

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
3/16/2018	5	4	0	1
3/19/2018	5	2	2	1
3/20/2018	5	3	1	1
3/21/2018	5	5	0	0
3/22/2018	5	5	0	0
8	5	3	0	2
3/26/2018	5	3	0	0
3/27/2018	5	5	0	0
3/28/2018	5	3	1	1
3/29/2018	5	3	0	2
Totals	50	36	4	8

REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$498,164		66.00%	over 70%
Automatic Phase Out	\$21,607		2.86%	Less than 30%
Dealer Phase Out			0%	Less than 1%
Manual Order			0%	Less than 3%
Non Stock Part \$'s	\$219,032		29%	Less than 5%
Non Stock Part #'s*	2152		MEMO	Greater than 70% of PN's
Core Clean	\$4,190		1%	PART #
Core Dirty	\$11,844		2%	PART #
Replace by hold RBH			0%	PART # NA # PIECES
				NA
Total Inventory	\$754,837		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$321,432	55.35%	75%	this is your current a
1-3 Months	\$141,017	24.28%	included	healthy parts invento
4-6 Months	\$59,844	10.31%	23%	
7-9 Months	\$31,053	5.35%	2%	65% Will likely become
10-12 Months	\$20,014	3.45%	included	85% Will likely become
13-24 Months	\$6,686	1.15%	0%	Technically Obsolete
25+ months	\$677	0.12%	0%	
TOTAL	\$580,723	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	\$20,184	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$17,012	
	PLUS THE 13-24 MONTH VALUE	\$6,686	
	PLUS THE 25+ VALUE EQUALS	\$677	
	OBSO AS A % OF TOTAL	\$ 44,559.35	7.67%

CDK		Inventory	% of Inventory	Guide
Stocking Status	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 STOC			#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!	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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obso \$0.00

OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class & :

Current Situation

Our Parts department is not tracking parts demand by posting lost sales.

Overall Objective:

To make sure all parts employees understand the true meaning of a lost sale. Lost sales will give us a better mix of parts and will build their confidence in their work. This will increase customer satisfaction as well as gross for the department.

Proposed Timeline

We would like to see better inventory results within 3 months time from March

Action Plan

Parts team will be trained on the meaning of lost sales and the effects it has on the customer. Employees will be reminded in meetings as well as on a daily basis. Labels are placed on monitors or work areas so that they can be seen daily.

Requirements

Meeting with Dealer:

1. Action Proposed: The parts manager and GM can review the Lost Sales report and ensure they are posting lost sales.

2.

The parts manager will meet with the Parts team on a monthly basis to remind
Labels will be posted on their monitors for them to see daily to remind them to

3.

Accountability: Monitoring progress:
Who: Parts Manager
What: Will review the lost sales report weekly and confirm that demands are b
By When: Reviewing report began the week of 03/11/2018
How: Parts manager reviews report 2244 once a week.

4.

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
Date(s) for review: Report to be run weekly for review by Parts Manager and G

5.

Estimated cost for implementation: There will be no financial cost, but will ta

**Projected Date of
Completion:**

June 12th, 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **Elier Rivera**

Student Number **334-23**

To get them to understand that posting lost
own inventory. Having the correct parts to sell

12th, 2018

n our inventory by not tracking demand.
minding them to post lost sales will be placed

t each month and verify the parts employees

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

l and review the results of lost sales reports.
o post.

eing tracked.

iM

ke commitment from the parts team.