

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate			
DATE	RO'S	1st Time	Same Day	Day	Rate %
8th/18	12	8	2	2	
9th/18	11	10	0	1	
12th/18	12	11	1	0	
13th/18	11	10	1	0	
14th/18	12	9	1	2	
15th/18	14	14	0	0	
21st/18	12	9	2	1	
Totals	84	71	7	6	

REYNOLDS 2213						
Stocking Status	Inventory Value		% of Inventory	Guide		
INVESTMENT						
Normal or Active Stock	###		68.00%	over 70%		
Automatic Phase Out	\$6,484		5.00%	Less than 30%		
Dealer Phase Out	\$6,484		5%	Less than 1%		
Manual Order	N/A		#VALUE!	Less than 3%		
Non Stock Part \$'s	###		21%	Less than 5%		
Non Stock Part #'s*	654		MEMO	Greater than 70% of PN's		
Core Clean	N/A		#VALUE!	PART #		# PIECES
Core Dirty	N/A		#VALUE!	PART #		# PIECES
Replace by hold RBH	N/A		#VALUE!	PART #	NA	# PIECES
				NA		
Total Inventory	\$127,735		#VALUE!			

REYNOLDS

Activity	Value	% of inver	NADA Guide	Notes
Current	###	38.12%	75%	this is your current a
1-3 Months	###	52.76%	included	healthy parts invento
4-6 Months	\$7,411	6.01%	23%	
7-9 Months	\$1,571	1.28%	2%	65% Will likely become
10-12 Months	\$187	0.15%	included	85% Will likely become
13-24 Months	\$2,068	1.68%	0%	Technically Obsolete
25+ months	N/A	#VALUE!	0%	
TOTAL	\$123,218	#VALUE!		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

JUST TO LET YOU KNOW WHEN YOU TR

;

FOR MANUAL ORDER IT'S THE SAME TH

if you have any questions call us SERTI =18

thnak you

and active
ory

	OBSO POSITION MATH DONE BELOW	
obso	.65 TIMES THE 7-9 MONTH VALUE	\$1,021
obso	.85 TIMES THE 10-12 MONTH VALUE	\$159
e	PLUS THE 13-24 MONTH VALUE	\$2,068
	PLUS THE 25+ VALUE EQUALS	N/A
	OBSO AS A % OF TOTAL	#VALUE! #VALUE!

TRY TO RUN A REPORT OF CLASS FOR THE CORE IT'S BLANK

THE REPORT GO OUT AND IT'S BLANK

800-361-6615

Departmental Action Plan

Dealership **Rally Motors**

Academy Week **N332**

Class &

Current Situation

We are hanging on to a big chunk of SOP's in our parts department, And from that inventory is not prepaid. We also don't have a set date as to when they go when they notice the inventory gets a little high to their liking. They estimate 1 SOP's for, Dont come back to finish the repairs and they end up sending parts

Overall Objective:

We have decided to make it policy that we get 100% of SOP's prepaid. We also then we were last year, So our plan is to register 1-2 demos specifically just for The thinking behind this is, The average time to get the parts is about 3-5 day: loaners for the days it takes to get the parts and finish the repairs so that we can applied to units. Also if we have customers not taking loaners and wanting to still require part being prepaid, and also we are setting our return policy to 12

Proposed Timeline

I'm going to say a good timeline to use would be 120 Days from when we do our first 30 days what the customer reaction is of this policy change will be like on SOP's being ordered and not being completed is high, So I think as far as real for a real good view of seeing improvement and if it helps the situation, I'm good order.

Action Plan

The plan will be to explain to the advisors the reasoning behind the change and

Requirements

1. Explained exactly what's above.

2. We are going to have our Motorsports store staff help coach and explain to our customer to easily buy into this change. We will be checking in on the consequences, We are seeing this being done well at our powersports store (to be done.) If we were seeing our staff can't seem this going in right direction. My concern before, So I would have him come for a day and demonstrate for them. If he is successful, It will be time to review who I truly got for counterpeople. As far as a

3. Who: Parts and Service advisors What: Tracking how many SOP's ordered
When: 120 days from first ordered SOP. How: Tracking daily, Weekly, Monthly, Prepaid, As well as how much inventory are we sitting on after 120 days.

