

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
2/8/2018	5	4	0	1
2/12/2018	5	5	0	0
2/13/2018	5	4	0	1
2/15/2018	5	3	0	2
2/16/2018	5	5	0	0
2/17/2018	5	4	0	1
2/19/2018	5	4	0	1
2/20/2018	5	5	0	0
2/21/2018	5	4	0	1
2/22/2018	5	5	0	0
Totals	50	43	0	7



Rate %
80.00%
100.00%
80.00%
60.00%
100.00%
80.00%
80.00%
100.00%
80.00%
100.00%
#DIV/0!
86.00%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
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 #
Core Dirty			#DIV/0!	PART #
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
1-3 Months		#DIV/0!	included	healthy parts invento
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		\$327,364	68.89%	over 70%
Automatic Phase Out		\$80,439	16.93%	Less than 35%
Dealer Phase Out		\$931	0.20%	Less than 1%
Manual Order		\$0	0.00%	Less than 3%
Non Stock Part \$'s		\$45,622	9.60%	Less than 5%
Non Stock Part #'s*			MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repape by Hold Not on ADP				NA
Clean Core		\$20,870	4.39%	p/n pieces
Dirty Core			0.00%	
Total Inventory		\$475,226	100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	227,724		70%	ACTIVE INVENTORY at 75%
4-6 Months	21,391		7%	ACTIVE INVENTORY at 23%
7-12 Months	41,497		13%	75% will likely become Obso 2%
Over 12 Months	17,659		5%	Technical Obsolescence 2% is g
New parts no sales	19,090		6%	Minimal Amount
Total Inventory	\$327,361		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		31122.75
uide	PLUS			17,659
	PLUS			19,090
	EQUALS		21%	67871.75

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOC			#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						
			VALUE	%	ACUM %	INSTRUCTORS NOTE
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI
TEN MONTHS AGO				#DIV/0!	#DIV/0!	
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!	

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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S IF YOUR PHASE	



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 becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

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



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ory

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#DIV/0!

Departmental Action Plan

Dealership **WESLEY CHAPEL NISSAN**

Academy Week **2**

Class & :

Current Situation

**WE WERE NOT TRACKING LOST OF SALES WITCH EMERGENCY PARTS WEI
ALSO NOT BEING USED CORRECTLY AND PAY PLAN VS PROFIT WHERE NO**

Overall Objective:

**TRACK LOST OF SALES .. INCREASE ACCESSORIES SALES.. CHANGE PAY F
WITCH WILL INCREASE GROSS PROFIT**

Proposed Timeline

THIS WILL BE DONE IN THE NEXT THREE MONTHS

Action Plan

Describe necessary actions to reach desired result:TRACK ALL LOST SALES

Requirements

- 1. TRACK ALL SALES BY GOING THRU DMS AND REPORTING ACCURATLY THA
CORRECTLY ON A DAILY BASIS .**

Meeting with stakeholder(s) (dealership personnel):
TO ACHIEVE THIS GOAL WE WILL HAVE TO TRAINED ALL PARTS PERSONEL
DMS ALL THE PARTS THAT ARE BEING SOLD, BY DOING SO IT WILL CREATE
2. ARE ACTUALLY MISSING THAT ITEM, BY DOING SO WE WILL MINIMIZE OUR E
EFFICIENT ON THIS MATTER WE WILL MONITOR ON A 3 MONTH PERIOD, WE
GUIDE AND WILL BONUS MGRS ON % OVER THAT

Accountability: Monitoring progress:
Who:SERVICE DIRECTOR AND PARTS MANAGER
What:WILL CHECK THE DMS REPORT ON DAILY BASIS AND MONITOR OPPO
3. By When:JUNE WILL BE THE NEXT REVIEW
How:HOLDING EVERYONE ACCOUNTABLE

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:

06/30/18

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name JONATHAN SANTOS

Student Number 332

RE NOT ACCURATE,ACCESSORIES WERE
T BEING MONITOR

PLANS ELIMINATE EMERGENCY PURCHASES

MINIMIZE EMERGENCY SALES AND CONTROL

AN REVIEWING REPORTS TO ORDER PARTS

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

. TO ACTUALY CHECK AND PUT INTO OUR
: A TRACKING SYSTEM TO LET US KNOW WE
EMERENCY SALE. SINCE WE WERE NOT
: WILL CHOOSE N.A.D.A BEST OF CLASS FOR

RTUNITIES