

| CDK<br>Stocking Status<br>INVESTMENT                                         |  |  | Inventory<br>Value | % of Inventory | Guide                               |        |  |
|------------------------------------------------------------------------------|--|--|--------------------|----------------|-------------------------------------|--------|--|
| 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*                                                          |  |  |                    |                | Greater than 70% of PN's            |        |  |
| Clean Core                                                                   |  |  |                    | #DIV/0!        | # PIECES                            | PART # |  |
| Dirty Core                                                                   |  |  |                    | #DIV/0!        |                                     |        |  |
| Total Inventory                                                              |  |  | \$0                | #DIV/0!        |                                     |        |  |
| Activity                                                                     |  |  |                    |                |                                     |        |  |
| Activity                                                                     |  |  | Value \$           | %              | 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% is g |        |  |
| Over 12 Months                                                               |  |  |                    | #DIV/0!        | Technical Obsolescence 2% is guide  |        |  |
| New parts no sales                                                           |  |  |                    | #DIV/0!        | Minimal Amount                      |        |  |
| Total Inventory                                                              |  |  | 0                  | #DIV/0!        |                                     |        |  |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |  |  |                    |                |                                     |        |  |
| OBSO POSITION (LINES 20-22 FROM ABOVE)                                       |  |  |                    |                |                                     |        |  |
| NEG-ON-HAND (MINUS-ON-HAND)                                                  |  |  |                    |                |                                     |        |  |
| CLEAN CORE                                                                   |  |  |                    |                |                                     |        |  |
| DIRTY CORE (RDCI) OR DONE MANUALLY                                           |  |  |                    |                |                                     |        |  |
| LOST SALES CALCULATOR VS. ACTUAL                                             |  |  |                    |                |                                     |        |  |
| AVERAGE STOCK ORDER (Obtain data from                                        |  |  |                    |                |                                     |        |  |
| MONTHS SUPPLY (This calculation from you                                     |  |  |                    |                |                                     |        |  |
| GROSS (TOTAL) TURNS (from your FS Temp                                       |  |  |                    |                |                                     |        |  |
| TRUE (STOCK) TURNS (from your FS Temp                                        |  |  |                    |                |                                     |        |  |
| FTFR (FIRST TIME FILL RATE)                                                  |  |  |                    |                |                                     |        |  |
|                                                                              |  |  |                    |                |                                     |        |  |
|                                                                              |  |  |                    |                |                                     |        |  |
|                                                                              |  |  |                    |                |                                     |        |  |

## COLOR SCORING

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

## OK....BUT..

OUCH !!!!!

ouch!!!

## OBSO POSITION

|      |              |  |   |
|------|--------------|--|---|
| uide | .75 TIMES \$ |  | 0 |
|------|--------------|--|---|

|  |      |   |
|--|------|---|
|  | PLUS | 0 |
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|  |      |   |
|--|------|---|
|  | PLUS | 0 |
|--|------|---|

|  |        |         |   |
|--|--------|---------|---|
|  | EQUALS | #DIV/0! | 0 |
|--|--------|---------|---|

Pass or Fail ?

[illegible]

| REYNOLDS 2213<br>Stocking Status<br>INVESTMENT |                 |                |                          |
|------------------------------------------------|-----------------|----------------|--------------------------|
|                                                | Inventory Value | % of Inventory | Guide                    |
| Normal or Active Stock                         | \$387,874       | 78.32%         | over 70%                 |
| Automatic Phase Out                            | \$47,099        | 9.51%          | Less than 30%            |
| Dealer Phase Out                               | \$0             | 0%             | Less than 1%             |
| Manual Order                                   | \$2,037         | 0%             | Less than 3%             |
| Non Stock Part \$'s                            | \$34,495        | 7%             | Less than 5%             |
| Non Stock Part #'s*                            | 3353            | 57%            | Greater than 70% of PN's |
| Core Clean                                     | \$22,466        | 5%             | pn pieces                |
| Core Dirty                                     | \$1,294         | 0%             | pn pieces                |
| Replace by hold RBH                            | \$0             | 0%             | pn NA pieces             |
|                                                |                 |                | NA                       |
| Total Inventory                                | \$495,265       | 100%           |                          |
|                                                |                 |                |                          |
|                                                |                 |                |                          |

