



REYNOLDS 2213						
Stocking Status		Inventory	% of Inventory	Guide		
INVESTMENT		Value				
Normal or Active Stock		\$124,627		51.22%	over 70%	
Automatic Phase Out		###		23.95%	Less than 30%	
Dealer Phase Out		\$0		0%	Less than 1%	
Manual Order		\$0		0%	Less than 3%	
Non Stock Part \$'s		###		18%	Less than 5%	
Non Stock Part #'s*		5270	63.20%	MEMO	Greater than 70% of PN's	
Core Clean		\$6,815		3%	PART #	# PIECES
Core Dirty		\$9,028		4%	PART #	# PIECES
Replace by hold RBH		\$1,755		1%	PART #	NA # PIECES
					NA	
Total Inventory		\$243,331		100%		

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	###	37.05%	75%	this is your current ar
1-3 Months	###	20.05%	included	healthy parts invento
4-6 Months	###	12.70%	23%	
7-9 Months	\$24,696	10.86%	2%	65% Will likely become c
10-12 Months	\$10,029	4.41%	included	85% Will likely become c
13-24 Months	\$30,732	13.51%	0%	Technically Obsolete
25+ months	\$3,246	1.43%	0%	
TOTAL	\$227,488	100.00%		

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	\$16,052	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$8,525	
	PLUS THE 13-24 MONTH VALUE	\$30,732	
	PLUS THE 25+ VALUE EQUALS	\$3,246	
	<b>OBSO AS A % OF TOTAL</b>	<b>\$ 58,554.17</b>	<b>25.74%</b>

CDK		Inventory	% of Inventory	Guide
Stocking Status	INVESTMENT	Value		
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 35%
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
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core			#DIV/0!	p/n pieces
Dirty Core			#DIV/0!	
Total Inventory		\$0	#DIV/0!	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months			#DIV/0!	ACTIVE INVENTORY at 75%
4-6 Months			#DIV/0!	ACTIVE INVENTORY at 23%
7-12 Months			#DIV/0!	75% will likely become Obso 2%
Over 12 Months			#DIV/0!	Technical Obsolescence 2% is g
New parts no sales			#DIV/0!	Minimal Amount
Total Inventory		\$0	#DIV/0!	

COLOR  
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide .75 TIMES \$ 0

uide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

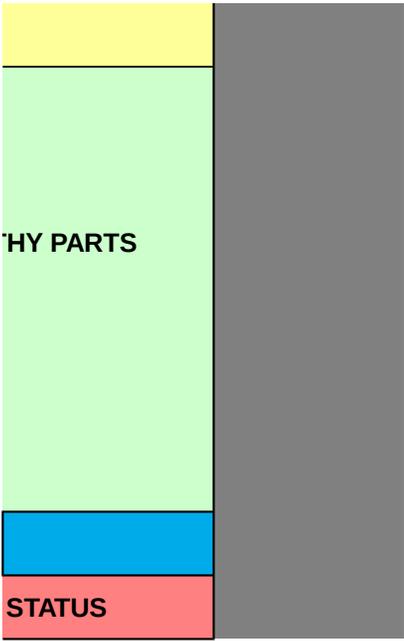
DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS:TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
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!	<b>THESE PARTS WILL BE IN A "AP" STATU: OUT IS SET AT 0 IN 6</b>	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

SEVEN MONTHS AGO			#DIV/0!	#DIV/0!
SIX MONTHS AGO			#DIV/0!	#DIV/0!
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				

**THIS IS YOUR ACTIVE HEALT INVENTORY**

**CONFIRM DIRTY & CLEAN**



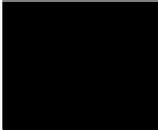


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 become
9-12 Months		#DIV/0!	2%	85% Will likely become
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 **WORDEN MARTIN BUICK GMC**

Academy Week **September 17-21 2018**

Class &

### Current Situation

Currently our parts department is not broken. They are profitable and over all pockets of business and processes that can be tightened up to maximize the opportunity for growth would be to tighten up our SOP process. According to parts inventory is obsolete or will become obsolete. We know that the bulk of installed or picked up.

### Overall Objective:

Our goal is to develop a SOP process. Currently our process is lacking at best their parts have arrived and are ready to be installed. Currently this process is parts and to the parts consultant otherwise. There is very limited involvement manager, and service manager. We require no pre-payment or open RO on non

### Proposed Timeline

Once we have a written process, I believe that this is something that we can in is December 15th. There will be a written process for review by 12-1-2018.

### Action Plan

Describe necessary actions to reach desired result: I think that the more simple it will be. I am going to have the parts manager write and implement the process has a better chance of success. The suggestions that I have for him for the process think that there should be an upfront payment on non warranty and non RO SOP management driven. Right now the service writers are really the only employees The parts counter people don't think its their job to chase RO SOP's. We need

### Requirements

1.

Meeting with Dealer: The Dealer really gives us enough "rope" to make change processes. He will have no problem with us implementing this process.

- Meeting with stakeholder(s) (dealership personnel): From the parts department  
From the service department Ernie (MGR.), Dan (Asst.), George, Dave, & Chad.
2. Training / Coaching / ±Consequences related to results / Pain & Gain:  
Describe what is in place to support desired goal: A written SOP process will be developed for the parts department on how they should handle SOP transactions from start to finish. The process as far as how parts are SOP are placed, paid for, or tracked will be outlined.

- Accountability: Monitoring progress: The SOP's are located in their own bin. Shared with the manager. We can run a bin report that will tell us what SOP's are still in process.
3. Who: Jerry & Tim  
What: Manager and Assistant manager drive process. Making sure that activities are completed by the people  
By When:  
How:

- Describe checkpoints that have been established to measure progress:  
Daily / Weekly / Bi-weekly / Monthly /
4. Date(s) for review: Daily & Weekly check points by manager and assistant manager

5. Estimated cost for implementation: The only additional cost for implementation is the cost of the bins.

Projected Date of Completion:

12-15-2018

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **ANDREW DANALEWICH**

Student Number **340-16**

they do a really nice job. There are however profitability of the department. I feel that one our DMS scorecard almost 26% of our total our obsolescence is due to SOP that were not

t. We lack urgency in notifying customers that left solely to service writer to handle on RO from the parts counter (on RO SOP), parts n-warranty RO or counter SOP's.

plement immediately. Our target date to start

le that we make our process the more effective ss. If it comes from him and it is his process it ocess will include the following practices. I OP. I feel that the process should be es that chase RO SOP's to have them installed. the managers to insert themselves into the

es and/ or improvements to departmental

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

nt: Jerry (MRG.), Tim (Asst.), Tyler, & Nick

be provided to the parts and service  
I do not feel that implementing an effective  
r issue at all. The biggest thing that we need to

to the accountability process will need to start  
there and we can ask questions as to why.

ies are being completed by writers and counter

nager. Monthly check by GM.

on will be postage.