

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
2/28/2018	22	16	16	6
3/1/2018	8	7	7	1
3/2/2018	15	15	15	0
3/3/2018	5	5	5	
Totals	50	43	43	7



Rate %
72.73%
#DIV/0!
87.50%
#DIV/0!
100.00%
#DIV/0!
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 #	# PIECES
Core Dirty			#DIV/0!	PART #	# PIECES
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 healthy parts invento
1-3 Months		#DIV/0!	included	
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			
ry			
	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		Inventory	% of Inventory	Guide
Stocking Status	INVESTMENT	Value		
Normal or Active Stock		\$59,388	53.40%	over 70%
Automatic Phase Out		\$7,513	6.76%	Less than 35%
Dealer Phase Out			0.00%	Less than 1%
Manual Order		\$37,951	34.12%	Less than 3%
Non Stock Part \$'s		\$3,993	3.59%	Less than 5%
Non Stock Part #'s*		3,705	MEMO	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repac by Hold	Not on ADP			NA
Clean Core		\$2,095	1.88%	p/n pieces
Dirty Core		\$280	0.25%	
Total Inventory		\$111,220	100.00%	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	95,709		85%	ACTIVE INVENTORY at 75%
4-6 Months	6,583		6%	ACTIVE INVENTORY at 23%
7-12 Months	4,727		4%	75% will likely become Obso 2%
Over 12 Months	1,366		1%	Technical Obsolescence 2% is g
New parts no sales	4,782		4%	Minimal Amount
Total Inventory	\$113,167		100%	

COLOR
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide	.75 TIMES \$			3545.25
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uide	PLUS			1,366
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	PLUS			4,782
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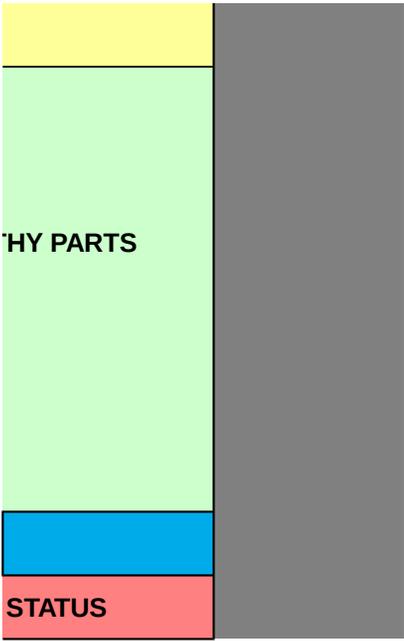
	EQUALS		9%	9693.25
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DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE 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
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!
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				

THIS IS YOUR ACTIVE HEALT INVENTORY

CONFIRM DIRTY & CLEAN

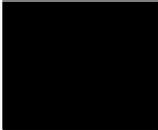


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 become
9-12 Months		#DIV/0!	2%	85% Will likely become
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 !!!!!!!!



nd active
ory

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

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class & .

Current Situation

We have a brand new facility with a true retail space for Acura accessories and traffic we are looking to significantly increase our counter retail sales

Overall Objective:

Our objective is to increase our counter retail sales Gross in the parts dept by

Proposed Timeline

This will be monitored monthly but the final goal will be by year end

Action Plan

To acheive this goal we are implementing sevral changes and additions to the

Requirements

1. Reviewed action plan with parts manager and Parts associates

2. weekly meetings , call revue tracking and monthly reviews will help keep our c

3. progress will be reviewed monthly vs 2017 for that same month also compare

4. weekly meetings , monthly reviews

5. there will be a slight increase in the cost of our call revue service due to an inc

Projected Date of Completion:

12/31/2018

Sponsor Signature: _____

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

20% increase in counter retail Gross

Student Name Tony Braglia

Student Number N333 #33

d swag. With the additional exposure and foot

20% .

parts associates roles and training regiment .W

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

goals in front of us

to ytd

crease in th e# of calls being reviewed . Estima

