

## Parts Manager Conversation

Collaborate with your Parts Manager to answer the following questions. Use this opportunity to share new ideas from the class and to coach your Parts Manager on how they can be implemented. Be sure to respect their expertise. **Provide your answers in a different color font.**

1. What formal parts management training does your parts manager have (for example, the NADA Academy Seminar)? *37 years on the Job Ford experience as well as NADA training*
2. Does your Dealership/Parts department have a Vision statement that all departmental employees know and understand? What is it? *yes we do. The right part the first time with the right attitude*
3. Have you ever tracked your First Time Fill Rate (FTFR) manually (not using the DMS or your OEM)? What is your current Repair Order FTFR? *no*
4. What percentage of your business comes from Inside (RO/Internal/Warranty/Body Shop) vs Outside (Counter Retail & Wholesale)? *65%*
5. What policies, controls, and security are in place on your DMS (via Privileges and/or the Exception or Deviation Reports) to prevent counter people from changing the pricing structure during daily transactions? *Daily audit every day*
6. Who can change/override parts pricing? Cashier? Service Director/Manager? Service Advisors? *Parts manager + Asst manager*
7. Are you at Retail pricing for Internal? Who established your Internal parts pricing policies? Are they current? *above matrix yes Parts manager + GM*
8. If you are in a Retail Reimbursement for Warranty state, are you at retail for warranty? If not, when was the last time you petitioned the OE for retail reimbursement? *above retail 84.6%*
9. Do the Parts, Service and Body Shop Managers work with the Office Manager/Controller monthly to follow up on all Work in Process (WIP) documents. Do they verify that all parts invoices and repair orders are closed out in a timely manner? What does this look like? *yes CFO built his own report and we are held accountable*
10. Is the financial statement for the Parts department given to the manager and discussed on a weekly/monthly basis? If not, is a daily operating report of sales, gross profit, etc., provided to the Parts Manager for review (DOC)? *daily access to Axxessa*
11. What is your retail pricing strategy for your Parts department? How often do you check to see whether your pricing goals are being achieved? *Retail price structure is the same as service Retail full matrix weekly manager meeting with GM*

12. How often do you audit your dealership's Parts web page? How often are coupons, hours of business, etc., reviewed and updated? *Parts Director does every six months all Dept heads Review with GM*
13. Do you have a Parts online eStore? How do you ensure that parts order forms/queries are responded to in a timely manner? Who gets the email leads/questions? *Yes Parts Director + Parts manager only ones with access*
14. What sales training is available to Parts personnel? If training is available, is it mandatory? How often are sales skills assessed, tested, and refreshed? *Ford Stars Yes Yearly*
15. Do you have a process to offer accessories to 100% of your New and Used customers? If so, what does it look like? If not, why not? *every sales person is required to walk customer to Parts Dept and our Accessory Showroom*
16. What would help you sell more accessories? *If the owner did not own 2 aftermarket accessory stores*
17. Do you review your wholesale customers to see if their sales, gross, and returns justify the expense of conducting business with them? How often are they reviewed? *Yes every month*
18. Do you know how much each of your Parts salespeople must sell each day just to breakeven? *Yes part of CFO Report*
19. What procedures do you have in place to ensure inventory accuracy and integrity? How are variances communicated to the accounting office? *weekly bin checks monthly report CFO built*
20. Are lost sales being tracked in your DMS? Do you have a common definition that all counter people understand? What is your definition? *Yes any part not on shelf not captured*
21. What is the biggest obstacle to getting your Special Order parts off the SOP shelves and installed/picked up? *not enough Technicians*
22. In your store, what do you feel is the biggest cause of frozen capital and/or obsolescence? What is the current dollar value of your obsolescence? *have no inventory older than 11 months 0*
23. What is your phase in/phase out strategy? How do you balance this strategy with factory recommended stocking guidelines (RIM, ARO, Parts Eye, etc.)? *Rim program / manually added 3 mths 12 months*
24. On a scale of 1-10 (10 = expert level) what is your level of understanding of the information that is on your DMS's monthly summary? *9*
25. What is the one thing that your organization can do or provide to help the Parts Manager do their job more effectively? *more room for inventory*