



109 BROAD AVENUE FAIRVIEW, NJ 07022

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PROPOSAL

FOR

PARTS INVENTORY

CONTROL PLAN

PARTS INVENTORY CONTROL PLAN

This project is to complete an assessment of the Beyer Bros Corp. parts department focusing on inventory and stocking programs to improve parts availability to the customer and reduce overhead cost of frozen capital to increase profits.

Current Inventory Control Program

Beyer Bros. Corp. has five (5) Franchised brands

All of the Franchises use a different parts inventory market program

List of the manufacturer programs and administrator/manager by brand

GM - controlled inventory program-RIM

Administrator/Manager - Willie Hunt

Isuzu - controlled inventory program-Parts Eye

Administrator/Manager - Willie Hunt

CCC - controlled inventory program-none

Administrator/Manager - Willie Hunt

Volvo - controlled inventory program -LPA

Administrator/Manager - Mat Kaplan

OSHKOSH - controlled inventory program-NONE

Administrator/Manager - Steve Church & Mark Pulfer

As each brand has its own program, we will start this plan with breaking down the different Manufacturers parts programs and just look at the Oshkosh program and parts inventory only with an August 01, 2018 start date.

Oshkosh Parts Inventory

Based off of part numbers provided by Oshkosh Airport Products Group,
Oshkosh Corporation

Oshkosh Airport Products does not currently have a parts return or active
inventory control program

Annual Oshkosh Airport Products Parts Sales - \$ 450,000.00 +
Current Oshkosh parts inventory -\$166,000.00 on hand

GOAL - make Oshkosh inventory valid/current and get rid of obsolescence parts
Time to complete 6-9 months-due to Oshkosh processes

1 - Identify Obsolete Parts

Time - 3 days

Who - Steve Church & Mark Pulfer

2 - What To Do With This Inventory

Have Oshkosh return parts \$\$ for \$\$ with no handling fees

TIME -3to 4 months, Oshkosh does not respond fast

WHO - Mark Pulfer & MTB to negotiate with Oshkosh

3 - Return Parts (contingent on step 2 being approved)

Process Return

TIME - 10 Days

WHO - Warehouse staff supervised by Steve Church

4 - Place Orders for Replacement Inventor (contingent on step 3 being approved)

TIME - 1Week

WHO - Mark Pulfer & Steve Church

5 - New Inventory Received

TIME - 1Week

WHO - Warehouse staff supervised by Steve Church

6 - Maintained Inventory

Constant monitoring of Oshkosh inventory to avoid stagnate parts in inventory.

Work with Oshkosh to develop a dealer stocking and return program. (we have a seat on the newly formed Oshkosh Dealer Council)

Time- Constant to work quarterly to analyze it

WHO- Mark Pulfer & Steve Church

COST of Project

No extra staff required for project.

Only cost would be if we must make trip to Oshkosh for Meeting

_____ DATE _____
MICHEAL T. BEYER - VICE PRESIDENT
PROJECT DEVELOPER

_____ DATE _____
STEVE CHURCH - FLEET PARTS MANAGER

_____ DATE _____
MARK PULFER - DIRECTOR OF OPERATION
BEYER AIRFIRLD SERCVIVES

Verification Form Regarding the Departmental Action Plan

Fixed Operations 1 Week Post- Class Homework Assignment

Dear Academy sponsor,

One of the post-class homework assignments given to your manager at the conclusion of week two at the Academy is the Departmental Action Plan form. The student's assignment is to show you the format of the assignment, explaining to you the purpose of crafting a departmental action plan after week 2 of the Academy. This assignment will be completed four separate times, (classes 2-5) after the student has attended the fixed operations 1 parts week, the fixed operations 2 service week, the variable operations 1 class week and the variable operations 2 class week. The progress of the student's departmental action plans will be assessed by each of the Academy instructors in weeks 2 through 5 of the Academy. Please sign this form below which indicates that the student has reviewed the departmental action with you, and have your student bring the form with them, when they return for their fixed operations 2 parts class. We will collect these forms at that time from the students. The student will receive a pass/fail grade, based upon whether they submit this form signed by you. This is being done in order to verify that each student has shared the Departmental Action Plan with their sponsor.

Thank you for your cooperation.

Sponsor's Printed Name EMIL A. BEYER Sponsor's Signature 
Date 7/10/18

Very truly yours,