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Feb-Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 542,140.00	24%
Repair Order B.S.		0%
Counter Retail	\$ 79,628.00	4%
Warranty	\$ 648,635.00	29%
Internal	\$ 350,979.00	16%
Wholesale	\$ 620,987.00	28%
		0%
		0%
Total Department (MTD)	\$ 2,242,369.00	100%

Feb-Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 1,182,659.00	0.00%
Repair Order B.S.		0.00%
Counter Retail	\$ 156,132.00	3%
Warranty	\$ 1,209,023.00	27%
Internal	\$ 708,218.00	16%
Wholesale	\$ 1,221,567.00	27%
		0%
		0%
Total Department (YTD)	\$ 4,477,599.00	100%

March-Sales Distribution MTD		
Category	Sales	% Of Total

Repair Order	\$ 782,655.00	28%
Repair Order B.S.		0%
Counter Retail	\$ 86,615.00	3%
Warranty	\$ 673,510.00	24%
Internal	\$ 414,025.00	15%
Wholesale	\$ 797,926.00	29%
		0%
		0%
Total Department (MTD)	\$ 2,754,731.00	100%

March-Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 1,965,314.00	27%
Repair Order B.S.		0%
Counter Retail	\$ 242,748.00	3%
Warranty	\$ 2,003,232.00	27%
Internal	\$ 1,122,243.00	15%
Wholesale	\$ 2,019,493.00	27%
		0%
		0%
Total Department (YTD)	\$ 7,353,030.00	100%

Feb-Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %
Repair Order	\$ 211,792.00	31.36%	39.07%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail	\$ 32,249.00	4.77%	40.50%	41%
Warranty	\$ 229,065.00	33.92%	35.31%	28-40%
Internal	\$ 113,265.00	16.77%	32.27%	41%
Wholesale	\$ 89,033.00	13.18%	14.34%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (MTD)	\$ 675,404.00	100.00%	30.12%	38%

Feb-Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order	\$ 453,353.00	0.00%	38.33%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail	\$ 63,118.00	0.00%	40.43%	41%
Warranty	\$ 485,349.00	0.00%	40.14%	28-40%
Internal	\$ 225,694.00	0.00%	31.87%	41%
Wholesale	\$ 186,492.00	0.00%	15.27%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (YTD)		0.00%	0.00%	38%

March-Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	Profile %

Repair Order	\$ 306,167.00	36.37%	39.12%	41%
Repair Order B.S.	\$ -	0.00%	0.00%	30-35%
Counter Retail	\$ 33,764.00	4.01%	38.98%	41%
Warranty	\$ 243,480.00	28.92%	36.15%	28-40%
Internal	\$ 130,711.00	15.53%	31.57%	41%
Wholesale	\$ 127,785.00	15.18%	16.01%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (MTD)	\$ 841,907.00	100.00%	30.56%	38%

March-Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	Profile%
Repair Order	\$ 759,519.00	33.67%	38.65%	41%
Repair Order B.S.		0.00%	0.00%	30-35%
Counter Retail	\$ 96,882.00	4.29%	39.91%	41%
Warranty	\$ 728,829.00	32.31%	36.38%	28-40%
Internal	\$ 356,405.00	15.80%	31.76%	41%
Wholesale	\$ 314,277.00	13.93%	15.56%	25%
		0.00%	0.00%	
		0.00%	0.00%	
Total Department (YTD)	\$ 2,255,912.00	100.00%	30.68%	38%

#NAME?

Feb-Parts Employ

Category	Dollar Amount
Sales (Total)	\$ 2,517,324
Gross Profit	\$ 774,426
Expenses (Total)	\$ 706,673
Department Net Pr	\$ 67,753

Feb-Parts Employ

Category	Dollar Amount
Sales (Total)	\$ 5,189,228
Gross Profit	\$ 1,709,173
Expenses (Total)	\$ 1,490,282
Department Net Pr	\$ 218,891

March-Parts Emplc

Category	Dollar Amount
----------	---------------

Sales (Total)	\$ 3,081,958
Gross Profit	\$ 995,617
Expenses (Total)	\$ 799,505
Department Net P	\$ 196,112

March Parts Empl

Category	Dollar Amount
Sales (Total)	\$ 8,271,187
Gross Profit	\$ 2,704,788
Expenses (Total)	\$ 2,289,785
Department Net P	\$ 415,003

