





REYNOLDS 2213						
Stocking Status	Inventory		% of Inventory	Guide		
INVESTMENT	Value					
Normal or Active Stock	\$922,523		70.54%	over 70%		
Automatic Phase Out	\$179,445		13.72%	Less than 30%		
Dealer Phase Out	\$0		0%	Less than 1%		
Manual Order	\$2,241		0%	Less than 3%		
Non Stock Part \$'s	\$189,351		14%	Less than 5%		
Non Stock Part #'s*	9366		44%	Greater than 70% of PN's		
Core Clean	\$46,210		4%	PART #		# PIECES
Core Dirty	\$245,252		19%	PART #		# PIECES
Replace by hold RBH	\$14,241		1%	PART #	NA	# PIECES
				NA		
Total Inventory	\$1,307,800		122%			

REYNOLDS

Activity	Value	% of inver	NADA		Notes
			Guide		
Current	\$393,206	30.07%	75%		this is your current a
1-3 Months	\$479,584	36.67%	included		healthy parts invent
4-6 Months	\$187,953	14.37%	23%		
7-9 Months	\$120,695	9.23%	2%		65% Will likely become
10-12 Months	\$69,617	5.32%	included		85% Will likely become
13-24 Months	\$55,888	4.27%	0%		Technically Obsolete
25+ months	\$857	0.07%	0%		
TOTAL	\$1,307,800	100.00%			

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

;

;

;

and active ory			
	<b>OBSO POSITION MATH DONE BELOW</b>		
e obso	.65 TIMES THE 7-9 MONTH VALUE	\$78,452	
e obso	.85 TIMES THE 10-12 MONTH VALUE	\$59,174	
e	PLUS THE 13-24 MONTH VALUE	\$55,888	
	PLUS THE 25+ VALUE EQUALS	\$857	
	<b>OBSO AS A % OF TOTAL</b>	<b>\$194,371.20</b>	<b>14.86%</b>

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements

Meeting with Dealer: Meet with President , show him where we are lacking and were we can bring it up  
1. Action Proposed: lay out my action plan and see what he thinks, get his blessing to stand behind me and start trying to drive gross up.

Meeting with stakeholder(s) (dealership personnel): Have a meeting with the Used Car Manager, Parts Manager, Internal, Counter Retail and Wholesale, let them know of the changes we are planning to make and how we are going to make them. Let them know our end goal and how long we think it will take.  
2. Describe what is in place to support desired goal: First thing I would put in place is locking out the counter, internal, and whole sale guys from giving additional discounts. I would then provide them with some word tracks and scripts and have them role play to try and over come pricing issues so that they can hold gross. I would spiff them with monthly bonuses based on how much business they drove and how much thier gross percentages went up .

Accountability: Parts Manager to Manage      Monitoring progress: Parts Manager to provide biweekly updates to me  
Who: Parts Manager  
3. What: Total Sales as well as Gross Profit Percentage  
By When: BiWeekly  
How: Pull sales numbers and gross from DMS provide them to me in an Email

Describe checkpoints that have been established to measure progress: As stated above we will track numbers bi weekly to see if we start seeing the gross trend upward -- Bi-weekly  
4. Date(s) for review: biweekly up until June 1st to how see close we were able to bring gross levels up to guide.

Estimated cost for implementation: Should be no cost except for paying out monthly spiffs, the one cost or negative affect I might see is a drop small drop in internal sales because of the added cost Used Cars will have to absorb from not getting the discounts they were used too. We could also see a dip in wholesale business, but hopefully if we've graded our customers right and they know about our great customer service, they will accept the new pricing structure.  
5.

Projected Date of Completion:

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

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:  
Sales / Gross / Expenses / Net Profit / CSI /