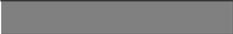


## First Time Fill Rate

DEALERSHIP NAME		NADA Motors	rst time fill rate	
DATE	RO'S	1st Time	Same Day	Day
	5	4		1
	5	2	1	2
	5	3	1	1
	5	5		
	5	3		2
	5	3		2
	5	4	1	
	5	4		1
	5	2		3
	5	4	1	
<b>Totals</b>	<b>50</b>	<b>34</b>	<b>4</b>	<b>12</b>



<b>Rate %</b>
<b>80.00%</b>
<b>40.00%</b>
<b>60.00%</b>
<b>100.00%</b>
<b>60.00%</b>
<b>60.00%</b>
<b>80.00%</b>
<b>80.00%</b>
<b>40.00%</b>
<b>80.00%</b>
<b>#DIV/0!</b>
<b>68.00%</b>



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 ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
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		Inventory	% of Inventory	Guide
Stocking Status	INVESTMENT	Value		
Normal or Active Stock		\$426,395	48.24%	over 70%
Automatic Phase Out		\$67,879	7.68%	Less than 35%
Dealer Phase Out		\$34,911	3.95%	Less than 1%
Manual Order		\$0	0.00%	Less than 3%
Non Stock Part \$'s		\$303,872	34.38%	Less than 5%
Non Stock Part #'s*		88% MEMO		Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repace by Hold	Not on ADP			NA
Clean Core		\$33,525	3.79%	p/n pieces
Dirty Core		\$17,265	1.95%	
<b>Total Inventory</b>		<b>\$883,847</b>	<b>100.00%</b>	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	476,902		57%	ACTIVE INVENTORY at 75%
4-6 Months	89,796		11%	ACTIVE INVENTORY at 23%
7-12 Months	128,025		15%	75% will likely become Obso 2%
Over 12 Months	88,171		11%	Technical Obsolescence 2% is g
New parts no sales	50,253		6%	Minimal Amount
<b>Total Inventory</b>	<b>\$833,147</b>		<b>100%</b>	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		96018.75
uide	PLUS			88,171
	PLUS			50,253
	EQUALS		28%	234442.8

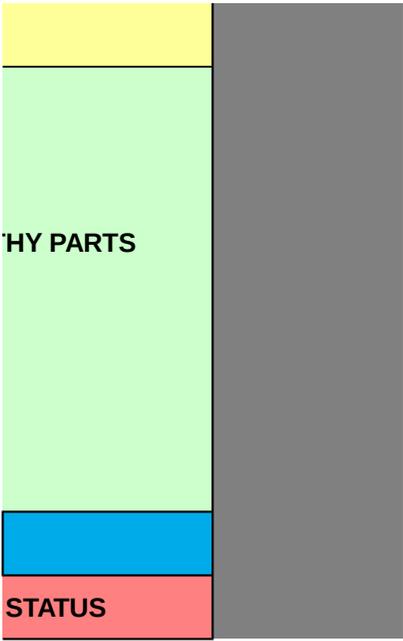
DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
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
<b>INVENTORY AGING BY LAST SOLD</b>							
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</b>	<b>INSTRUCTORS NOTE</b>	
NEVER SOLD				#DIV/0!	#DIV/0!	<b>THIS IS TECHNICAL OI</b>	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	<b>THIS IS POTENTIAL OI</b>	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	<b>THESE PARTS WILL BE IN A "AP" STATU: OUT IS SET AT 0 IN 6</b>	
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 invento
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 !!!!!!!!



nd active  
ory

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

#DIV/0!

## Departmental Action Plan

Dealership **REGAL NISSAN**

Academy Week **WEEK 2**

Class & :

### Current Situation

Currently from Jan - Mar we have sold to over 350 shops in our area. The major however. We have spread our staff and drivers too thin trying to focus on every

### Overall Objective:

Refocus our efforts and time. By focusing on our top 80 shops we can provide result in shops buying more from us and a reduce in time and expenses sent on.

### Proposed Timeline

**90 DAYS**

### Action Plan

Identify our top 80 shops. From there we need to raise the prices on all our sh in the past year to Matrix pricing. Next we will focus on those top 80 and make mechanical parts that we have available that they may not be buying from us.

### Requirements

1.

I have essentially free reign to make any change I see fit with out having to run a great idea. We want our people to be free thinking and solve problems on the

2. Had meeting with Parts manager and proposed this vision and goal. They agree to a change similar to this. They will be meeting with their staff after June 1st to discuss goal.

3. **Accountability: Monitoring progress:**  
**Who: Myself**  
**What: Will look at CRM to determine increased volume in shops parts sales and**  
**By When: Starting June 1**

4. CRM will be reviewed before the managers meeting every Wednesday to determine effect and how it is affecting our ROT.

5. **Estimated cost for implementation: No cost for implementation.**

Projected Date of Completion:

SEPTEMBER 1 2018

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **HOLDEN**

Student Number **N335-26**

priority of our business has come from 80 shops  
by shop and every dollar we can.

to a better quality service. This in turn can  
attracting shops that we make little to no profit

shops that have not spent at least \$2000 with us  
to let them aware of mechanical and popular

to and ask permission every time something is  
their own rather than being micro-managed.

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

ee and have already been making tiny steps to  
and make the necessary changes to meet this

nd increased net profit % in non top 80 shops

mine the rate at which the change is taking