





Rate %
25.00%
45.45%
22.22%
57.14%
28.57%
#DIV/0!
37.74%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 30%
Dealer Phase Out			#DIV/0!	Less than 1%
Manual Order			#DIV/0!	Less than 3%
Non Stock Part \$'s			#DIV/0!	Less than 5%
Non Stock Part #'s*			MEMO	Greater than 70% of PN's
Core Clean			#DIV/0!	PART #
Core Dirty			#DIV/0!	PART #
Replace by hold RBH			#DIV/0!	PART # NA # PIECES
				NA
Total Inventory	\$0		#DIV/0!	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		

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

nd active			
ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
	PLUS THE 13-24 MONTH VALUE	\$0	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ -	#DIV/0!

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock		\$50,629	23.12%	over 70%
Automatic Phase Out		\$107,240	48.97%	Less than 35%
Dealer Phase Out		\$7,299	3.33%	Less than 1%
Manual Order		\$2,412	1.10%	Less than 3%
Non Stock Part \$'s		\$33,545	15.32%	Less than 5%
Non Stock Part #'s*		4,355	MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repape by Hold Not on ADP				NA
Clean Core		\$16,070	7.34%	p/n pieces
Dirty Core		\$1,800	0.82%	
Total Inventory		\$218,995	100.00%	

**ADP**

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	44,480		22%	ACTIVE INVENTORY at 75%
4-6 Months	12,605		6%	ACTIVE INVENTORY at 23%
7-12 Months	18,044		9%	75% will likely become Obso 2%
Over 12 Months	109,886		55%	Technical Obsolescence 2% is g
New parts no sales	16,109		8%	Minimal Amount
Total Inventory	\$201,124		100%	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		13533
uide	PLUS			109,886
	PLUS			16,109
	EQUALS	69%		139528

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!			LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!			
SUPERCEDED W/ON HAND			#DIV/0!			LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!			LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!			
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
<b>INVENTORY AGING BY LAST SOLD</b>						
			VALUE	%	ACUM %	INSTRUCTORS NOTE
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI
TEN MONTHS AGO				#DIV/0!	#DIV/0!	
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! 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 HEALT 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!		
CORES WITH ON HAND					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
BSO	
BSO	
S IF YOUR PHASE	



UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
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?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment	NADA			
Activity	Value	% of inven	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a
3 to 6 Months		#DIV/0!	included	healthy parts invento
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

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



nd active  
ory

e obso      \$0.00

obso      \$0.00

OBSO      \$0

\$0.00

#DIV/0!

## Departmental Action Plan

Dealership **WINDWARD FORD HAWAII**

Academy Week **2**

Class & I

### Current Situation

Our parts department is stocked with real old parts. Obsolescence of parts over double of current sellable inventory. We acquired most of these old parts through the dollar. All of these parts were inputted at full cost.

### Overall Objective:

The overall objective is to first try to sell these parts through discount sources; if not, they will be scrapped.

### Proposed Timeline

9-01-2018 get list ready of OBSO parts and email to all sources that can sell them. Continue this for 3 months and move as much parts as possible.  
contact CPA and get a game plan together to scrap whatever OBSO parts that are up all OBSO parts that didn't sell and move them to storage to be scrapped  
12-20-2018 Remove all OBSO parts from DMS system.

### Action Plan

Hold weekly meeting with parts and service managers and go over progress of

### Requirements

1. I met with the dealer and proposed that we need to eliminate all of our obsolete parts that we didn't pay any money for them and leave them alone. I told him that they are taking up our faster moving inventory and stock more of it since we are in Hawaii and that he agreed with me. I gave him a 3 month timeline and he agreed.

2. I had meeting with parts manager, service manager, parts counter guys and CPA by December. Parts manager will come up with spiff program to help manage parts by December. Parts manager will come up with spiff program to help manage CPA and figure out how to proceed with write offs or inventory adjustments.

3. GM will be responsible for overall progress of the moving of obsolescence part management staff weekly on the progress.

4. Weekly progress report will be done by parts manager. Review is set-up for December be scrapped and list will be sent to CPA.

5. The cost of Implementation will be minimum for spiffs on the dollar value each

Projected Date of Completion:

01-01-2019

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name AMARJIT MUHAR

Student Number N337-331256442

er 12 months is \$109886.00 which is more than  
ugh buy-sell where we only paid 10 cents on

s. What ever parts that are not sold will have to

hese parts or buy them at discount prices.  
09-01-2018  
t don't sell. 12-15-2018 Box

of OBSO parts. Put in spiff program.

cence parts. He first hesitated and said we  
aking up space that we can utilize to increase  
ikes forever to get these parts. He finally

**PLEASE BE ADVISED  
THIS ASSIGNMENT BY  
IT'S SELF IS WORTH 100  
POINTS.TAKE YOUR  
TIME AND GET IT  
CORRECT**

controller. We layed out the plan to move these  
ve these parts. Controller will be in touch with

rts. Parts Manager will update entire

ecember 15, 2018. At this point OBSO parts will

1 counter man or manager sells.