



Parts Upgrade

Reporting Instructions – R&R

Parts Upgrade Data Points

1. Stock Parts Off-Shelf Fill Rate %
2. 12+ Month Idle Capital Value \$
3. Closing Inventory Value \$
4. Lost Sales Value \$
5. Month End Net Sales
(Cost of Sales - Customer Returns)
6. Month End Receipts

Gathering Data

Reynolds & Reynolds

(1) Stock Parts Off-Shelf Fill Rate %

The Calculation:

Stock Parts OSF% =

Number of Stock Status Parts Filled Directly From Stock at the time of demand divided by the total number of Stock Status Parts requested by the Service Department

The Inventory Management Allowance Report displays Stock Parts Off the Shelf Fill Rate %...

(1) Stock Parts Off-Shelf Fill Rate %

- Running the IMA Report requires two steps...
 1. Prep the job in 6912
 2. Run and print the Report in 6910

Prep IMA Report (6912 or 6910)

```
APR 4, 2006  CUSTOM REPORTS                Store 01 PARTS01  PORT 5000  6912
-----
CUSTOM REPORT SELECTION SCREEN

REPORT NAME /? ?

1.  ADMI DAILY - PREP
2.  ADMI MONTHLY - PREP
3.  IMA - PREP

Run the "IMA - Prep" Job On-Screen (O)
Then, go back (B) after it's done

(B=BACK)(LINE#)(N=NEXT)(U=UP)
```

Run IMA Report (6912 or 6910)

```
APR 4, 2006  REPORT GENERATOR                Store 01 PARTS01  PORT 5000  6910
-----
REPORT NAME ?
FILE NAME
REPORT TYPE

53. ## UNPRICED PARTS WITH QTY ON HAND
54. ## WHAT'S IN A SOURCE?
55. ## WHO'S ORDER IS THIS??
56. ## WHOLESALE CUSTOMERS WITH NO COMP CODES FOR W.I.N.S.
57. *      INVENTORY MANAGEMENT ALLOWANCE (IMA) - PREP
58. *      INVENTORY MANAGEMENT ALLOWANCE (IMA) - PRINT
59. ** 2010 REPORT OF U TRANSACTIONS **
60. **KAYS INVENTORY**
61. 88
62. ADW ORDER
63. BASE NUMBERS
64. COST REPORT
65. COUNT BY BASIC #

(B=BACK)(LINE#)(N=NEXT)(U=UP)                **MORE**
```

Run and print the “IMA – Print” Job (P)



(1) Stock Parts Off-Shelf Fill Rate%

INVENTORY MANAGEMENT ALLOWANCE (IMA) - PRINT prepared by _____
10:28:00am 01 Mar 2006 - PAGE # 1

MK	MEASUREMENT DESCRIPTION	RESULT
MZ *	ABC MAZDA	
MZ *	RUN DATE 03/01/06 RUN TIME 10:00	
MZ *	REPORT DATE FROM 02/01/06 TO 02/28/06	
MZ *		
MZ *	Stock Status Off-The-Shelf Fill %age	96
MZ *	Idle Capital %age	5
MZ *	Negative-On-Hand	\$-805.13
MZ *	Parts Without Bin Locations	\$0.00
MZ *	Parts Without Cost	9
MZ *	Closing Inventory Value	\$109,416.82
MZ *	Lost Sales	\$364.08
MZ *	TRUETURN	3.56

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39 records listed.

In this example, Fill Rate is 96%

(2) 12+ Month Idle Capital \$

The R&R 2213 Monthly Analysis Summary Report (Page 1, Activity Section) displays the 12+ Month Idle Capital values.

Run for Month End Totals, Mazda (MZ) Make Only

<u>ACTIVITY</u>	<u>PARTS</u>	<u>PARTS%</u>	<u>ACCUM PARTS%</u>	<u>EXT VALUE</u>	<u>VALUE%</u>	<u>ACCUM VALUE%</u>
<u>Current</u>	1372	14.8%	14.8%	98826.97	30.4	30.4%
<u>1 - 3 Months</u>	2571	27.7%	42.5%	81569.82	25.1	55.5%
<u>4 - 6 Months</u>	1811	19.5%	62.0%	39538.18	12.1	67.6%
<u>7 - 9 Months</u>	1486	16.0%	78.0%	34416.94	10.6	78.2%
<u>10 - 12 Months</u>	1444	15.5%	93.5%	37465.52	11.5	89.7%
<u>13 - 24 Months</u>	498	5.3%	98.8%	28548.56	8.8	98.5%
<u>25 Months or More</u>	80	1.2%	100.0%	3834.51	1.5	100.0%

Add together the “Ext. Value” figures for “13-24 Months” and “25 Months or More”
\$28,548 + \$3,834 = \$32,382

(3) Closing Inventory Value

The R&R 2213 Monthly Analysis Summary Report
(Page 3, Opening/Closing Summary displays the
Closing Inventory Value

Run for Month End Totals, Mazda (MZ) Make Only

<u>OPENING/CLOSING SUMMARY</u>	<u>PARTS</u>	<u>PIECES</u>	<u>MTD</u>	<u>YTD</u>
Opening Inventory	9324	21178	320722.36	640849.17
Closing Inventory	9262	21579	324200.50	324200.50
PERCENT OF CHANGE	-0.6%	1.9%	1.1%	-49.3%

Closing Inventory Value = \$324200.50

(4) Lost Sales Value

The R&R 2213 Monthly Analysis Summary Report
(Page 1, Cost Of Sales section displays the value of
Lost Sales

Run for Month End Totals, Mazda (MZ) Make Only

<u>SALES</u>	<u>PARTS</u>	<u>PARTS%</u>	<u>PIECES</u>	<u>MTD</u>	<u>MTD%</u>	<u>YTD</u>
Normal Stock Parts	1890	51.9%	2209	55642.38	47.0%	354558.55
Automatic Phaseout (AP) Parts	229	6.2%	213	8569.64	7.2%	87718.03
Dealer Phaseout (DP) Parts	5	0.1%	1	4.88	0.0%	14082.41
Manual Order (MO) Parts	774	21.2%	1228	6199.35	5.2%	34151.57
Non-Stock (NS) Parts	318	8.7%	325	16056.23	13.5%	85967.99
No Phaseout (NP) Parts	0	0.0%	0	0.00	0.0%	0.00
Obsolete (OB) Parts	0	0.0%	0	0.00	0.0%	0.00
Replaced by Hold (RBH) Parts	8	0.2%	7	160.30	0.1%	11552.77
Sold Not Stocked	411	11.7%	480	31525.23	27.0%	344953.73
TOTAL SALES	3635	100.0%	4463	118157.96	100.0%	932985.05
Lost Sales (Memo)	98		98	6694.73		121614.14
Credit>Returns (Memo)	61		94	2290.49		9419.27
Unusual Sales (Memo)	0		0	0.00		0.00

Lost Sales = \$6694.73

(5) Month End Net Sales

The R&R 2213 Monthly Analysis Summary Report (Page 1, Cost Of Sales section displays Sales and Returns (Credit Memos)

Run for Month End Totals, Mazda (MZ) Make Only

<u>SALES</u>	<u>PARTS</u>	<u>PARTS%</u>	<u>PIECES</u>	<u>MTD</u>	<u>MTD%</u>	<u>YTD</u>
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<u>Unusual Sales (Memo)</u>	0		0	0.00		0.00

Total Sales = \$118,157

(6) Month End Receipts

The R&R 2213 Monthly Analysis Summary Report (Page 2)
Receipts section displays Parts Receipts


Run for Month End Totals, Mazda (MZ) Make Only

RECEIPTS	PARTS	PARTS %	PIECES	MTD	MTD%	YTD
STOCK ORDER	917	59.7%	34134	91209.94	70.1%	749441.23
STOCK ORDER - BACKORDER	27	1.7%	38	2334.02	1.7%	15305.63
STOCK ORDER - CROSS SHIP	37	2.4%	124	4343.47	3.7%	31302.93
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	290	13.9%	396	14522.24	11.1%	133942.64
CUSTOMER ORDER - BACKORDER	19	1.2%	23	1565.56	0.8%	5302.97
CUSTOMER ORDER - CROSS SHIP	10	2.6%	42	2360.22	1.3%	22697.28
EMERGENCY PURCHASES	176	11.4%	336	11609.95	3.3%	81400.43
OTHER ORDERS	28	2.1%	46	1521.76	0.7%	39479.68
TOTAL RECEIPTS	33	100.0%	35196	150687.19	100.0%	1072660.77


In this example, Monthly Receipts are \$150,687.

Submitting Your Data


Full Circle Gateway Information Page



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Mazda Advanced Parts Performance (MAPP) is a comprehensive in-dealership training program designed to increase parts sales, to improve your Dealership Management System's utilization and to implement processes that promote efficient inventory management practices.

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A Full Circle Service Initiative

