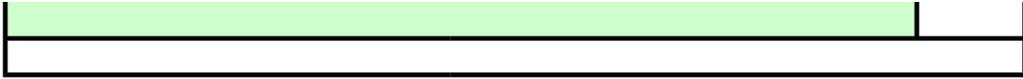


CDK				COLOR SCORING
Stocking Status	Investor	% of Inventory	Guide	
INVESTMENT	Value			
Normal or Active Stock		#DIV/0!	over 70%	GOOD
Automatic Phase Out		#DIV/0!	Less than 30%	WARNING
Dealer Phase Out		#DIV/0!	Less than 1%	DANGER
Manual Order		#DIV/0!	Less than 3%	GREAT
Non Stock Part \$'s		#DIV/0!	Less than 5%	Seldom used
Non Stock Part #'s*			Greater than 70% of PN's	OK....BUT..
Clean Core		#DIV/0!	# PIEC PART #	OUCH !!!
Dirty Core		#DIV/0!		
Total Inventory	\$0	#DIV/0!		ouch!!!

Activity	Value \$	%	Notes & Guides	
0-3 Months	0	#DIV/0!	ACTIVE INVENTORY at 75%	
4-6 Months	0	#DIV/0!	ACTIVE INVENTORY at 23%	OBSO PI
7-12 Months	0	#DIV/0!	75% will likely become Obso 2% is	.75 TIMES \$
Over 12 Months	0	#DIV/0!	Technical Obsolescence 2% is gui	PLUS
New parts no sales	0	#DIV/0!	Minimal Amount	PLUS
Total Inventory	0	#DIV/0!		EQUALS

CRITICAL OBSERVATIONS:(How do you feel about these observations?)	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	
NEG-ON-HAND (MINUS-ON-HAND)	
CLEAN CORE	
DIRTY CORE (RDCI) OR DONE MA	
LOST SALES CALCULATOR VS. A	
AVERAGE STOCK ORDER (Obtain	
MONTHS SUPPLY (This calculation	
GROSS (TOTAL) TURNS (from you	
TRUE (STOCK) TURNS (from your l	
FTFR (FIRST TIME FILL RATE)	

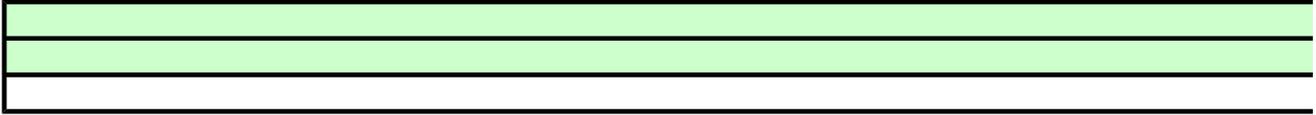


POSITION	
	0
	0
	0
#DIV/0!	0

REYNOLDS 2213				
Stocking Status	Inventory	% of Inventory		Guide
INVESTMENT	Value			
Normal or Active Stock	\$187,817	53.67%		over 70%
Automatic Phase Out	\$30,600	8.74%		Less than 30%
Dealer Phase Out	\$0		0%	Less than 1%
Manual Order	\$412		0%	Less than 3%
Non Stock Part \$'s	\$121,106		35%	Less than 5%
Non Stock Part #'s*	33446		36%	Greater than 70% of PN'
Core Clean	\$3,978		1%	pn pieces
Core Dirty	\$5,393		2%	pn pieces
Replace by hold RBH	\$657		0%	pn NA pieces
				NA
Total Inventory	\$349,963	100%		

REYNOLDS

Activity	Value	% of inventory	NADA Guide	Notes
Current	\$122,827	36.06%	75%	this is your curre
1-3 Months	\$85,829	25.20%	included	healthy parts inv
4-6 Months	\$41,162	12.09%	23%	
7-9 Months	\$28,679	8.42%	2%	65% Will likely bec
10-12 Months	\$19,846	5.83%	included	85% Will likely bec
13-24 Months	\$29,286	8.60%	0%	Technically Obsc
25+ months	\$12,962	3.81%	0%	
TOTAL	\$340,591	100.00%		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				
OBSCO POSITION (LINES 23-26 FROM ABOVE)				
NEG-ON-HAND (MINUS-ON-HAND)				
CLEAN CORE		ditto		
DIRTY CORE		ditto		
LOST SALES CALCULATOR VS. ACTUAL		ditto		
AVERAGE STOCK ORDER (NEEDED FOR FS TE		ditto		
MONTHS SUPPLY (FS TEMPLATE)		ditto		
GROSS (TOTAL) TURNS (from your FS Template		ditto		
TRUE (STOCK) TURNS (from your FS Template		ditto		
FTFR (FIRST TIME FILL RATE) (from your parts		ditto		



- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK....BUT..
- OUCH !!! !!!!!
- YIKES

s

ent and active			
entory			
	OBSO POSITION MATH DONE BELOW		
ome obso	.65 TIMES THE 7-9 MONTH	\$18,641	
ome obso	.85 TIMES THE 10-12 MON	\$16,869	
plete	PLUS THE 13-24 MONTH V	\$29,286	
	PLUS THE 25+ V EQUALS	\$12,962	
	OBSO AS A % OF TOTAL	\$ 77,758.45	22.83%

- PASS/ FAIL
- FAIL
- PASS
- PASS
- PASS
- FAIL
- FAIL
- PASS
- PASS
- FAIL
- FAIL



AUTO MATE				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Active parts		#DIV/0!	over 70%	GREAT
Auto Phase Out Parts		#DIV/0!	Less than 30%	Seldom us
Dealer Phase Out Parts		#DIV/0!	Less than 1%	OK....BUT
Manual Order Parts		#DIV/0!	Less than 3%	OUCH !!!!!
Non Stock Part \$'s		#DIV/0!	Less than 5%	YIKES
Non Stock Part #'s*			Greater than 70% of PN's	
Core Clean		#DIV/0!	pn pieces	
Core Dirty		#DIV/0!	pn pieces	
		#DIV/0!		
Total Inventory	\$0	#DIV/0!		

AUTO MATE

Activity	AUTO MATE Value	% of inven	NADA Guide	Notes
		#DIV/0!		this is your current and active healthy parts inventory
Current to 3 Months		#DIV/0!	75%	
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become obso
10-12 Months		#DIV/0!	included	85% Will likely become obso
over 12 Months		#DIV/0!	0%	Technically Obsolete
		#DIV/0!		
TOTAL	\$0	#DIV/0!		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAI
OBISO POSITION (LINES 23-25 FROM ABOVE)				
CLEAN CORE				
DIRTY CORE				
LOST SALES CALCULATOR VS. ACTUAL				
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)				
MONTHS SUPPLY (FS TEMPLATE)				
GROSS (TOTAL) TURNS (from your FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

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Additional Data Available From Auto Mate		
	\$ Value	Grade
DP2 Total Idle Capital	0	
DP3 Negative On Hand	0	
DP4 Parts with no bin	0	
DP5 Parts with no cost	0	
DP6 Monthly Closing Inv Value	0	
DP7 Lost Sales	0	
Value of Stocking parts with MNS 6-11	0	
Value of Stocking parts with MNS 12 P	0	
Value of Non-Stock Parts w MNS 3-5	0	
Value of Non-Stock Parts w MNS 6-8	0	
Value of Non-Stock Parts w MNS 9-11	0	
Value of Non-Stock Parts w MNS 12 Plu	0	
	0	

OBSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OBSO AS A % OF TOTAL	\$ -	#DIV/0!

AUTO SOFT							COLOR SCORING
Stocking Status	Inventory		% of Inventory	Guide			
INVESTMENT	Value						
Normal or Active Stock			#DIV/0!	over 70%			GOOD
Automatic Phase Out			#DIV/0!	Less than 30%			WARNING
Dealer Phase Out			#DIV/0!	Less than 1%			DANGER
Manual Order			#DIV/0!	Less than 3%			GREAT
Non Stock Part \$'s			#DIV/0!	Less than 5%			Seldom
Non Stock Part #'s*				Greater than 70% of PN's			OK...BU
No Phase Out				NA			OUCH !!
Repace by Hold				NA			
Clean Core			#DIV/0!	# PIEC	PART #		OUCH !!
Dirty Core			#DIV/0!				
Total Inventory	\$0		#DIV/0!				ouch!!!

AUTO SOFT						
Activity from Source	Value \$	% of Inven	%	Notes & Guides		
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%		
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%		
7-12 Months			#DIV/0!	75% will likely become Obso 2% is gu		
13-18 Months			#DIV/0!	Technical Obsolescence 2% is guide		
New parts no sales			#DIV/0!	Minimal Amount		
Total Inventory			#DIV/0!			