REYNOLDS

| Activity                                                                     | Value     | % of inventory | NADA Guide | Notes                  |
|------------------------------------------------------------------------------|-----------|----------------|------------|------------------------|
| Current                                                                      | \$236,362 | 50.13%         | 75%        | this is your current a |
| 1-3 Months                                                                   | \$149,191 | 31.64%         | included   | healthy parts invento  |
| 4-6 Months                                                                   | \$52,280  | 11.09%         | 23%        |                        |
| 7-9 Months                                                                   | \$15,828  | 3.36%          | 2%         | 65% Will likely become |
| 10-12 Months                                                                 | \$13,234  | 2.81%          | included   | 85% Will likely become |
| 13-24 Months                                                                 | \$4,453   | 0.94%          | 0%         | Technically Obsolete   |
| 25+ months                                                                   | \$156     | 0.03%          | 0%         |                        |
| TOTAL                                                                        | \$471,504 | 100.00%        |            |                        |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |           |                |            |                        |
| OBESO POSITION (LINES 23-26 FROM ABOVE)                                      |           |                |            |                        |
| NEG-ON-HAND (MINUS-ON-HAND)                                                  |           |                |            |                        |
| CLEAN CORE                                                                   |           |                |            |                        |
| DIRTY CORE                                                                   |           |                |            |                        |
| LOST SALES CALCULATOR VS. ACTUAL                                             |           |                |            |                        |
| AVERAGE STOCK ORDER (NEEDED FOR FS                                           |           |                |            |                        |
| MONTHS SUPPLY (FS TEMPLATE)                                                  |           |                |            |                        |
| GROSS (TOTAL) TURNS (from your FS Templa                                     |           |                |            |                        |
| TRUE (STOCK) TURNS (from your FS Templa                                      |           |                |            |                        |
| FTFR (FIRST TIME FILL RATE) (from your par                                   |           |                |            |                        |
|                                                                              |           |                |            |                        |

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| 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   | \$10,288     |       |
| obso       | .85 TIMES THE 10-12 MONTH VALUE | \$11,249     |       |
|            | PLUS THE 13-24 MONTH VALUE      | \$4,453      |       |
|            | PLUS THE 25+ VALUE EQUALS       | \$156        |       |
|            | OBSO AS A % OF TOTAL            | \$ 26,146.10 | 5.55% |
| PASS/ FAIL |                                 |              |       |
| Pass       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
| fail       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
| pass       |                                 |              |       |
|            |                                 |              |       |



| AUTO MATE<br>Stocking Status<br>INVESTMENT | Inventory<br>Value | % of Inventory | Guide                    | GOOD<br>WARNING<br>DANGER<br>GREAT<br>Seldom us<br>OK....BUT<br>OUCH !!!!!<br>YIKES |
|--------------------------------------------|--------------------|----------------|--------------------------|-------------------------------------------------------------------------------------|
| Active parts                               |                    | #DIV/0!        | over 70%                 |                                                                                     |
| Auto Phase Out Parts                       |                    | #DIV/0!        | Less than 30%            |                                                                                     |
| Dealer Phase Out Parts                     |                    | #DIV/0!        | Less than 1%             |                                                                                     |
| Manual Order Parts                         |                    | #DIV/0!        | Less than 3%             |                                                                                     |
| Non Stock Part \$'s                        |                    | #DIV/0!        | Less than 5%             |                                                                                     |
| Non Stock Part #'s*                        |                    |                | Greater than 70% of PN's |                                                                                     |
| Core Clean                                 |                    | #DIV/0!        | pn pieces                |                                                                                     |
| Core Dirty                                 |                    | #DIV/0!        | pn pieces                |                                                                                     |
|                                            |                    | #DIV/0!        |                          |                                                                                     |
|                                            |                    |                |                          |                                                                                     |
| Total Inventory                            | \$0                | #DIV/0!        |                          |                                                                                     |
|                                            |                    |                |                          |                                                                                     |
|                                            |                    |                |                          |                                                                                     |

