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Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

**REDUCE SURPLUS INVENTORY**  
- Reduce inventory levels significantly by opening Surplus one Saturday a month.  
- Dean and Bogdan will continue to grow our items listed on the website and eBay.  
- Move aged/obsolete inventory into surplus, use surplus accruals to offset potential loss.

**REDUCE AGED VENDOR INVENTORY**  
- Autocar \$16183 Submitted for allowance amount. 1st QTR return allowance will be out soon.  
- Eaton \$9581-Working on approval to return to Spicer.  
- Fleetguard \$9411  
- Holland \$8098-Working on returning/selling at cost to XPO.  
- Jost \$2768-Working on returning.  
- Aperia Halo Tire Inflator Kits \$4400-Working with Aperia and OSS to sell or return these.  
- Aged Rimpro Inventory is roughly \$40K

Requirements

Meeting with Dealer:  
1. Action Proposed:

Meeting with stakeholder(s) (dealership personnel):  
2. Describe what is in place to support desired goal:  
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:  
Who: Purchasing agent, assistant parts manager and warehouse crew.  
What: Reduced consolidated aged inventory to 7% over nine months.  
3. By When: End of first quarter 2019  
How: Maximize return allowances, work with vendors to place offsetting orders

4. Describe checkpoints that have been established to measure progress: Checked weekly with aging report.  
Date(s) for review: Aging report comes out every Sunday morning. Monday morning review.

5. Estimated cost for implementation: 10% restocking fees are the standard for Daimler excess returns.

Projected Date of Completion:

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

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

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

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