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or F
OBSO POSITION (LINES 20-22 FROM ABOVE)	
NEG-ON-HAND (MINUS-ON-HAND)	
CLEAN CORE	
DIRTY CORE (RDCI) OR DONE MANUALLY	
LOST SALES CALCULATOR VS. ACTUAL	
AVERAGE STOCK ORDER (Obtain data from your OE)	
MONTHS SUPPLY (This calculation from your FS Template)	
GROSS (TOTAL) TURNS (from your FS Template)	
TRUE (STOCK) TURNS (from your FS Template)	
FTFR (FIRST TIME FILL RATE)(this is a post class assignment)	

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OBSO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

Fail ?

DEALER TRACK ARK MONTH OF:

STATUS	PROFILES GUIDES				
	%	#	PIECES	VALUE	
ACTIVE PARTS: STOCKED	###				See 9 D
ACTIVE PARTS: EXCESS STOCK	###				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCKED	###				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT	###				LESS THAN 30%
TOTAL ACTIVE PARTS	###				70%
SUPERCEDED W/ON HAND	###				LOW DBL NUMBERS
INACTIVE W/ON HAND	###				LESS THAN 30% these are Auto Pha
INACTIVE PART NUMBER # AND %	%				
TOTAL INV. TO SELL	###				
CORES ON HAND					LOW PIECE COUNTS
NEG-ON-HAND					LOW DBL NUMBERS
TOTAL OF INVENTORY					
PARTS ON OPEN R. O.'S					ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY					
NOT ON FACTORY MASTER					MINIMAL
PARTS WITH OUT COST					MINIMAL

INVENTORY AGING BY LAST SOLD

	VALUE	%	ACUM %	INSTRUCTORS NOTES
NEVER SOLD		#DIV/0!	#DIV/0!	THIS IS TECHNICAL OBSO
ONE YEAR AGO PLUS		#DIV/0!	#DIV/0!	
ELEVEN MONTHS AGO		#DIV/0!	#DIV/0!	THIS IS POTENTIAL OBSO
TEN MONTHS AGO		#DIV/0!	#DIV/0!	
NINE MONTHS AGO		#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6
EIGHT MONTHS AGO		#DIV/0!	#DIV/0!	
SEVEN MONTHS AGO		#DIV/0!	#DIV/0!	
SIX MONTHS AGO		#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEALTHY PARTS INVENTORY
FIVE MONTHS AGO		#DIV/0!	#DIV/0!	
FOUR MONTHS AGO		#DIV/0!	#DIV/0!	
THREE MONTHS AGO		#DIV/0!	#DIV/0!	
TWO MONTHS AGO		#DIV/0!	#DIV/0!	
ONE MONTH AGO		#DIV/0!	#DIV/0!	
CURRENT MONTH		#DIV/0!	#DIV/0!	
TOTAL INVENTORY		#DIV/0!		Guide is 1.5 Months Supply
CORES WITH ON HAND				CONFIRM DIRTY & CLEAN STATUS (see below)

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color	Pass or Fail ?
OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technic	#DIV/0!
NEG-ON-HAND	
CLEAN CORE (Provide the # of part #'s and # of pieces)	
DIRTY CORE	

LOST SALES CALCULATOR VS. ACTUAL	
AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)	
MONTHS SUPPLY (this calculation is found in the FS template)	
GROSS (TOTAL) TURNS (from your FS Template)	
TRUE (STOCK) TURNS (from your FS Template)	
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)	

COLOR

SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BU

OUCH !!

se Out Parts

Lightyear							COLO R SCORI NG
Stocking Status	Inventory	% of Inventory		Guide			
INVESTMENT	Value						
Normal or Active Stock		#DIV/0!		over 70%		GOOD	
Automatic Phase Out		#DIV/0!		Less than 30%		WARNI	
Dealer Phase Out		#DIV/0!		Less than 1%		DANGE	
Manual Order		#DIV/0!		Less than 3%		GREAT	
Non Stock Part \$'s		#DIV/0!		Less than 5%		Seldom	
Non Stock Part #'s*				Greater than 70% of PN's		OK...B	
No Phase Out				NA		OUCH !	
				NA			
Clean Core		#DIV/0!		# PIECES	PART #	OUCH !	
Dirty Core		#DIV/0!					
Total Inventory	\$0	#DIV/0!				ouch!!!	
Lightyear							
Activity	Value \$	% of Inven	%	Notes & Guides			
1-2 Months			#DIV/0!	ACTIVE INVENTORY at 75%			
3-5 Months			#DIV/0!	ACTIVE INVENTORY at 23%			
6-11 Months			#DIV/0!	75% will likely become Obso 2% is guid			
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is guide			
New parts no sales			#DIV/0!	Minimal Amount			
Total Inventory			#DIV/0!				
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat						Pass or	
OBSO POSITION (LINES 20-22 FROM ABOVE)							
NEG-ON-HAND (MINUS-ON-HAND)							
CLEAN CORE							
DIRTY CORE (RDCI) OR DONE MANUALLY							
LOST SALES CALCULATOR VS. ACTUAL							
AVERAGE STOCK ORDER (Obtain data from your OE)							
MONTHS SUPPLY (This calculation from your FS Template)							
GROSS (TOTAL) TURNS (from your FS Template)							
TRUE (STOCK) TURNS (from your FS Template)							
FTFR (FIRST TIME FILL RATE) (This is a post class assignment)							