Employee Productivity MTD

÷	# Employees	=	Per Employee
÷	33.00	=	\$ 76,283
÷	33.00	=	\$ 23,467
÷	33.00	=	\$ 21,414
÷	33.00	=	\$ 2,053

Employee Productivity YTD

÷	# Employees	=	Per Employee
÷	33.00	=	\$ 157,249
÷	33.00	=	\$ 51,793
÷	33.00	=	\$ 45,160
÷	33.00	=	\$ 6,633

Feb-Monthly Reconciliation Of Parts To General Ledger

Dollar value of parts on dealership management report	
Dollar value of packing lists for parts received, but not invoiced	
Dollar Value of bulk oil, gear lube, trans fluid in stock	
Credits due for parts returned	
Inventory Core Value - clean	
Cores to be returned for credit - dirty	
Work in Process - Repair Orders & Invoices	
Dollar Value of NPN parts	
Dollar value of parts with no cost record	
Plus / Minus	
Inv Adjustments (Bin Counts, Mnthly Updates, Emer Purchases)	
Total Inventory	
Inventory Per Financial Statement	
Difference	

Employee Productivity MTD

÷	# Employees	=	Per Employee
÷		=	

March-Monthly Reconciliation Of Parts To General Ledger

--	--

÷	33.00	=	\$ 93,393
÷	33.00	=	\$ 30,170
÷	33.00	=	\$ 24,227
÷	33.00	=	\$ 5,943

Employee Productivity YTD

÷	# Employees	=	Per Employee
÷	33.00	=	\$ 250,642
÷	33.00	=	\$ 81,963
÷	33.00	=	\$ 69,387
÷	33.00	=	\$ 12,576

Dollar value of parts on dealership management report

Dollar value of packing lists for parts received, but not invoiced

Dollar Value of bulk oil, gear lube, trans fluid in stock

Credits due for parts returned

Inventory Core Value - clean

Cores to be returned for credit - dirty

Work in Process - Repair Orders & Invoices

Dollar Value of NPN parts

Dollar value of parts with no cost record

Plus / Minus

Inv Adjustments (Bin Counts, Monthly Updates, Emerg Purchases)

Total Inventory

Inventory Per Financial Statement

Difference

General Ledger

	\$ 3,192,191
Minus	
ded	\$ 8,448
	\$ -
Plus	
	\$ 29,701
	\$ -
	\$ 3,303
	\$ 175,619
	\$ -
	\$ -
Minus	
+/-	\$ -
	\$ 3,392,366
	\$ 3,258,453
	\$ 133,913

Difference as a % of t

3.95%

General Ledger

	\$ 3,266,619
Minus	
ced	\$ 15,312
	\$ -
Plus	
	\$ 39,804
	\$ -
	\$ 10,417
	\$ 153,962
	\$ -
	\$ -
Minus	
+/-	\$ -
Inventory	\$ 3,455,490
ment	\$ 3,316,619
rence	\$ 138,871

Difference as a % of t

4.0%

Feb-Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	4,477,599
Year To Date Parts & Accessories Gro -	\$	-
Subtotal =	\$	4,477,599

Number of Months in Year	÷	2
Average Month Cost Of Sales	=	\$ 2,238,800

Stat

DMS

he Financial Statement inventory

March Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	7,353,030	Stat
Year To Date Parts & Accessories Gro -	\$	-	
Subtotal =	\$	7,353,030	
Number of Months in Year	÷	3	DMS
Average Month Cost Of Sales =	\$	2,451,010	

he Financial Statement inventory

Feb-Months' Supply Of Inventory

Feb-1

Inventory

Inventory		\$ 3,260,069
Divided by Average Month Cost-of-Sale ÷		\$ 2,238,800
Equals Months' Supply	=	1.46

Reflects the dollar value of parts that had been able to fill all requests. We need to have an accurate lost sale

\$	3,480,055	+
Cost of Parts Sold (Sales - Gross) YTD (

Inventory

Inventory		\$ 3,024,008
Divided by Average Month Cost-Of Sale ÷		\$ 2,238,800
Equals Months' Supply	=	1.35

March Months' Supply Of Inventory

March

ement Inventory

Inventory		\$ 3,316,619
Divided by Average Month Cost-of-Sale ÷		\$ 2,451,010
Equals Months' Supply	=	1.35