4. It will be tracked Daily, Weekly, Monthly.

5. The cost applied to this, Will be the depreciation we will be applying to these :

Projected Date of Completion:

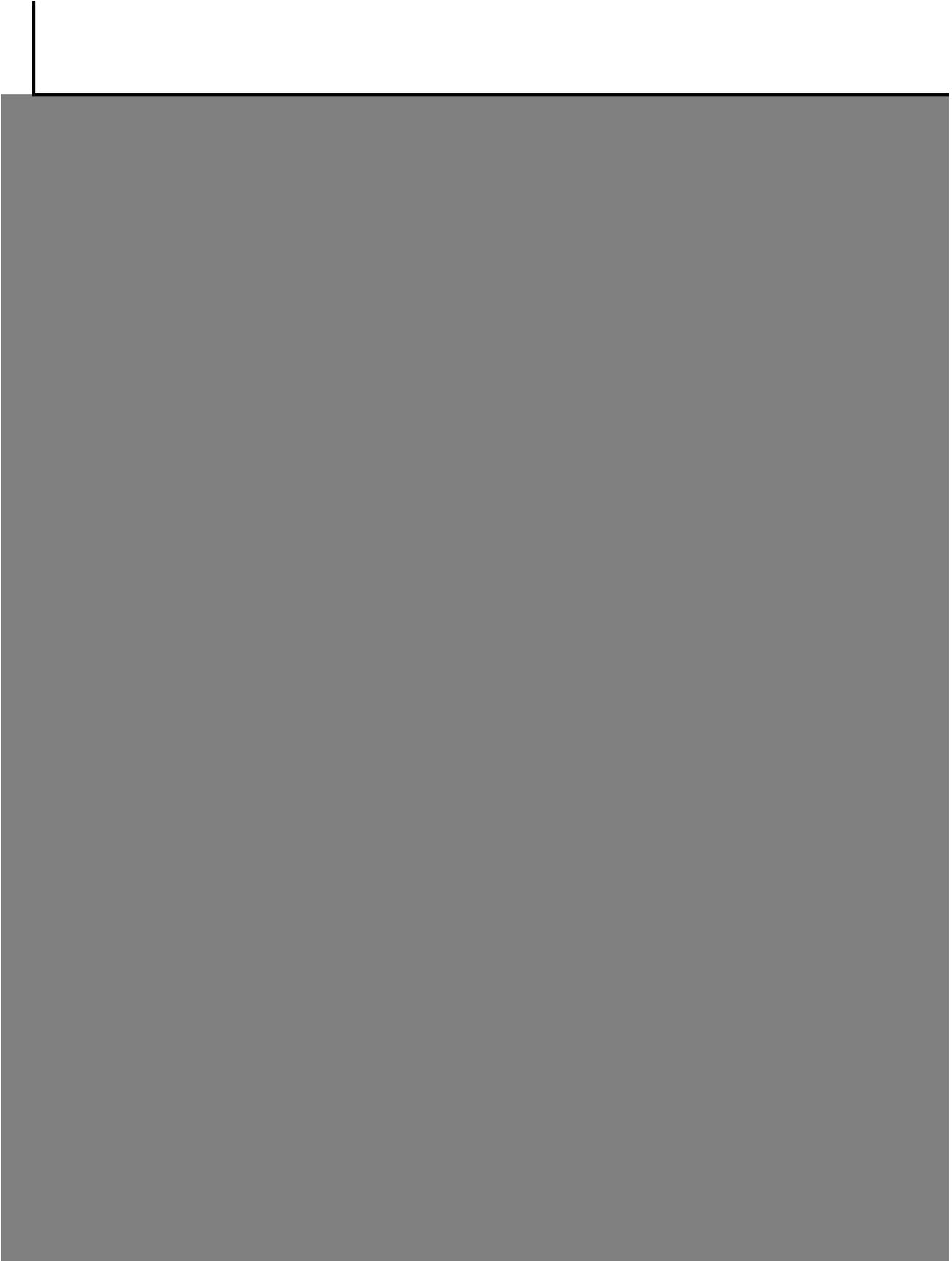
July 1st/2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

I was a little unsure exactly what to label here. I have put a call out to find out from you all what your response back, I will update this section for you.



Student Name

Student Number

what I understand, Roughly less than half of
at sent back. They basically start deciding
that about 3/10 customers that they order
s back after quite a while.

o are now able to register more service loaners
or customers ordering SOP's for their vehicle.
s. So we will assist these customers with
decrease the amount of parts not getting
leave with their cars. We will allow, But will
0 days. That porting may change, But that will

our first order for SOP's. I think will see in the
nce we start applying this, As it seems are
ction to the change will see immediately. But
ing to say a full 120 days from the first SOP

nd show them why exactly were doing this from

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

for Volkswagen staff, How to properly do this to staff daily to track improvement. As far as Different products entirely, But no reason cant one parts consultant worked at the store successful and the other guys can't make this able to demonstrate and be able to SELL.

and daily, And how many are prepaid. By monthly SOP's that are being ordered and not

1-2 service loaners, which is \$500 a month. At

Derryl Hudye

you would like. For now im sending this, But when I get a