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OBSO POSITION			
.75 TIMES	\$		0
PLUS			0
PLUS			0
EQUALS		#DIV/0!	0

Fail ?

PBS SCORECARD				GOOD
Stocking Status	Inventory	% of Inventory	Guide	WARNING
INVESTMENT	Value			DANGER
Stock Parts		#DIV/0!	over 70%	GREAT
Automatic Phase Out		#DIV/0!	Less than 30%	Seldom us
		#DIV/0!		OK....BUT
Manual Order		#DIV/0!	Less than 3%	OUCH !!!!!
Test Part \$'s		#DIV/0!	Less than 5%	YIKES
Test Part #'s*			Greater than 70% of PN's	
Core Parts		#DIV/0!	pn pieces	
Core Dirty		#DIV/0!	pn pieces	
Superseded Parts		#DIV/0!	pn NA pieces	
			NA	
Total Inventory	\$0	#DIV/0!		

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active healthy parts inventory
1-3 Months		#DIV/0!	included	
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become obso
10-12 Months		#DIV/0!	included	85% Will likely become obso
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat				PASS/ FAI
OBSO POSITION (LINES 23-26 FROM ABOVE)				
NEG-ON-HAND (MINUS-ON-HAND)				
CLEAN CORE				
DIRTY CORE				
LOST SALES CALCULATOR VS. ACTUAL				
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)				
MONTHS SUPPLY (FS TEMPLATE)				
GROSS (TOTAL) TURNS (from your FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

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OBSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VAL	\$0	
.85 TIMES THE 10-12 MONTH V	\$0	
PLUS THE 13-24 MONTH VALU	\$0	
PLUS THE 25+ VALU EQUALS	\$0	
OBSO AS A % OF TOTAL	\$ -	#DIV/0!

UCS SCORECARD			GOOD
Stocking Status	Inventor % of Inventory	Guide	WARNING
Observations	Value		DANGER
Active Stock (0-6 month activity)		over 70%	GREAT
Zero Guide (Auto Phase out)		Less than 30%	Seldom used
No bin Location Parts		Less than 1%	OK....BUT..
Manual Order Review		Less than 3%	OUCH !!! !!!!!
No Match (Non Stock Part \$'s)		Less than 5%	
Total Watch #'s (N/ Stock Part #'s)		Greater than 70% of PN's	
Clean Core			
Dirty Core		Are controls in place?	
		NA	
		NA	
Total Inventory	\$0		
EXTRA LINES			
EXTRA LINES			

UCS

Investment Activity	Value	% of inven	NADA Guide	Notes	
Current TO 3 Months		#DIV/0!	75%	this is your current and active healthy parts inventory	
3 to 6 Months		#DIV/0!	included		
6-9 Months		#DIV/0!	23%	65% Will likely become obso	\$0.00
9-12 Months		#DIV/0!	2%	85% Will likely become obso	\$0.00
12 Months + Over		#DIV/0!	included	This is your Technical OBSO	\$0
		#DIV/0!			
		#DIV/0!			
TOTAL	\$0	#DIV/0!			\$0.00 #DIV/0!
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color					Pass or Fail ?
OBSO POSITION (LINES 23-26 FROM ABOVE)					
NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts)					
CLEAN CORE					
DIRTY CORE					
LOST SALES CALCULATOR VS. ACT					
AVERAGE STOCK ORDER					
MONTHS SUPPLY					
GROSS (TOTAL) TURNS (from your I					
TRUE (STOCK) TURNS (from your F					
FTFR (FIRST TIME FILL RATE) (from					