Reflects the dollar value of parts that had been able to fill all requests. We need to have an accurate lost sale

\$ 7,353,030 +
Cost of Parts Sold (Sales - Gross) YTD (

Inventory

Inventory		\$ 3,266,619
Divided by Average Month Cost-Of Sale ÷		\$ 2,451,010
Equals Months' Supply	=	1.33

Total Sales Demand

ne department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

\$	8,185	=	\$	3,488,240
Cost of Lost Sales per DMS Summary			Total Sales Demand	

Feb

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand

Emergency Purchases -

Lost Sales -

Total Demand ÷

Total Sales Demand

Marc

ne department would have been able to sell if it
To arrive at an accurate sales demand figure you
s amount.

\$	8,172	=	\$ 7,361,202
Cost of Lost Sales per DMS Summary		Total Sales Demand	

Level of service is an indi
is able to meet the needs
batting average. If 100 c
times are you able to fill t

Total Demand	
Emergency Purchases	-
Lost Sales	-
Total Demand	÷

-Level Of Service

ication of how well the parts inventory
; of the customers. Think of it as a
ustomers request a part, how many
he request? The following calculation

\$	3,488,240
\$	446
\$	8,185
Subtotal =	\$ 3,479,609
\$	3,488,240
Level of Service =	99.75%

Feb-Gross Tur

Annualized Cost-Of Sales -

\$ 5,189,228	-	\$ 1,709,173
YTD Sales		YTD Gross
\$ 3,480,055	÷	2
YTD COST		# of Months
\$ 20,880,330	÷	\$ 3,024,008
Annualized Cost-Of-Sales		Parts Inventory (Per DMS Inv)

h Level Of Service

March Gross Tu

ication of how well the parts inventory
 ; of the customers. Think of it as a
 customers request a part, how many
 he request? The following calculation

\$	7,361,202	
\$	495,302	
\$	8,172	
Subtotal =		\$ 6,857,728
\$	7,361,202	
Level of Service =		93.16%

Annualized Cost-Of Sales -

\$ 7,353,030	-	\$ 2,255,912
YTD Sales		YTD Gross
\$ 5,097,118	÷	3
YTD COS		# of Months
\$ 20,388,472	÷	\$ 3,316,619
Annualized Cost-Of-Sales		Parts Inventory (Per DMS Inv)

n

÷ Inventory

\$ 3,480,055
YTD COS

= \$ 1,740,028
Average Month
Cost-Of-Sales

= 6.9
Gross Turns

Feb-True Turn

Annualized Stock Purchases ÷ Inventory

\$ 3,108,091 ÷ 2 = \$ 1,554,046
YTD Stock Purchases # of Months Average Month
Purchases Stock Purchases

\$ 18,648,546 ÷ \$ 3,192,101 = 5.8
Annualized Stock Parts Inventory True Turns

rn

March True Turn

÷ Inventory

$$= \frac{\$ 5,097,118}{\text{YTD COS}}$$

$$= \frac{\$ 1,699,039}{\text{Average Month Cost-Of-Sales}}$$

$$= \frac{6.1}{\text{Gross Turns}}$$

Annualized Stock Purchases ÷ Inventory

$$\frac{\$ 5,033,475}{\text{YTD Stock Purchases}} \div \frac{3}{\text{\# of Months}} = \frac{\$ 1,677,825}{\text{Average Month Stock Purchases}}$$

$$\frac{\$ 20,133,900}{\text{Annualized Stock}} \div \frac{\$ 3,266,619}{\text{Parts Inventory}} = \frac{6.2}{\text{True Turns}}$$

Lost Sale Calculator

inv.# from below	# of people	# of days
6	12	24

Inventory Divider - see below

\$31,136,126.22

Inventory - OBSO

*0-250k	3
*251-500k	4
*501-750k	5
*751-1 mil	6

avg. part \$	possible lost sales
\$39.00	\$67,392.00

VS. Actual Lost Sales \$ on Mgt. Rpt.

