

Swot

Profit

We will increase YTD net profit % of gross by 5% over the 2022 average in 6 months.

This will allow parts/service to obtain a larger % of total absorption, which will take pressure off of the new car department to cover expenses.

This will allow us to retain or increase the overall profitability of the store as car sales gross levels return to their standard levels.

- 1) We are working with the manufacture to obtain a higher warranty rate by the end of April.
- 2) We are working with cdk to correct our pricing matrix in order to increase our gross % by 3%
- 3) Our parts department just finished a physical inventory audit and started to label all of the bins to help us with tracking an ordering to enable us to improve our inventory mix To lower emergency purchases
- 4) Parts manager has been working with our service manager to return all product that's over a 6 month window using Rim and Gm guidelines

Monthly we will monitor our aged inventory levels using our MGR report to ensure we are decreasing our inventory over 12months old by 10% over the next 6 months. While using the financial statement to verify we are increasing our gross profit % by 3% using our matrix pricing