

This is all done electronically. We print the ROS to the printer in the parts department. The way they get to our 87.4% immediate fill rate is through a formula based on Lost Sales.

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	First time fill rate		
DATE	RO'S	1st Time	Same Day	Day
Totals	0	0	0	0

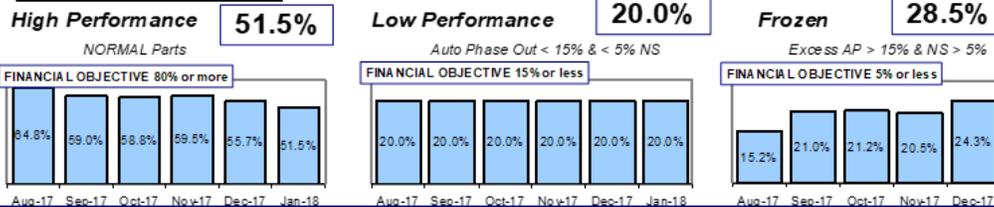
Yark Toyota

- INVESTMENT ANALYSIS - Total Investment



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Capital Utilization - TOTAL INVENTORY



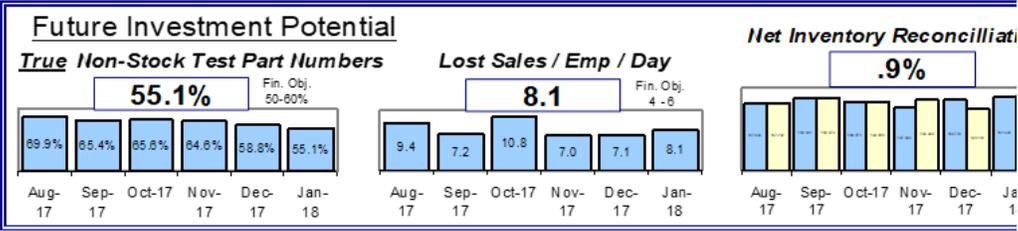
Return On Investment - TOTAL INVENTORY

GROSS TURN

Department G.P. 25.7% FinObj-31-34%

GROSS TURN		Breakeven 18.5%	
12.9	FinObj- 6-9		
RO Retail G.P.	Counter Sales G.P.	Wholesale G.P.	Internal G.P.
40.0%	22.2%	8.9%	30.4%
Financial Objective-44-48%	Financial Objective-42-44%	Financial Objective-24-28%	Financial Objective-26

Final



Investment Impact - ESPM® - Mechanical
Economic Stocking Policy by Movement®

Immediate Fill Rate		87.4%
Stocking Numbers	Stocking Pieces	Stocking Dollars
1,356	4,443	\$44,304
% of Total Stocking Numbers	% of Total Stocking Pieces	% of Total Stocking Dollars
76.4%	55.7%	27.5%

Final

echs are notified only when the car is here and parts are in.
t the parts being available. See the report i copied below.
ale counts. DCSi does not completely disclose how they get to their numbers

Rate %
#DIV/0!

RE

CC
SELE

Sl.com

28.5%

Jan-18

-30%

ion



in- ICS \$
8 FS \$



CDK		Inventory	% of Inventory	Guide	
Stocking Status	INVESTMENT	Value			
Normal or Active Stock		\$84,740	52.07%	over 70%	
Automatic Phase Out		\$34,503	21.20%	Less than 35%	
Dealer Phase Out		\$1,364	0.84%	Less than 1%	
Manual Order		\$0	0.00%	Less than 3%	
Non Stock Part \$'s		\$42,130	25.89%	Less than 5%	
Non Stock Part #'s*		9,906	MEMO	76.00%	Greater than 70% of PN's
No Phase Out	Not on ADP			NA	
Repape by Hold	Not on ADP			NA	
Clean Core		\$0	0.00%	p/n pieces	
Dirty Core		\$0	0.00%		
Total Inventory		\$162,737	100.00%		

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	95,092		58%	ACTIVE INVENTORY at 75%
4-6 Months	14,021		9%	ACTIVE INVENTORY at 23%
7-12 Months	18,141		11%	75% will likely become Obso 2%
Over 12 Months	20,025		12%	Technical Obsolescence 2% is g
New parts no sales	15,457		9%	Minimal Amount
Total Inventory	\$162,736		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		13605.75
uide	PLUS			20,025
	PLUS			15,457
	EQUALS		30%	49087.75

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation After looking at the lost sale calculator and the lost sale quiz, we have a problem. We had over \$43,000 in lost sales marked in November and the lost sale calculator said we should have just under \$4,000/month. The lost sales quiz sent to our Parts Manager and 2 parts advisors came back with all but 2 situations marked as lost sales. I am concerned we are marking everything lost sales and I fear for what our inventory is going to look like in the coming months/years. Looking at our CDK Scorecard from January we still have 30% OBSO.

Overall Objective: The goal is to get everyone on the same page as to what is and what isn't a lost sale to keep our inventory in control and get our OBSO in line.

Proposed Timeline We will have everyone aware of what we do and do not consider a lost sale by March 5th and plan to have made some noticeable changes to our inventory and lost sales reporting by April 1, 2018.

Action Plan See next tab or Attached Page.

Requirements

Meeting with Dealer:

1. Action Proposed: I have met with our dealer and the GM of our Toyota store already. We have gone over the reporting that we pulled from class. We are on the same page that there appears to be a problem and have agreed to the plan outlined here.

Meeting with stakeholder(s) (dealership personnel):

2. Training and coaching will take place with the help of our CDK consultant. We will run the lost sale report daily to make sure the number has come down.

Accountability: Monitoring progress:

3. Who: Myself, Parts Manager, GM
What: CDK Lost Sale Reporting
By When: April 1st
How: Training, retraining, and accountability.

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: Daily at first. Weekly moving forward.

5. Estimated cost for implementation: None. This will all be training and tracking.

Projected Date of Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:

Sales, gross, and expenses will all be affected by this change. We should generate more sales by having the correct parts in stock when needed. We should gross more by not having to deal with special order parts. We should save money by not wasting money on inventory we don't need and by stocking the inventory that we do need.

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

Action Plan

Vision - To get everyone on the same page in regards to what is and what isn't a lost sale to keep our inventory in control and eliminate our excessive OBSO.

Mission - Meet with our GM, Parts Manager, and CDK consultant to determine if there is a method to this madness. If not, train and retrain to fix the problem.

Strategy - Run through as many scenarios as possible so that when we come across any situation we all are on the same page as to what is and what is not a lost sale.

Implementation - Use what we have set moving forward and run lost sale report daily until we get it under control.

Success - OBSO will be much closer to the 2% guide and we will have a huge decrease in Non Stock Parts. OBSO is currently at 30% and Non Stock Parts is at 26%.