



## **ESPM\* FILL RATE**

\*Economic Stocking Policy by Movement, or **ESPM©**.

This calculation looks only at Part's piece sales, considering only those parts that are on your shelf before the customer arrived and removes a few of the top sellers that will cause a major distortion of the data. Further, this concentrates on those few parts (about 1/3) that constitute more than 80% of total dealership sales but are the majority (over 90%) of what is sold through your service department. This calculation is reported as: " Fill Rate of ESPM©" controlled inventory.

*New Parts added during the month must be 'moved' to the proper Sources.*

Excluded parts: Accessories, Batteries, Boutique, Collision, Color Trim, Cores, Fluids, Hardware, Literature, non-OEM, Parts with Cost greater than \$50, 65 or 100 (depending on make), Rivets, Tires & Wheels & Wheel Weights.

*Sources need to be defined on the Dealer's ICS that will manage these groups of parts.*

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