#### AUTO MATE

| Activity                                                                     | AUTO MATE<br>Value | % of inven | NADA<br>Guide | Notes                                                   |
|------------------------------------------------------------------------------|--------------------|------------|---------------|---------------------------------------------------------|
|                                                                              |                    | #DIV/0!    |               | this is your current and active healthy parts inventory |
| Current to 3 Months                                                          |                    | #DIV/0!    | 75%           |                                                         |
| 4-6 Months                                                                   |                    | #DIV/0!    | 23%           |                                                         |
| 7-9 Months                                                                   |                    | #DIV/0!    | 2%            | 65% Will likely become obso                             |
| 10-12 Months                                                                 |                    | #DIV/0!    | included      | 85% Will likely become obso                             |
| over 12 Months                                                               |                    | #DIV/0!    | 0%            | Technically Obsolete                                    |
|                                                                              |                    | #DIV/0!    |               |                                                         |
| TOTAL                                                                        | \$0                | #DIV/0!    |               |                                                         |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |                    |            |               | PASS/ FAI                                               |
| OBSCO POSITION (LINES 23-25 FROM ABOVE)                                      |                    |            |               |                                                         |
| CLEAN CORE                                                                   |                    |            |               |                                                         |
| DIRTY CORE                                                                   |                    |            |               |                                                         |
| LOST SALES CALCULATOR VS. ACTUAL                                             |                    |            |               |                                                         |
| AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)           |                    |            |               |                                                         |
| MONTHS SUPPLY (FS TEMPLATE)                                                  |                    |            |               |                                                         |
| GROSS (TOTAL) TURNS (from your FS Template)                                  |                    |            |               |                                                         |
| TRUE (STOCK) TURNS (from your FS Template)                                   |                    |            |               |                                                         |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)      |                    |            |               |                                                         |
|                                                                              |                    |            |               |                                                         |
|                                                                              |                    |            |               |                                                         |
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| Additional Data Available From Auto Mate   |          |       |
|--------------------------------------------|----------|-------|
|                                            | \$ Value | Grade |
| DP2 Total Idle Capital                     | 0        |       |
| DP3 Negative On Hand                       | 0        |       |
| DP4 Parts with no bin                      | 0        |       |
| DP5 Parts with no cost                     | 0        |       |
| DP6 Monthly Closing Inv Value              | 0        |       |
| DP7 Lost Sales                             | 0        |       |
| Value of Stocking parts with MNS 6-11 Mo.  | 0        |       |
| Value of Stocking parts with MNS 12 Plus M | 0        |       |
| Value of Non-Stock Parts w MNS 3-5         | 0        |       |
| Value of Non-Stock Parts w MNS 6-8         | 0        |       |
| Value of Non-Stock Parts w MNS 9-11        | 0        |       |
| Value of Non-Stock Parts w MNS 12 Plus     | 0        |       |
|                                            | 0        |       |

| OBSO POSITION MATH DONE BELOW |      |         |
|-------------------------------|------|---------|
| .65 TIMES THE 7-9 MONTH VAL   | \$0  |         |
| .85 TIMES THE 10-12 MONTH V   | \$0  |         |
| PLUS THE 13-24 MONTH VALU     | \$0  |         |
| PLUS THE 25+ VALU EQUALS      | \$0  |         |
| OBSO AS A % OF TOTAL          | \$ - | #DIV/0! |

|                        |  |     |  |         |                          |        |  |
|------------------------|--|-----|--|---------|--------------------------|--------|--|
| 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*    |  |     |  |         | Greater than 70% of PN's |        |  |
| No Phase Out           |  |     |  |         | NA                       |        |  |
| Repace by Hold         |  |     |  |         | NA                       |        |  |
| Clean Core             |  |     |  | #DIV/0! | # PIECES                 | PART # |  |
| Dirty Core             |  |     |  | #DIV/0! |                          |        |  |
| Total Inventory        |  | \$0 |  | #DIV/0! |                          |        |  |

# AUTO SOFT

| Activity from Source Value \$ | % of Inven | %       | 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% is |
| 13-18 Months                  |            | #DIV/0! | Technical Obsolescence 2% is gu   |
| New parts no sales            |            | #DIV/0! | Minimal Amount                    |
| Total Inventory               |            | #DIV/0! |                                   |

|                                                                                     |
|-------------------------------------------------------------------------------------|
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |
| <b>OBSO POSITION (LINES 20-22 FROM ABOVE)</b>                                       |
| <b>NEG-ON-HAND (MINUS-ON-HAND)</b>                                                  |
| <b>CLEAN CORE</b>                                                                   |
| <b>DIRTY CORE (RDCI) OR DONE MANUALLY</b>                                           |
| <b>LOST SALES CALCULATOR VS. ACTUAL</b>                                             |
| <b>AVERAGE STOCK ORDER (Obtain data from your OE)</b>                               |
| <b>MONTHS SUPPLY (This calculation from your FS Template)</b>                       |
| <b>GROSS (TOTAL) TURNS (from your FS Template)</b>                                  |
| <b>TRUE (STOCK) TURNS (from your FS Template)</b>                                   |
| <b>FTFR (FIRST TIME FILL RATE)(this is a post class assignment)</b>                 |
|                                                                                     |
|                                                                                     |
|                                                                                     |





