	
Core Dirty	\$3,955	2%	pn#16 151 pieces	
Replace by hold RBH	\$958	0%	pn#14 NA pieces	
			NA	
Total Inventory	\$195,753	100%		

REYNOLDS

Activity	Value	% of inventory	NADA Guide	Notes	
Current	\$104,623	54.51%	75%	this is your current and active	
1-3 Months	\$52,299	27.25%	included	healthy parts inventory	
4-6 Months	\$12,820	6.68%	23%		OBSO POSI
7-9 Months	\$8,878	4.63%	2%	65% Will likely become obso	.65 TIMES T
10-12 Months	\$3,637	1.89%	included	85% Will likely become obso	.85 TIMES T
13-24 Months	\$9,184	4.78%	0%	Technically Obsolete	PLUS THE 1
25+ months	\$491	0.26%	0%		PLUS THE 2
TOTAL	\$191,932	100.00%			OBSO AS A
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAIL	
OBSO POSITION (LINES 23-26 FROM ABOVE)				FAIL	
NEG-ON-HAND (MINUS-ON-HAND)				PASS	
CLEAN CORE				PASS	
DIRTY CORE				PASS	
LOST SALES CALCULATOR VS. ACTUAL				PASS	
AVERAGE STOCK ORDER (NEEDED FOR F				PASS	
MONTHS SUPPLY (FS TEMPLATE)				PASS	
GROSS (TOTAL) TURNS (from your FSTemp				PASS	
TRUE (STOCK) TURNS (from your FS Temp				FAIL	
FTFR (FIRST TIME FILL RATE) (from your p				PASS	

ADDITIONAL MATH DONE BELOW

HE 7-9 MONTH VALUE	\$5,771
HE 10-12 MONTH VALUE	\$3,091
3-24 MONTH VALUE	\$9,184
5+ VALUEEQUALS	\$491
% OF TOTAL	\$ 18,537.03

9.66%

Departmental Action Plan

Dealership **Page Toyota**

Stu

Academy Week **Week 2**

& Stud

Current Situation

1. SOP handling procedure 2. The current parts area is enter (technician, sales, customers even) and it is lock The two consecutive years' parts shrinkage of \$25K is from 25%

Overall Objective:

**1. Reduce OBSO by implete a real SOP handling proce
3. Identify the causes of parts shrinkage and make cha
4. By raising the internal rate and increase the GP to 30
bring in an additional \$21000 profit to the Parts depart**

Proposed Timeline

1. 90 days 2. 150 days 3. 60 days 4. It's done.

Action Plan

Describe necessary actions to reach desired result: 1.

Requirements

**Meeting with Dealer: 1. SOP Procedure needs more discussion with the dea
3. Need to more discussion with our comptroller and parts manager. 4. Interr
1. Action Proposed: Initial suggestion has been made but need more conversa**

Meeting with stakeholder(s) (dealership personnel): Meeting with the dealer

2. Describe what is in place to support desired goal: More discussion and com

Accountability: Monitoring progress:

Who: Dealer Principle, Comptroller, and the parts mgr.

What: SOP procedure Impletment etc.

3. By When: next 90 days

How: I will have to propose a SOP procedure which is suitable for our dealers no.

Describe checkpoints that have been established to measure progress: Wee

4. Date(s) for review: not established the dates yet.

5. Estimated cost for implementation: 1. Time 2. \$150 - 200k for parts departm

Projected Date of
Completion:

May 31, 2018 for SOP procedure and
July 31, 2018 for remodeling

Sponsor Signature:

Bob P

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas: GROSS, EXPENSES, NET PROFIT, CSI

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **Jue Page**

Student Number **NADA 332**

is completely open to everyone to
ed by cleaning crew every day. 3.
sue. 4. Raise the internal GP% to 30%

ture. 2. Improve the work efficiency
anges to prevent the future problems.
0% from the current 20%, it could
ment.

Talk to the Parts mgr again about the

ler principle and parts mgr. 2. Remodeling is in plan.
nal rate has been raised.

tion to get it going.

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

principle, Comptroller and the parts mgr.
munication.

ship environment and open the disucssion for yes or

kly review for SOP, and quarterly parts reconciliation

ent remodeling.

age























