

# NEW CAR INVENTORY MGMT

N344-18

Today's Date: 11/14/18 Target Date: 3/1/19 Start Date: 11/14/18

Date Achieved:                      **Variable** **October** **6**  
*Department Month Composite Page*

## SMART GOAL

**Specific:** *What exactly will you accomplish?*

We will be reducing New Car Inventory from our current 4.68 days supply to a more manageable 3.20 days supply.

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**Measurable:** *What reports / calculations will you use to measure your results?*

We will be using several calculations from the New Vehicle Performance Metrics, as well as Frozen Asset Mgmt. In addition we will be building a SMART analysis.

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**Achievable:** *Is achieving this goal realistic with effort and commitment? Have you got the resources to achieve it?*

We currently have all of the resources necessary to make this happen. The goal is achievable with constant focus and accountability of all parties involved with managing the new car inventory.

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**Relevant:** *Why is this goal significant to your dealership operations? To You?*

With the excess inventory currently in stock it leaves us with an additional \$5,670,575.00 in frozen assets that we are paying unnecessary interest on. As well as creating a storage and aging problem for us.

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**Timely:** *You answered "what" under specific. Now tell us BY WHEN.*

My goal is to have the inventory turn to 3.2 days supply or under by the published Feb composite as well as my March 20 Group meeting.

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**Take Action!**

**Potential Obstacles**

Possible Production Issues from the factory  
Incentive changes that affect what is selling  
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**Potential Solution**

Sell inventory to other dealer on DT receiving a car in return  
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Limit ordering of additional product needs  
\_\_\_\_\_  
Aggressive pricing for current inventory

**Who are the people you will ask to help you?**

I will involve my General Sales Mgr as he orders the inventory as well as my Sales desk who aids in doing Dealer Trades on a daily basis.  
\_\_\_\_\_  
\_\_\_\_\_

**Specific Action Steps:** *Break down your BIG goal into smaller, intermediate goals. What are those steps?*

**What?**

**Expected Completion**

<u>_____</u>	<u>_____</u>

**Other Information / Comments:**

Bradley Kindoll, GM  
Print Name

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Manager Signature

11/14/2018  
Date

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