| DEALER TRACK ARKONA STATUS   |  |  | MONTH OF: |         |         | PROFILES                   |
|------------------------------|--|--|-----------|---------|---------|----------------------------|
|                              |  |  | %         | #       | PIECES  | VALUE                      |
| ACTIVE PARTS: STOCKED        |  |  | #DIV/0!   |         |         | See 9 D                    |
| ACTIVE PARTS: EXCESS STOCK   |  |  | #DIV/0!   |         |         | LESS THA                   |
| ACTIVE PARTS: UNDERSTOCKED   |  |  | #DIV/0!   |         |         | LESS THA                   |
| ACTIVE PARTS: TO PHASE OUT   |  |  | #DIV/0!   |         |         | LESS THA                   |
| TOTAL ACTIVE PARTS           |  |  | #DIV/0!   |         |         | 70%                        |
| SUPERCEDED W/ON HAND         |  |  | #DIV/0!   |         |         | LOW DBL                    |
| INACTIVE W/ON HAND           |  |  | #DIV/0!   |         |         | LESS THA                   |
| INACTIVE PART NUMBER # AND % |  |  |           |         |         |                            |
| TOTAL INV. TO SELL           |  |  | #DIV/0!   |         |         |                            |
| CORES ON HAND                |  |  |           |         |         | LOW PIEC                   |
| NEG-ON-HAND                  |  |  |           |         |         | LOW DBL                    |
| TOTAL OF INVENTORY           |  |  |           |         |         |                            |
| PARTS ON OPEN R. O.'S        |  |  |           |         |         | ONE DAYS                   |
| VALUE OF TOTAL INVENTORY     |  |  |           |         |         |                            |
| NOT ON FACTORY MASTER        |  |  |           |         |         | MINIMAL                    |
| PARTS WITH OUT COST          |  |  |           |         |         | MINIMAL                    |
|                              |  |  |           |         |         |                            |
| INVENTORY AGING BY LAST SOLD |  |  |           |         |         |                            |
|                              |  |  | VALUE     | %       | ACUM %  | INS                        |
| NEVER SOLD                   |  |  |           | #DIV/0! | #DIV/0! |                            |
| ONE YEAR AGO PLUS            |  |  |           | #DIV/0! | #DIV/0! | THIS                       |
| ELEVEN MONTHS AGO            |  |  |           | #DIV/0! | #DIV/0! |                            |
| TEN MONTHS AGO               |  |  |           | #DIV/0! | #DIV/0! | THIS                       |
| NINE MONTHS AGO              |  |  |           | #DIV/0! | #DIV/0! |                            |
| EIGHT MONTHS AGO             |  |  |           | #DIV/0! | #DIV/0! | THESE PARTS WILL BE IN A " |
| 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! | THIS IS YOUR ACT           |
| TWO MONTHS AGO               |  |  |           | #DIV/0! | #DIV/0! |                            |
| ONE MONTH AGO                |  |  |           | #DIV/0! | #DIV/0! |                            |
| CURRENT MONTH                |  |  |           | #DIV/0! | #DIV/0! |                            |
| TOTAL INVENTORY              |  |  |           | #DIV/0! |         | Guide is 1.5 Months Suppl  |
| CORES WITH ON HAND           |  |  |           |         |         | CONFIRM DIRT               |

|                                                                                       |
|---------------------------------------------------------------------------------------|
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat          |
| OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technicle OBSO)     |
| NEG-ON-HAND                                                                           |
| CLEAN CORE (Provide the # of part #'s and # of pieces)                                |
| DIRTY CORE                                                                            |
| LOST SALES CALCULATOR VS. ACTUAL                                                      |
| AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp) |
| MONTHS SUPPLY (this calculation is found in the FS template)                          |