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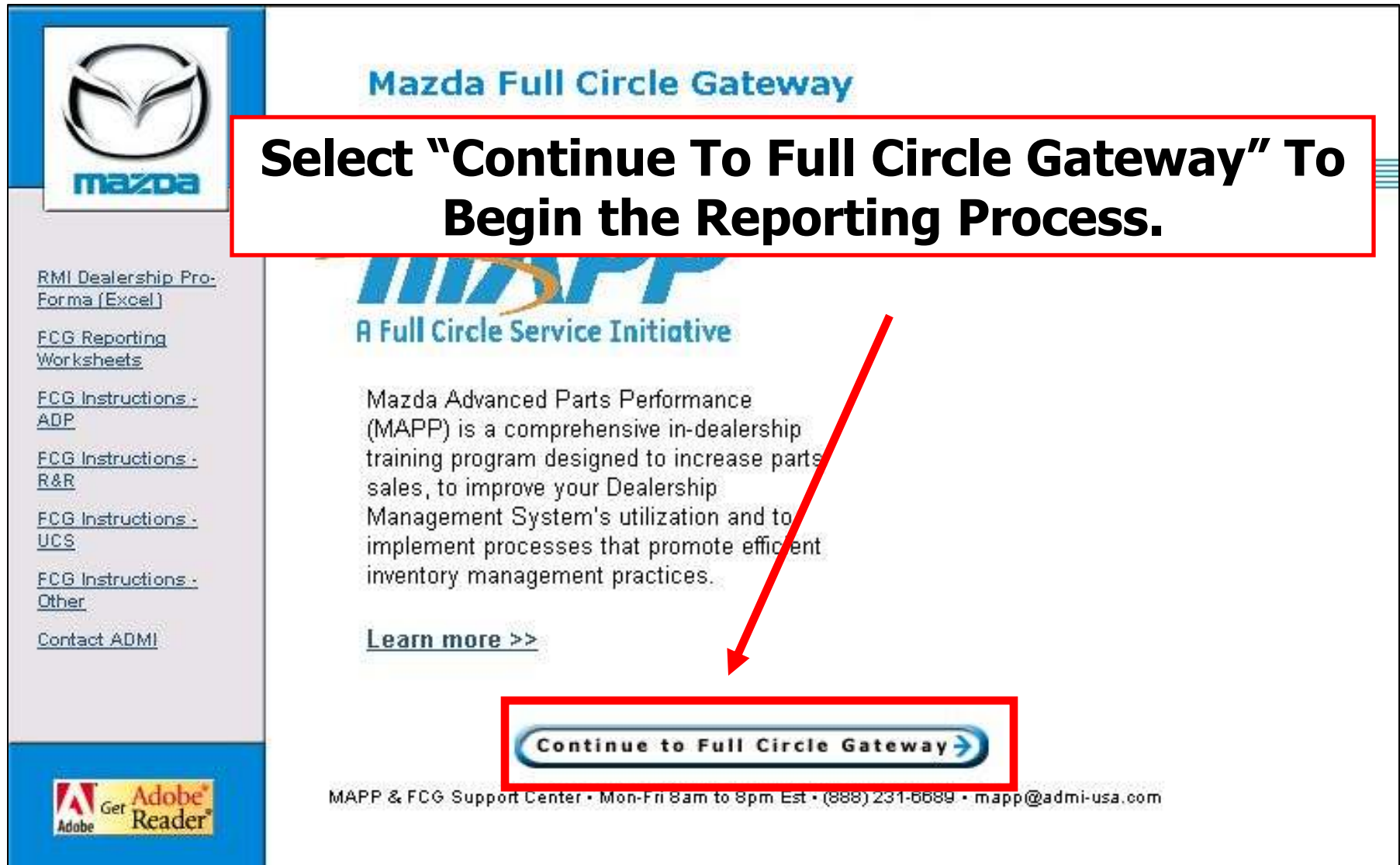
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**Additional Reporting and Parts Upgrade Information
(Adobe® PDF File Format)**

Continue To FCG Link



Mazda Full Circle Gateway

Select "Continue To Full Circle Gateway" To Begin the Reporting Process.

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Full Circle Gateway

Terry Sans Home Info

For MAPP program support, call (888) 231-6689, Monday - Friday 8 AM - 8 PM Eastern Time.

INBOX		
Date	Task	Drop
08/31/05	Data Received for 7 / 2005	Drop
06/08/04	Data Received for 5 / 2004	Drop
06/08/04	Data Received for 5 / 2004	Drop
06/08/04	Data Received for 5 / 2004	Drop

FORMS

MFC Reporting View

REPORTS

MFC Reporting History View

To Begin the Reporting Process, Select **"MFC Reporting"** in the "Forms" Box, and Click on "View"

MFC Reporting

Date: March, 2006	
Stock Parts Off-Shelf Fill Rate %: (help)	<input type="text"/> %
12+ Month Idle Capital Value \$: (help)	<input type="text"/> \$
Month End Closing Inventory Value \$: (help)	<input type="text"/> \$
Lost Sales Value \$: (help)	<input type="text"/> \$
Month End Net Sales (Sales - Cust. Returns) \$: (help)	<input type="text"/> \$
Month End Receipts: (help)	<input type="text"/> \$
Comments:	<input type="text"/>
<input type="button" value="CLEAR"/> <input type="button" value="ENTER"/>	

If You Have a Question About a Particular Item, Click On “(help)”, and a Window Will Open.

There Are Help Messages Available for ADP, R&R and UCS.

Support Center Assistance

The ADMI Mazda Support Center is Available

Support Center: (888) 231-6689

Monday – Friday 8:00 AM to 5:00 PM Eastern Time.

Save Your Reports!

- From Time to Time, The Support Center May Call You Asking For Copies Of Your Reports and Worksheets To Verify That Your Data Is Accurate
- Please Retain Your Reports and Forms Until the Following Month