



Parts Upgrade

Reporting Instructions – UCS

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

UCS

(1) Stock Parts Off-Shelf Fill Rate %

The Calculation:

Stock Parts OSF% =

Number of Stock Parts Filled Directly From Stock at the time of demand divided by the total number of stock parts requested by the service department

The UCS 135-06 Service Drive Fill Rate Report Displays Stock Parts OSF %.

(1) Stock Parts Off-Shelf Fill Rate%

```
L                SERVICE DRIVE FILL RATE REPORT                135-06

DATE            COPY 01  NOTE                RUN NIGHT N  SEC N  PRT  XXX  FLUSH N  NOTIFY Y

TITLE  SERVICE DRIVE FILL RATE SUMMARY REPORT

REPORT TYPE 1 (1=SUMMARY REPORT, 2=DETAIL REPORT)

R/O DATE RANGE: FROM &DMBEG TO &DMEND
R/O NUMBER RANGE: FROM          TO

INVOICE TYPE +/-
DIST CODES +/-

VENDORS +/- + MAZ

INCLUDE ONLY STOCKING PARTS Y (Y)
```

Enter the information highlighted in yellow to run a Mazda Fill Rate Summary report.

(1) Stock Parts Off-Shelf Fill Rate%

CLNT		SERVICE DRIVE FILL RATE REPORT	RUN 11/02/96 09:03	ASOF 110296
***** SUMMARY REPORT *****				
R/O DATE RANGE	10/01/96 TO 10/31/96			
R/O RANGE	TO			
R/O TOTALS :				
TOTAL R/O'S	784			
TOTAL R/O'S WITH PARTS	590			
TOTAL R/O'S WITH SDF	544	% 92.2		
TOTAL R/O'S WITH OSF	540	% 91.5		
PARTS TOTALS :				
TOTAL PARTS	1043			
TOTAL PARTS WITH SDF	982	% 94.1		
TOTAL PARTS WITH OSF	978	% 93.7		

In this example, Parts Off-the-Shelf Fill Rate is **93.7%**

PIC Financial Analysis Report

The data on the following slides is available from the first two pages of the UCS PIC Financial Analysis Report, which is automatically generated when a stock order is created.

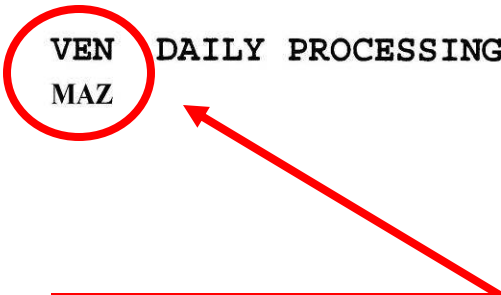
PIC Financial Analysis Report

NOTE: This report must be run before the new month begins (within the last week of the month for which you are reporting).

To run a Mazda Financial Analysis without creating a stock order, clear all information except for the Mazda Vendor from the run screen as shown on the next slide.

Running The Financial Analysis

```
R (          )          PIC PROCESSING          163-01
DATE          COPY 01 NOTE          RUN NIGHT   SEC N PRT   FLUSH N NOTIFY Y
VEN DAILY PROCESSING   OUTSIDE VENDORS
MAZ
```



Enter “MAZ” in the “VEN” column.

IMPORTANT: Clear all remaining information (order types, other vendors, etc.)

After it has run, print the Report from 107.

(2) 12+ Month Idle Capital \$

PARTS AGING ANALYSIS										RUN 06/28/01 08:56		PG 2	
VENDOR		TOTAL VENDOR	XX #		PARTS	XX #		ACCESSORIES	XX #	SPECIAL ORDERS	XX		
CLOSING BALANCE	12106	678,324.02+	*		12106	678,324.02+100%	*		*	4584		22,754.36+	
CURRENT TO 3 MONTHS	3888	348,860.74+	51%*		3888	348,860.74+ 51%*	*		*	3348		21,355.04+	94%
3 TO 6 MONTHS	1637	113,762.21+	17%*		1637	113,762.21+ 17%*	*		*	949		1,296.62+	06%
6 TO 9 MONTHS	826	54,687.25+	08%*		826	54,687.25+ 08%*	*		*	241		102.70+	
9 TO 12 MONTHS	963	74,556.91+	11%*		965	74,556.91+ 11%*	*		*	45			
12 MONTHS + OVER	928	86,456.91+	13%*		928	86,456.91+ 13%*	*		*	1			
ANALYSIS OF 12+ BY YR			*				*		*				
YEAR MODEL 2001+	927	85,920.01+	13%*		927	85,920.01+ 13%*	*		*	1			
YEAR MODEL 2000			*				*		*				
YEAR MODEL 1999			*				*		*				
YEAR MODEL 1998			*				*		*				
YEAR MODEL 1997			*				*		*				
YEAR MODEL 1996			*				*		*				
YEAR MODEL 1995			*				*		*				
YEAR MODEL 1994-	1	536.90+	*		1	536.90+	*		*				
UNCLASSIFIED			*				*		*				
SALE OF 12+ PARTS													
RETURNABLE PARTS:													
< \$0.00	1												
>= \$0.00 CURRENT	5145												
6 TO 9 MONTHS	781												
9 TO 12 MONTHS	905												
12 TO 18 MONTHS	784	52,543.32+	08%*		784	52,543.32+ 08%*	*		*				
18 MONTHS + OVER	35	1,667.55+	*		35	1,667.55+ *	*		*				
NON-RETURNABLE \$	593	188,554.21+	28%*		593	188,554.21+ 28%*	*		*	351		2,544.18+	11%
NON-RET 12 MONTHS	109	32,246.04+	05%*		109	32,246.04+ 05%*	*		*				