\$8,184.60

Inventory \$ from Mgt Report

\$3,192,101.21

Obsolescence in \$

\$55,974.99

Proforma

	Repair Order Mechanical	Repair Order Body Shop	Counter Retail	Internal (new/used)
YTD Sales	\$1,182,659.00		\$156,132.00	\$708,218.00
YTD Gross Profit	\$453,353.00		\$63,116.00	\$225,694.00
YTD Cost of Sales	\$729,306.00	\$0.00	\$93,016.00	\$482,524.00
NEW Mark-Up Factor	1.67	1.33	1.69	1.69
Desired Gross %				
	40.00	25.00	41.00	41.00
NEW YTD Sales	\$1,217,941.02	\$0.00	\$157,197.04	\$815,465.56
OLD YTD Sales	\$1,182,659.00	\$0.00	\$156,132.00	\$708,218.00
Additional Gross Profit	\$35,282.02	\$0.00	\$1,065.04	\$107,247.56

PLEASE FILL IN ALL THE WHITE CELLS

Wholesale	Warranty	TOTAL
\$1,221,567.00	\$1,329,732.00	\$4,598,308.00
\$186,492.00	\$642,828.00	\$1,571,483.00
\$1,035,075.00	\$686,904.00	\$3,026,825.00
1.33	1.96	1.61
		#DIV/0!
25.00	49.00	36.83
\$1,376,649.75	\$1,346,331.84	\$4,913,585.21
\$1,221,567.00	\$1,329,732.00	\$4,598,308.00
\$155,082.75	\$16,599.84	\$315,277.21



RO's Not Filled Same Day	Actual 1st Time Fill Rate %
0	93.33%
0	100.00%
0	93.33%
1	80.00%
	#VALUE!
	#VALUE!
	#VALUE!
	#VALUE!
	#DIV/0!
1	94.12%



CDK Stocking Status INVESTMENT				Inventory Value	% of Inventory	Guide	COLOR SCORING
Normal or Active Stock				\$3,024,008	94.73%	over 70%	GOOD
Automatic Phase Out				\$23,269	0.73%	Less than 30%	WARNING
Dealer Phase Out				\$79,408	2.49%	Less than 1%	DANGER
Manual Order				\$5,669	0.18%	Less than 3%	GREAT
Non Stock Part \$'s				\$59,748	1.87%	Less than 5%	Seldom us
Non Stock Part #'s*				33,817	1.06%	Greater than 70% of PN's	OK....BUT.
Clean Core			\$0	0.00%	# PIECES	PART #	OUCH !!!!!
Dirty Core			\$0	0.00%			
Total Inventory				\$3,192,101	100.00%		ouch!!!
Cores are							
Activity	Value \$	%	Notes & Guides				
0-3 Months	2,321,611	72%	ACTIVE INVENTORY at 75%				
4-6 Months	422,882	13%	ACTIVE INVENTORY at 23%				
7-12 Months	355,839	11%	75% will likely become Obso 2% is guide				
Over 12 Months	72,150	2%	Technical Obsolescence 2% is guide				
New parts no sales	48,234	1%	Minimal Amount				
Total Inventory	3,220,717	100%	EQUALS				
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat							Pass or Fa
OBSCO POSITION (LINES 20-22 FROM ABOVE)							Pass
NEG-ON-HAND (MINUS-ON-HAND)							6,825
CLEAN CORE							\$0
DIRTY CORE (RDCI) OR DONE MANUALLY							\$0
LOST SALES CALCULATOR VS. ACTUAL							8,185
AVERAGE STOCK ORDER (Obtain data from your OE)							2,238,400
MONTHS SUPPLY (This calculation from your FS Template)							5.9

GROSS (TOTAL) TURNS (from your FS Template)

7.9

part of inventory

OBSO POSITION		
\$		266,880
		72,150
		48,234
	12%	387,264
il ?		

ARKONA STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	2	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STO			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: TO PHASE OU			#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 NOTI
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" STATU 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

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat

OBSO POSITION (LINES 23-26 FROM ABOVE)

NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

THY PARTS
STATUS
PASS/ FAIL

UCS SCORECARD 2014				
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 inver	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!		

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat

OBSO POSITION (LINES 23-26 FROM ABOVE)

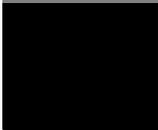
NEG-ON-HAND (MINUS-ON-HAND)

CLEAN CORE

DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL"

LOST SALES CALCULATOR VS. ACTUAL (how close are you?)

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



and active
ory

ie obso	\$0.00
e obso	\$0.00
OBSO	\$0

	\$0.00	#DIV/0!
--	--------	---------

- PASS/ FAIL
-
-
-



Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

Meeting with Dealer:

1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

- Who:
What:
3. By When:
How:

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:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

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

