

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
8	1		1	0
2018	4		4	0
2018	5		4	1
8	5		5	0
2018	9		9	0
2018	8		6	2
8	12		10	2
2018	6		3	3
Totals	50	0	42	8



Rate %
100.00%
100.00%
80.00%
100.00%
100.00%
75.00%
10.00%
50.00%
#DIV/0!
0.00%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$627,628	22.8	50.89%	over 70%
Automatic Phase Out	\$363,820	21.1	29.50%	Less than 30%
Dealer Phase Out	\$0	0	0%	Less than 1%
Manual Order	\$0	0	0%	Less than 3%
Non Stock Part \$'s	\$156,024		13%	Less than 5%
Non Stock Part #'s*	0	0	MEMO	Greater than 70% of PN's
Core Clean	\$21,257		2%	PART # # PIECES
Core Dirty	\$64,550		5%	PART # # PIECES
Replace by hold RBH			0%	PART # NA # PIECES
				NA
Total Inventory	\$1,233,279		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$483,209	15.8	39.68%	75% this is your current a
1-3 Months	\$251,693	26.7	20.67%	included healthy parts inventc
4-6 Months	\$161,446	21	13.26%	23%
7-9 Months	\$76,817	11.1	6.31%	2% 65% Will likely become
10-12 Months	\$69,887	8.3	5.74%	included 85% Will likely become
13-24 Months	\$99,634	6.7	8.18%	0% Technically Obsolete
25+ months	\$74,993	10.4	6.16%	0%
TOTAL	\$1,217,679		100.00%	

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

nd active ory		
	OBSO POSITION MATH DONE BELOW	
obso	.65 TIMES THE 7-9 MONTH VALUE	\$49,931
obso	.85 TIMES THE 10-12 MONTH VALUE	\$59,404
	PLUS THE 13-24 MONTH VALUE	\$99,634
	PLUS THE 25+ VALUE EQUALS	\$74,993
	OBSO AS A % OF TOTAL	### 23.32%

Departmental Action Plan

Dealership **RENFREW CHRYSLER**

Academy Week **2**

Class & :

Current Situation

Our parts department currently has 23% obsolescence. This is a large number but we have a good chance at getting a large portion of it resolved.

Overall Objective:

Our objective is to get this down to 15% obsolescence. While still high, I believe we can achieve this in a reasonable time.

Proposed Timeline

After meeting with our Fixed Ops manager, Dealer principle, as well as our Parts manager, we have agreed to have this resolved by July 30th, 2018.

Action Plan

Getting everyone on board was step 1 and I've already managed to get this handled.

Requirements

1.

We have met with the owner and he is aware of the action plan. I have also given a presentation to the staff to let them know what is going to affect us financially.

2.

Having already interviewed a photographer we are almost ready to get going he reluctant to move forward but now that everyone's involved there shouldn't be

3.

Accountability: Monitoring progress:
Who: Myself, Fixed Ops Manager, Dealer Principle, Parts Manager
What: Get parts obsolescence from 23% down to 15%
By When: July 30th, 2018
How: By having every part for sale online at a heavily discounted price.

4.

Checkpoint 1 at 45 days (May 15th, 2018). Checkpoint 2 at 30 days from May 1 left to handle anything unsold. Unsold items will be discounted on a part by part

5.

\$65,000. Seems high but keep in mind it's Canadian currency and this has already

Projected Date of Completion:

July 30th, 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name JOHN DWERRYHOUSE

Student Number N333-20

based on NADA data but I believe I have a

we need to take this a realistic percentage at a

rts Manager we as a team believe can have this

ndled. Right away we are hiring a photgrapher t

ren him realistic expectations of how this is

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

ere. The parts manager has been a little
an issue.

5th (June 15th, 2018). Now we have 45 days
art basis.

ady been negotiated with the Owner