In this example, the dealership's 12-Month Idle Capital is \$86,456.

(3) Closing Inventory Value

VENDOR		PARTS AGING ANALYSIS				ACCESSORIES		SPECIAL ORDERS	
	TOTAL VENDOR	QTY #	AMOUNT	%	PARTS	QTY #	AMOUNT	QTY #	AMOUNT
CLOSING BALANCE	12106	678,324.02+	*	12106	678,324.02+100%*	*	4584	22,754.36+	
CURRENT TO 3 MONTHS	3888	348,860.74+	51%*	3888	348,860.74+ 51%*	*	3348	21,355.04+	94%
3 TO 6 MONTHS	1637	113,762.21+	17%*	1637	113,762.21+ 17%*	*	949	1,296.62+	06%
6 TO 9 MONTHS	826	54,687.25+	08%*	826	54,687.25+ 08%*	*	241	102.70+	
9 TO 12 MONTHS	965	74,556.91+	11%*	965	74,556.91+ 11%*	*	45		
12 MONTHS + OVER	928	86,456.91+	13%*	928	86,456.91+ 13%*	*	1		
ANALYSIS OF 12+ BY YR			*			*			
YEAR MODEL 2001+	927	85,920.01+	13%*	927	85,920.01+ 13%*	*	1		
YEAR MODEL 2000			*			*			
YEAR MODEL 1999			*			*			
YEAR MODEL 1998			*			*			
YEAR MODEL 1997			*			*			
YEAR MODEL 1996			*			*			
YEAR MODEL 1995			*			*			
YEAR MODEL 1994-	1	536.90+	*	1	536.90+ 100%*	*			
UNCLASSIFIED			*			*			
SALE OF 12+ PARTS			*			*			
RETURNABLE PARTS:			*			*			
< \$0.00	1	5.78-	*	1	5.78- 100%*	*			
>= \$0.00 CURRENT	5145	332,051.80+	49%*	5145	332,051.80+ 49%*	*			
6 TO 9 MONTHS	781	47,714.58+	07%*	781	47,714.58+ 07%*	*			
9 TO 12 MONTHS	905	55,798.34+	08%*	905	55,798.34+ 08%*	*			
12 TO 18 MONTHS	784	52,543.32+	08%*	784	52,543.32+ 08%*	*			
18 MONTHS + OVER	35	1,667.55+	*	35	1,667.55+ 100%*	*			
NON-RETURNABLE #	593	188,554.21+	28%*	593	188,554.21+ 28%*	*	351	2,544.18+	11%
NON-RET 12 MONTHS	109	32,246.04+	05%*	109	32,246.04+ 05%*	*			

In this example, the dealership closing inventory is **\$678,324.**

(4) Lost Sales Value

	CURRENT PROCESSING				MONTH-TO-DATE 05/31/01 - 06/28/01			YEAR-TO-DATE 12/28/00 - 06/28/01			
	QTY	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE	
		12227	30649+	672,890.98+	11927	26214+	647,499.13+				
		** 569	44+	3,991.88+ **	3329	1412-	56,037.23-				
		** 350		** **	2337						
		** 35	49+	2,496.66+ **	374	924+	30,297.97+				
CHANGE HISTORY	03			** **							
FILE CHANGE	04	1		** **							
MANUAL PRICE CHANGE	05			** **			8.47+ **			110.14+	
FILE CHANGE	06	1		** **		4-	215.41- **		24-	789.68-	
COUNTER SALE	07	13	25-	607.24- **		4247-	92,082.15- **		31268-	622,990.28-	
REPAIR ORDER SALE	08	13	30-	285.50- **		7574-	66,840.23- **		43654-	526,003.49-	
BACKORDER + RECEIPT	10			** **		73+	5,321.32+ **		432+	29,643.55+	
BACKORDER ADJUSTMENT	11			** **		50+	4,678.47+ **		386+	24,659.33+	
STOCK ORDER ADJUSTMENT	12			** **		9380-	54,363.07- **		16438-	298,830.69-	
GENERAL RECEIPT	13	1	1+	150.00+ **		8134+	153,188.67+ **		71549+	1,139,317.57+	
EMERGENCY PURCHASE	14			** **		2+	29.76+ **		143+	4,241.37+	
ON HAND ADJUSTMENT	15			** **		151-	643.01- **		9073+	14,938.50+	
LOST SALE	16	7	2	8+	429.65+ **	572	1304+	54,587.54+ **	3936	13530+	442,080.83+
HISTORY DELETE	17			** **			** **				
MAKE-A-NOTE	18			** **			** **				
INVENTORY CARDS	20			** **			** **				
PART NUMBER CHANGES	25			** **			** **				
MFG PRICE TAPÉ CHANGES										01+	
CLOSING BALANCE	12									46+	
										02+	

In this example, the dealership's Lost Sales total \$54,587.

