

## First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
3/8/2018	33	11	4	5
3/9/2018	5	2	1	2
3/13/2018	10	6	4	
3/14/2018	5	3	1	
				1
<b>Totals</b>	<b>53</b>	<b>22</b>	<b>10</b>	<b>8</b>



<b>Rate %</b>
<b>33.33%</b>
<b>40.00%</b>
<b>60.00%</b>
<b>60.00%</b>
<b>#DIV/0!</b>
<b>41.51%</b>



REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$506,928		43.84%	over 70%
Automatic Phase Out	\$103,611		8.96%	Less than 30%
Dealer Phase Out	\$4,057		0%	Less than 1%
Manual Order			0%	Less than 3%
Non Stock Part \$'s	\$285,975		25%	Less than 5%
Non Stock Part #'s*	21736		MEMO	Greater than 70% of PN's
Core Clean	\$92,286		8%	PART # # PIECES
Core Dirty	\$152,718		13%	PART # # PIECES
Replace by hold RBH	\$10,731		1%	PART # NA # PIECES
				NA
Total Inventory	\$1,156,306		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$338,000	29.49%	75%	this is your current a
1-3 Months	\$317,404	27.69%	included	healthy parts invento
4-6 Months	\$189,524	16.53%	23%	
7-9 Months	\$87,177	7.61%	2%	65% Will likely become
10-12 Months	\$73,405	6.40%	included	85% Will likely become
13-24 Months	\$124,218	10.84%	0%	Technically Obsolete
25+ months	\$16,500	1.44%	0%	
TOTAL	\$1,146,228	100.00%		

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

nd active ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$56,665	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$62,394	
	PLUS THE 13-24 MONTH VALUE	\$124,218	
	PLUS THE 25+ VALUE EQUALS	\$16,500	
	<b>OBSO AS A % OF TOTAL</b>	<b>\$ 259,777.30</b>	<b>22.66%</b>

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
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
No Phase Out Not on ADP				NA
Repape by Hold Not on ADP				NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory	\$0		#DIV/0!	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK...BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOCK			#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
<b>INVENTORY AGING BY LAST SOLD</b>						
			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





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
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- DANGER
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- OK...BUT..
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nd active  
ory

e obso      \$0.00

obso      \$0.00

OBSO      \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

My action plan will focus on the back counter. Currently there is a misuse of time. Befor week 2 of the Accademy, I would walk though the shop and notice technicians standing in line for parts. My first thoughts were "WoW we are busy". After attending week 2 my thoughts are "WoW what a wast of time and money".

Overall Objective:

Our Overall Objective is to inccress efficiency for our Tecnicians and inccress CSI.

Proposed Timeline

Our proposed timeline would be 30 days.

Action Plan

1.We will be hiring a parts runner and will look to recruit within. Dennis our Parts manager will spend time training our parts runner.Dennis our pa

Requirements

Meeting with Dealer:  
1. Action Proposed: Michael Haddad is informed and agrees with the action plan

Meeting with stakeholder(s) (dealership personnel):  
2. Describe what is in place to support desired goal:  
We had a meeting with the service manager and the parts manager to discuss our plan. We covered the action plan and went over the parts runners duties. We also covered on how this effects CSI and Service Department gross.

Accountability: Monitoring progress:This will be monitord daily by all Fixed Opperations Managers and myself as the future General Manager. The service manager will talk to the technicians to verify parts are getting deliverd at a timely manner.The Parts manager will supervise and coach our parts runner to ensure maximum efficiency. I will walk through the shop multiple times and talk to all fixed Managers to ensure consistency. We believe that this could accomplish our goal within 30 days.  
3. Who:  
What:  
By When:

Describe checkpoints that have been established to measure progress:Our checkpoints will be done daily by all fixed Managers. Progress will be measured by a inccress in CSI and Service department gross.  
4. Daily / Weekly / Bi-weekly / Monthly /  
Date(s) for review:

5. Estimated cost for implementation: The only cost that we will absorb is adding a new employee.

Projected Date of Completion:

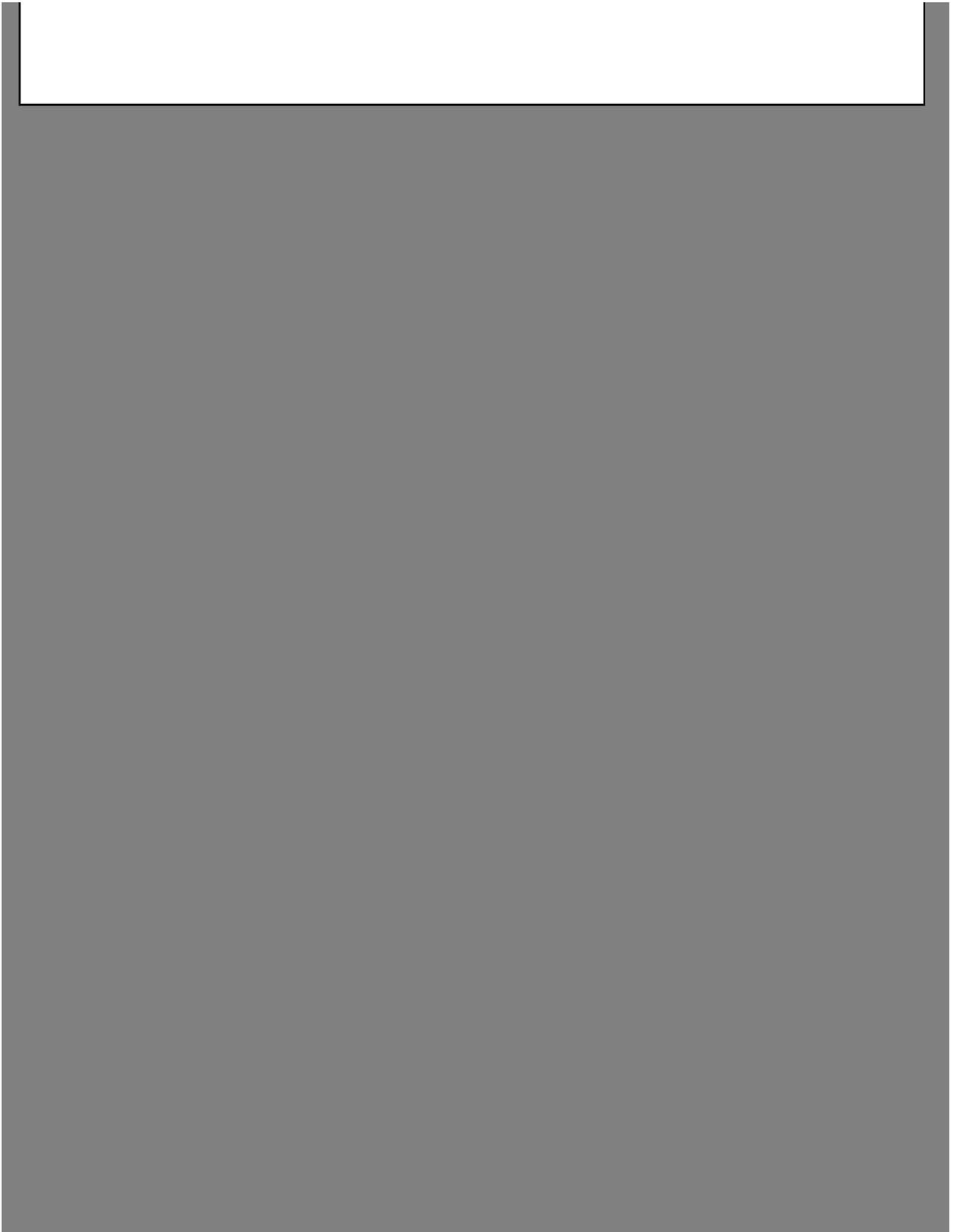
Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / CSI will be impacted. How ? We have determind that technicians lose a average of 20 minutes is lost per day waiting for parts. Turn time is the key to good CSI. When we dig deeper we start to understand how this relates to Gross..... 20 minutes per day, times that by the number fo Technicians 22 = 440 minutes Divided by 60 minutes in one hour is 7 non productive hours per day Times our effective labor rate of \$110 \$770 per day times a average of 22 working days= \$16940 in sales per Month and if i used NADA standard 75% Its \$12705.00 gross lost per month.



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

