

R O M E


2022 WORKBOOK

CANONS OF SUCCESS

BODY SHOP

BASICS

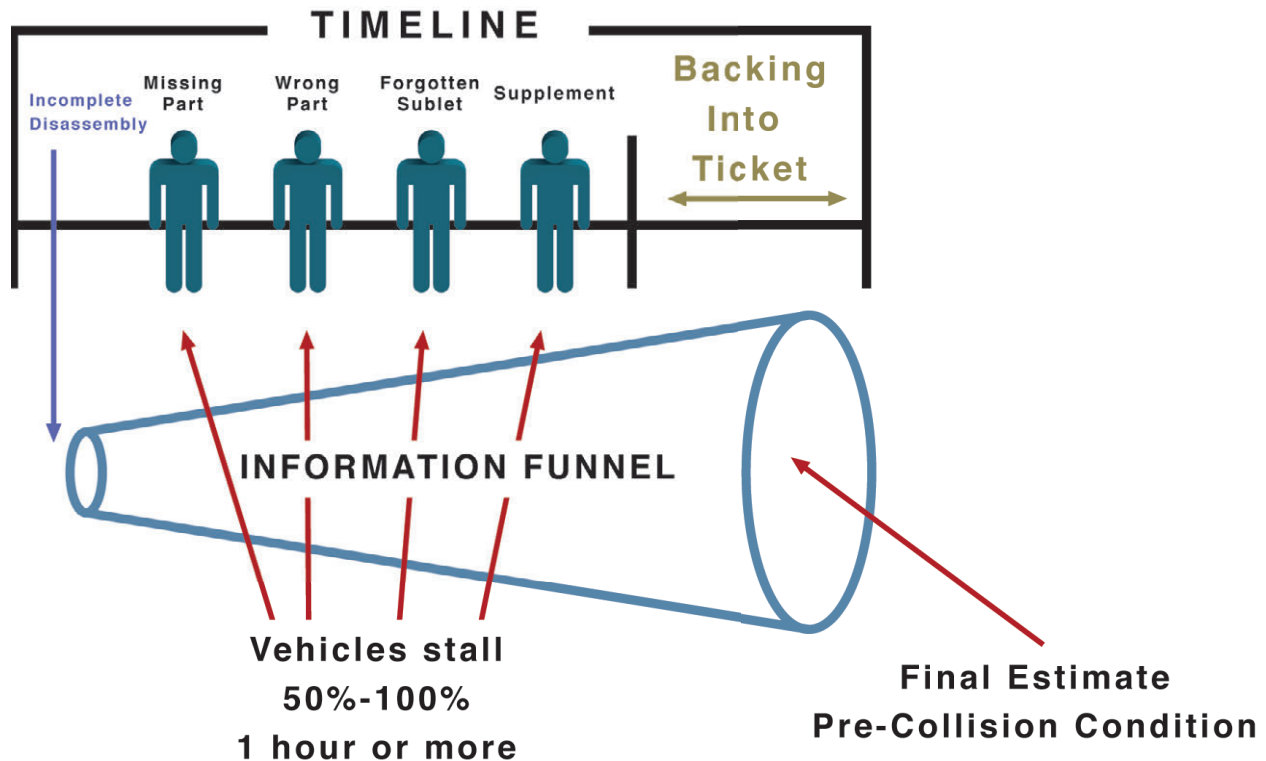
2022



BODY SHOP BASICS

Reactive

Paperwork is not ahead of production



Results:

- Vehicle is not ready for customer pick up
- Customer calling for vehicle status means low CSI
- Cash flow not keeping up with demand... using your - credit line to pay payroll or bills
- Accounts receivable is higher than 10% of monthly revenues in 30 days
- Reduced gross profit
- Increased stress, reduced morale
- Increased cycle time

