





| Rate %  |
|---------|
| 73.77%  |
| 67.65%  |
| 71.56%  |
| #DIV/0! |
| 70.59%  |



| 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 # # PIECES          |
| Core Dirty             |           |  | #DIV/0!        | PART # # PIECES          |
| 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 |                                      |      |         |
| ry        |                                      |      |         |
|           | <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<br>Stocking Status    |  | Inventory   | % of Inventory | Guide   |                          |
|---------------------------|--|-------------|----------------|---------|--------------------------|
| INVESTMENT                |  | Value       |                |         |                          |
| Normal or Active Stock    |  | \$768,284   |                | 75.57%  | over 70%                 |
| Automatic Phase Out       |  | \$65,805    |                | 6.47%   | Less than 35%            |
| Dealer Phase Out          |  | \$508       |                | 0.05%   | Less than 1%             |
| Manual Order              |  | \$32,071    |                | 3.15%   | Less than 3%             |
| Non Stock Part \$'s       |  | \$131,410   |                | 12.93%  | Less than 5%             |
| Non Stock Part #'s*       |  | 14,579      | MEMO           | 42.00%  | Greater than 70% of PN's |
| No Phase Out Not on ADP   |  |             |                |         | NA                       |
| Repace by Hold Not on ADP |  |             |                |         | NA                       |
| Clean Core                |  | \$18,605    |                | 1.83%   | p/n pieces               |
| Dirty Core                |  |             |                | 0.00%   |                          |
| Total Inventory           |  | \$1,016,684 |                | 100.00% |                          |

**ADP**

| Activity           | Value \$    | % of Invent | %    | Notes & Guides                  |
|--------------------|-------------|-------------|------|---------------------------------|
| 0-3 Months         | 833,031     |             | 81%  | ACTIVE INVENTORY at 75%         |
| 4-6 Months         | 88,719      |             | 9%   | ACTIVE INVENTORY at 23%         |
| 7-12 Months        | 41,484      |             | 4%   | 75% will likely become Obso 2%  |
| Over 12 Months     | 12,150      |             | 1%   | Technical Obsolescence 2% is gr |
| New parts no sales | 53,756      |             | 5%   | Minimal Amount                  |
| Total Inventory    | \$1,029,140 |             | 100% |                                 |

**COLOR SCORING**

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

**OK...BUT..**

**OUCH !!!**

**OUCH !!!!!**

ouch!!!

**OBSO POSITION**

|          |              |    |  |        |
|----------|--------------|----|--|--------|
| is guide | .75 TIMES \$ |    |  | 31113  |
| uide     | PLUS         |    |  | 12,150 |
|          | PLUS         |    |  | 53,756 |
|          | EQUALS       | 9% |  | 97019  |

| DEALER TRACK STATUS                 |  |  | MONTH OF: |         |         | PROFILES BEST OF CLASS  |                    |
|-------------------------------------|--|--|-----------|---------|---------|---|--------------------|
|                                     |  |  | %         | 0       | PIECES  | VALUE   |                    |
| ACTIVE PARTS: STOCKED               |  |  | #DIV/0!   |         |         |   | 70%                |
| ACTIVE PARTS: EXCESS STOC           |  |  | #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 %  | <b>INSTRUCTORS NOTE</b>                                       |                    |
| NEVER SOLD                          |  |  |           | #DIV/0! | #DIV/0! | <b>THIS IS TECHNICAL OI</b>                                   |                    |
| ONE YEAR AGO PLUS                   |  |  |           | #DIV/0! | #DIV/0! |   |                    |
| ELEVEN MONTHS AGO                   |  |  |           | #DIV/0! | #DIV/0! | <b>THIS IS POTENTIAL OI</b>                                   |                    |
| TEN MONTHS AGO                      |  |  |           | #DIV/0! | #DIV/0! |   |                    |
| NINE MONTHS AGO                     |  |  |           | #DIV/0! | #DIV/0! | THESE PARTS WILL BE IN A "AP" STATUS!<br>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

Student Name

Academy Week

Class & Student Number

Current Situation

PARTS ADVISORS HAVE NO FORMAL REVIEW EXCEPT ON AN ANNUAL BASIS. THEY HAVE LITTLE UNDERSTANDING OF THE VALUE OF THEIR PERFORMANCE. ADDITIONALLY WE HAVE NOT SHARED WITH THEM SOME OF THE BASIC LEVELS OF ACHIEVEMENT THAT THEY SHOULD STRIVE FOR.

Overall Objective:

INCREASE AWARENESS OF PARTS ADVISORS AS TO HOW THEIR PERFORMANACE MEASURES UP TO THE OTHER TEAM MEMBERS AND THE DEPARTMENT AS A WHOLE.

Proposed Timeline

COMPLETION November 1, 2018

Action Plan

PARTS MANAGER TO ASSIST IN CREATING A SIMPLE TO COMPLETE MONTHLY REVIEW THAT SHOWS; PARTS SALES PER

Requirements

1. USING OUR SERVICE ADVISOR FORMAT CREATE A ONE PAGE SUMMARY THAT DETAILS THE ABOVE.

2. Meeting with stakeholder(s) (dealership personnel):FIXED OPERATIONS MANAGER AND PARTS MANAGER TO CREATE THE DOCUMENT AND SCHEDULE THE INTERVIEWS  
Describe what is in place to support desired goal: THIS IS AN INVESTMENT OF 10 MINUTES PER MONTH TO IMPROVE EMPLOYEE ENGAGEMENT AND PRODUCTIVITY.

3. Accountability: Monitoring progress: PARTS MANAGER TO SHARE COMPLETED REVIEWS WITH FOM DURING THEIR MONTHLY ONE ON ONE.  
Who:PARTS MANAGER AND FO MANAGER  
What:REVIEWS COMPLETED FOR EACH PARTS ADVISOR  
By When:5TH BUSINESS DAY OF FOLLOWING MONTH  
How:ONE ON ONE

4. Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /  
Date(s) for review:

5. Estimated cost for implementation: NO COST JUST SAVINGS!

Projected Date of Completion:

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /