



Rate %
82.35%
75.00%
80.00%
#DIV/0!
79.25%



REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$161,108		46.66%	over 70%
Automatic Phase Out	\$58,772		17.02%	Less than 30%
Dealer Phase Out	\$409		0%	Less than 1%
Manual Order	\$4,994		1%	Less than 3%
Non Stock Part \$'s	\$118,542		34%	Less than 5%
Non Stock Part #'s*	4167		MEMO	Greater than 70% of PN's
Core Clean	\$1,000		0%	PART # # PIECES
Core Dirty	\$465		0%	PART # # PIECES
Replace by hold RBH	\$0		0%	PART # NA # PIECES
				NA
Total Inventory	\$345,291		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$217,760	63.13%	75%	this is your current a
1-3 Months	\$25,613	7.43%	included	healthy parts invento
4-6 Months	\$18,187	5.27%	23%	
7-9 Months	\$20,597	5.97%	2%	65% Will likely become
10-12 Months	\$21,105	6.12%	included	85% Will likely become
13-24 Months	\$41,666	12.08%	0%	Technically Obsolete
25+ months		0.00%	0%	
TOTAL	\$344,928	100.00%		

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

nd active ory			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$13,388	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$17,939	
	PLUS THE 13-24 MONTH VALUE	\$41,666	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ 72,993.30	21.16%

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation
Currently our dealership is not properly tracking lost sales using the decision tree provided in class. This is largely due to complacency in the department (it is our longest tenured employees in this department), and they are not on board for change and do not see the benefit in tracking lost sales properly.

Overall Objective:
Overall, the goal is to ensure that we are tracking all lost sales properly, so that we can know that our dealership is capturing as many sales as possible, and to make sure that we are not missing out on potential sales. Bigger picture objective is to increase customer satisfaction and gross profit in the department.

Proposed Timeline
Ideally we will have this goal achieved by Q1 of 2019.

Action Plan
Describe necessary actions to reach desired result: 1.) We need to meet with the parts manager to help him understand why this will be beneficial. 2.) We need to train them how to properly record lost sales in the software, and educate them on the lost sales tree to ensure that they properly understand the definition 3.) We need to keep them accountable and monitor this to ensure it is being done properly. 4.) We should see growth in business

Requirements

Meeting with Dealer: Met on Monday October 8, 2018
1. Action Proposed: To record lost sales as identified above.

Meeting with stakeholder(s) (dealership personnel): Discussed with VP of Sales and Fixed Operations Director, Wednesday October 10th.
2. Describe what is in place to support desired goal: Reward if tracked properly through increased gross profit and earnings.

Accountability: Monitoring progress: Ben McRae will be responsible for reviewing the lost sales and ensuring accuracy
Who: Glenn Burrow (Parts Manger)
What: To record lost sales accurately
By When: Q1 2019
How: By being properly trained and understanding the benefit
3.

Describe checkpoints that have been established to measure progress: Monthly reviews of lost sales logs
4. Date(s) for review: End of month, January, February and March 2019

5. Estimated cost for implementation: \$Nil

Projected Date of Completion:

Sponsor Signature: Neil Van Lochem, CFO

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

Impact Areas:
Gross profit, CSI