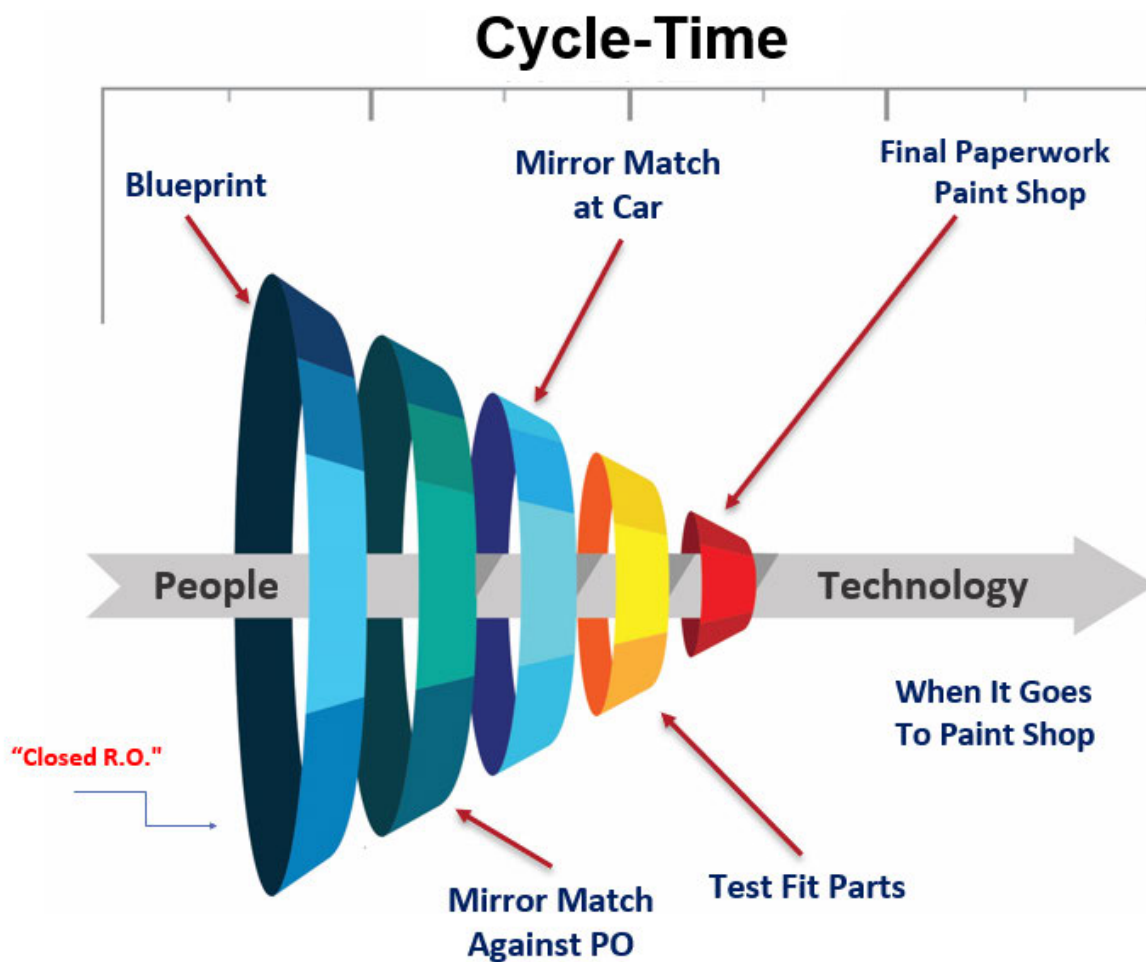
Proactive

Blueprint

The best place for the job, because every job is custom

Knowledge Funnel

Create a formal document defining the pre-collision condition of the vehicle before we start the repair. This will include the viewpoint of each person involved (technician, parts, painter, production & writer, etc.) then signed using the Easy Blueprint/QC app into the RO file jacket as a permanent record.



MEASURE TO MANAGE

“Exceptional Managers Manage by Exception.”

The Forecast

INCLUDES:

- Number of days in the shop
- Damage Profile - Severity
- Projected profitability by income category
- Customer “relationship call” cycle
- New load on shop resources by department, by technician, by writer
- Defines action item priorities by department (decision-priority technology)
- Cars to fix - Parts to buy - Customers to call
- Production cycle where the car will be on any given day based on hours worked per man per day per car, including admin and sublet days, with consideration of holidays and weekends and the projected date due
- Cycle time of mission-critical parts
- Cycle time of all parts

RO Big Forecast - 0063419.00

Task Status	Units	Days	Forecast Date/Time	Over-Ride Date/Time	Task Status	Units	Days	Forecast Date and Time	Over-Ride Date/Time
START			2/11/19 7:30AM		GLASS			2/20/19 4:34PM	
TD/Blueprint	2.89	0.72	2/11/19 2:43PM		Reassembly	8.67	2.17	2/22/19 12:29PM	
Supplement		0.10	2/11/19 3:43PM		SCAN		1.00	2/22/19 5:28PM	
BODY	17.34	4.34	2/18/19 9:04AM		Alignment			2/22/19 5:28PM	
Wheel Recon			2/18/19 9:04AM		BUFF			2/22/19 5:28PM	
Structural			2/18/19 9:04AM		DETAIL			2/22/19 5:28PM	
MECH			2/18/19 9:04AM		Q.C.			2/22/19 5:28PM	
PREP/Paint	11.00	2.75	2/20/19 4:34PM					2/22/19 5:28PM	

Grand Total: 2,499.54 Writer: JODY % on Target for Date Due: 51.99 RO Completed: ☐

Body Team/Units: MIKEH 8.64 Paint Team/Units: BRIAN 2785 0.00 Frame Team/Units: 0.00 Mech. Team/Units: 0.00

Notes: You cannot "shrink" a task to a date/time before the forecast completion date/time of the prior task. You can "expand" any task to the date/time you want. To "shrink" or "expand" the entire RO, change the date due. If the workload percentage is too big/small, clear the existing date due to forecast the RO at 100% work (and a new date due).

R O M E

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