

First Time Fill Rate

DEALERSHIP NAME	NADA Motors	rst time fill rate		
DATE	RO'S	1st Time	Same Day	Day
3/1/2018	18	16	0	2
3/2/2018	12	9	0	3
3/3/2018	18	18	0`	0
3/5/2018	18	15	1	2
3/6/2018	12	11	0	1
3/7/2018	17	14	2	1
3/8/2018	18	15	1	2
3/9/2018	18	16	1	1
3/10/2018	13	12	0	1
3/12/2018	20	18	2	0
3/13/2018	15	13	0	2
3/14/2018	14	13	0	1
3/15/2018	17	16	0	1
3/16/2018	14	14	0	0
3/17/2018	13	13	0	0
Totals	237	213	7	17



Rate %
88.89%
75.00%
100.00%
83.33%
91.67%
82.35%
83.33%
88.89%
92.31%
90.00%
86.67%
92.86%
94.12%
100.00%
100.00%
89.87%



REYNOLDS 2213				
Stocking Status	Inventory Value	% of Inventory	Guide	
INVESTMENT				
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
1-3 Months		#DIV/0!	included	healthy parts invento
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 Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock		\$74,554	68.15%	over 70%
Automatic Phase Out		\$505	0.46%	Less than 35%
Dealer Phase Out		\$6,745	6.17%	Less than 1%
Manual Order		\$18,306	16.73%	Less than 3%
Non Stock Part \$'s		\$5,083	4.65%	Less than 5%
Non Stock Part #'s*		2,703	MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repace by Hold Not on ADP				NA
Clean Core		\$3,089	2.82%	p/n pieces
Dirty Core		\$1,110	1.01%	
Total Inventory		\$109,392	100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	67,098		64%	ACTIVE INVENTORY at 75%
4-6 Months	13,615		13%	ACTIVE INVENTORY at 23%
7-12 Months	15,307		15%	75% will likely become Obso 2%
Over 12 Months	4,936		5%	Technical Obsolescence 2% is g
New parts no sales	4,267		4%	Minimal Amount
Total Inventory	\$105,223		100%	

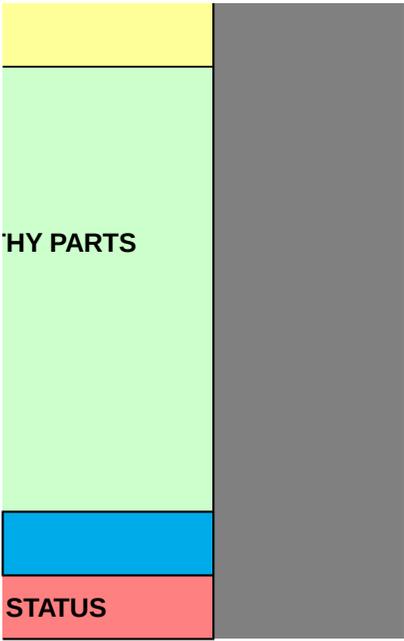
COLOR SCORING			
GOOD			
WARNING			
DANGER			
GREAT			
Seldom used			
OK...BUT..			
OUCH !!!			
OUCH !!!!!			
ouch!!!			
OBSO POSITION			
is guide	.75 TIMES	\$	11480.6
uide	PLUS		4,936
	PLUS		4,267
	EQUALS	20%	20683.67

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!
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

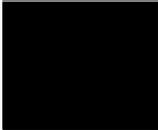


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total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



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ory

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

	\$0.00	#DIV/0!
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Departmental Action Plan

Dealership **Motor Werks Infiniti - Barrington**

Academy Week **2**

Class & :

Current Situation

Dealer Phase Out at 6.16% (NADA guide is less the 1%)

Overall Objective:

Bring the Dealer Phase Out to under 1% to create more efficient parts invento

Proposed Timeline

60 Days

Action Plan

Bring the dealer phase out down by gradually increasing automatic phase out

Requirements

Meeting with the dealer will be hold on April 9th at 9.00am.

1.

2.

Meeting with the parts department on April 9th at 10.00am explaining benefits ;

3.

Accountability: Monitoring progress:
Who:Parts Manager - Gerard Gundlach
What:Ensuring that the process is followed
By When:June 15th 2018
How:

4.

Describe checkpoints that have been established to measure progress: Bi-We
First Review will be May 1st.
Date(s) for review: As described above.

5.

Estimated cost for implementation: \$0

Projected Date of
Completion:

06/15/2016

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Marcin Cybulak

Student Number

334/10

ry mix

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

and process.

Weekly Report with progress %

Mick Austin - CEO