



<b>First time fill rate</b>		
<b>Day</b>	<b>Day</b>	<b>Rate %</b>
<b>1</b>	<b>3</b>	<b>66.67%</b>
<b>0</b>	<b>0</b>	<b>100.00%</b>
<b>2</b>	<b>2</b>	<b>63.64%</b>
<b>0</b>	<b>3</b>	<b>76.92%</b>
<b>1</b>	<b>0</b>	<b>62.50%</b>
		<b>#DIV/0!</b>
<b>4</b>	<b>8</b>	<b>72.55%</b>

CDK							
Stocking Status		Inventory		% of Inventory		Guide	
INVESTMENT		Value					
Normal or Active Stock		\$258,688		79.74%	over 70%		
Automatic Phase Out		\$2,976		0.92%	Less than 35%		
Dealer Phase Out		\$21,954		6.77%	Less than 1%		
Manual Order		\$17,805		5.49%	Less than 3%		
Non Stock Part \$'s		\$18,505		5.70%	Less than 5%		
Non Stock Part #'s*		381	MEMO		Greater than 70% of PN's		
No Phase Out		Not on ADP			NA		
Repape by Hold		Not on ADP			NA		
Clean Core		\$3,019		0.93%	p/n	pieces	
Dirty Core		\$1,460		0.45%			
Total Inventory		\$324,407		100.00%			

#### ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	259,420		77%	ACTIVE INVENTORY at 75%
4-6 Months	46,807		14%	ACTIVE INVENTORY at 23%
7-12 Months	16,929		5%	75% will likely become Obso 2%
Over 12 Months	11,990		4%	Technical Obsolescence 2% is g
New parts no sales	2,642		1%	Minimal Amount
Total Inventory	\$337,788		100%	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		12696.69
uide	PLUS			11,990
	PLUS			2,642
	EQUALS			8% 27328.49

## Departmental Action Plan

Dealership **MOTOR WERKS OF BARRINGTON**

Academy Week **N334**

Class & :

### Current Situation

Our Counter Retail volume and gross is quite a bit lower than BOC - MB. We are at \$23,448 and our Gross % of sales is at 24.74% against a benchmark of 34.2% and \$32,723 in sales and 37.57% in gross percentage.

### Overall Objective:

Our objective is to increase our counter sales dollars to \$23,000 and gross percentage to 37.57%.

### Proposed Timeline

We hope to see improvements right away as part of this action plan but will continue to monitor progress.

### Action Plan

1. Training with Counter Personnel to improve phone and closing skills. 2. Set up and pay sales staff in points on our internal "You've Earned It" portal that they can use to review pricing matrix for all accessories items to make sure that we are in line with BOC - MB.

### Requirements

Meeting with Dealer: Completed and Action proposed.

1.

2. Meeting with stakeholder(s) (dealership personnel): Meeting will be setup with Describe what is in place to support desired goal: Training resources and reward collective by the department. All counter personnel and sales staff are key to

3. Accountability: Monitoring progress:  
Who: Counter Personnel & Sales Staff  
What: Scorecard to track Counter Sales on a daily / weekly basis  
By When: As soon as program starts  
How: Will be emailed out by Parts Manager to staff

4. Describe checkpoints that have been established to measure progress:  
Bi-weekly  
Date(s) for review: May 15, 2018 / June 1, 2018 / June 16, 2018 / June 30, 2018

5. Estimated cost for implementation: There is no real cost to the program other conducted by one of the sales managers and also the cost of the rewards points already.

Projected Date of Completion:

6/30/2018

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Net Profit / CSI

Student Name **AMMAR KHAN**

Student Number **07**

ire at \$14,112 per month against a benchmark 3%. In comparison, our sister store is at

percentage up to 34%.

ill look to get there by June 2018.

up an accessories display on the showroom / can use to purchase random merchandise. 3. e with our overall GP % goal.

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

**1 Parts Manager & Sales Managers.  
wards for small milestones achieved as a  
the success of this initiative.**

**r than the time for training which will be  
nts which is a sunk cost for the dealership**