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(5) Month End Net Sales

Financial Analysis Page 1 Top

The UCS automatically subtracts customer returns from the sales figures displayed on this report.

Add Counter Sales (07) and Repair Order Sales (08) to determine Net Sales

	MONTH-TO-DATE 05/31/01 - 06/28/01				YEAR-TO-DATE 12/28/00 - 06/28/01				
	VALUE	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE		
	22,30+	12227	30649+	672,890.98+	11927	26214+	647,499.13+		
	**	569	44+	3,991.88+ **	3329	1412-	56,037.23-		
	**	350	**	**	2337	**	**		
	**	**	**	**	**	**	**		
	44,46+	**	35	49+	2,496.66+ **	374	924+	30,297.97+	
	**	**	**	**	**	**	**		
	**	**	**	8.47+ **	**	**	110.14+		
FILE CHANGE	06	1	**	4-	215.41- **	24-	789.68-		
COUNTER SALE	07	13	25-	607.24- **	424	31268-	622,990.28-		
REPAIR ORDER SALE	08	13	30-	285.50- **	7574-	43654-	526,003.49-		
BACKORDER + RECEIPT	10	**	**	73+	5,321.32+ **	432+	29,643.55+		
BACKORDER ADJUSTMENT	11	**	**	50+	4,678.47+ **	386+	24,659.33+		
STOCK ORDER ADJUSTMENT	12	**	**	9390-	54,363.07- **	16438-	298,830.69-		
GENERAL RECEIPT	13	1	1+	150.00+ **	8134+	71549+	1,139,317.57+		
	**	**	**	24+	29.76+ **	143+	4,241.37+		
	**	**	**	151-	643.01- **	9073+	14,938.50+		
	429.65+ **	572	1304+	54,587.54+ **	3936	13530+	442,080.83+		
	**	**	**	**	**	**	**		
	**	**	**	**	**	**	**		
	**	30	4+	230.17+ **	186	24+	767.01+		
	**	21	**	53.09- **	2370	**	17,325.46+		
CLOSING BALANCE	12106	27001+	678,324.02+ **	12106	27001+	678,324.02+ **	12106	27001+	678,324.02+

In this example...

$$92,082 + 66,840 = 158,922$$

Net sales are \$158,922.

(6) Month End Receipts

Financial Analysis Page 1 Top


DESCRIPTION	CODE	CURRENT PROCESSING 06/27/01 - 06/28/01			MONTH-TO-DATE 05/31/01 - 06/28/01			YEAR-TO-DATE 12/28/00 - 06/28/01		
		TRANS	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE	PARTS	PIECES
OPENING BALANCE		12103	27054+	679,022.30+	12227	30649+	672,890.98+	11927	26214+	647,499.13+
DELETION - TRANSACTION	01			**	569	44+	3,991.88+ **	3329	1412-	56,037.23-
DELETION - WATCH				**	350		**	2337		
DELETION - SUPERSEDED				**			**			
ADDITION TO SYSTEM	02	1	1+	44.46+ **	35	49+	2,496.66+ **	374	924+	30,297.97+
CHANGE HISTORY	03			**			**			
FILE CHANGE	04	1		**			**			
MANUAL PRICE CHANGE	05			**			8.47+ **			110.14+
FILE CHANGE	06	1		**		4-	215.41- **		24-	789.68-
COUNTER SALE	07	13	25-	607.24- **		4247-	92,082.15- **		31268-	622,990.28-
REPAIR ORDER SALE	08	13	30-	285.50- **		7574-	66,840.23- **		43654-	526,003.49-
BACKORDER + RECEIPT	10			**		73+	5,321.32+ **		432+	29,643.55+
BACKORDER ADJUSTMENT	11			**		50+	4,678.47+ **		386+	24,659.33+
STOCK ORDER ADJUSTMENT	12			**		8380-	51,242.02- **		16438-	298,830.69-
GENERAL RECEIPT	13	1	1+	150.00+ **		8134+	153,188.67+ **		71549+	1,139,317.57+
EMERGENCY PURCHASE	14			**		24+	29.76+ **		143+	4,241.37+
LOW BALANCE ADJUSTMENT	15			**		151-	643.01- **		9073+	14,938.50+

Add General Receipt (13) and Emergency Purchase (14) to calculate Month end receipts.


In this example... 153,188 + 29 = \$153,217

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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**Additional Reporting and Parts Upgrade Information
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Continue To FCG Link

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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

CALENDAR

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