|                                                                         |
|-------------------------------------------------------------------------|
| GROSS (TOTAL) TURNS (from your FS Template)                             |
| TRUE (STOCK) TURNS (from your FS Template)                              |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment) |
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| Lightyear<br>Stocking Status<br>INVESTMENT |  | Inventory<br>Value | % of Inventory | Guide                    |
|--------------------------------------------|--|--------------------|----------------|--------------------------|
| 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*                        |  |                    |                | Greater than 70% of PN's |
| No Phase Out                               |  |                    |                | NA                       |
|                                            |  |                    |                | NA                       |
| Clean Core                                 |  |                    | #DIV/0!        | # PIECES PART #          |
| Dirty Core                                 |  |                    | #DIV/0!        |                          |
| Total Inventory                            |  | \$0                | #DIV/0!        |                          |

  

| Lightyear                                                                    |          |            |         |                                |
|------------------------------------------------------------------------------|----------|------------|---------|--------------------------------|
| Activity                                                                     | Value \$ | % of Inven | %       | Notes & Guides                 |
| 1-2 Months                                                                   |          |            | #DIV/0! | ACTIVE INVENTORY at 75%        |
| 3-5 Months                                                                   |          |            | #DIV/0! | ACTIVE INVENTORY at 23%        |
| 6-11 Months                                                                  |          |            | #DIV/0! | 75% will likely become Obso 2% |
| Over 12 Months                                                               |          |            | #DIV/0! | Technical Obsolescence 2% is c |
| New parts no sales                                                           |          |            | #DIV/0! | Minimal Amount                 |
| Total Inventory                                                              |          |            | #DIV/0! |                                |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |          |            |         |                                |
| OBSO POSITION (LINES 20-22 FROM ABOVE)                                       |          |            |         |                                |
| NEG-ON-HAND (MINUS-ON-HAND)                                                  |          |            |         |                                |
| CLEAN CORE                                                                   |          |            |         |                                |
| DIRTY CORE (RDCI) OR DONE MANUALLY                                           |          |            |         |                                |
| LOST SALES CALCULATOR VS. ACTUAL                                             |          |            |         |                                |
| AVERAGE STOCK ORDER (Obtain data from your OE)                               |          |            |         |                                |
| MONTHS SUPPLY (This calculation from your FS Template)                       |          |            |         |                                |
| GROSS (TOTAL) TURNS (from your FS Template)                                  |          |            |         |                                |
| TRUE (STOCK) TURNS (from your FS Template)                                   |          |            |         |                                |
| FTFR (FIRST TIME FILL RATE) (This is a post class assignment)                |          |            |         |                                |
|                                                                              |          |            |         |                                |
|                                                                              |          |            |         |                                |

## COLOR SCORING

**GOOD**

**WARNING**

**DANGER**

**GREAT**

**Seldom used**

**OK....BUT..**

**OUCH !!!**

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TOUCH !!!!!

\_\_\_\_\_

ouch!!!

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## OBSO POSITION

% is guide

**.75 TIMES**

**\$**

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## guide

**PLUS**

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**PLUS**

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EQUA

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| Pass or Fail ? |
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| PBS SCORECARD       |           |                |                          | GOOD       |
|---------------------|-----------|----------------|--------------------------|------------|
| Stocking Status     | Inventory | % of Inventory | Guide                    | WARNING    |
| INVESTMENT          | Value     |                |                          | DANGER     |
| Stock Parts         |           | #DIV/0!        | over 70%                 | GREAT      |
| Automatic Phase Out |           | #DIV/0!        | Less than 30%            | Seldom us  |
|                     |           | #DIV/0!        |                          | OK....BUT  |
| Manual Order        |           | #DIV/0!        | Less than 3%             | OUCH !!!!! |
| Test Part \$'s      |           | #DIV/0!        | Less than 5%             | YIKES      |
| Test Part #'s*      |           |                | Greater than 70% of PN's |            |
| Core Parts          |           | #DIV/0!        | pn pieces                |            |
| Core Dirty          |           | #DIV/0!        | pn pieces                |            |
| Superseded Parts    |           | #DIV/0!        | pn NA pieces             |            |
|                     |           |                | NA                       |            |
| Total Inventory     | \$0       | #DIV/0!        |                          |            |
|                     |           |                |                          |            |
|                     |           |                |                          |            |

REYNOLDS

| Activity                                                                     | Value | % of inven | NADA Guide | Notes                                                   |
|------------------------------------------------------------------------------|-------|------------|------------|---------------------------------------------------------|
| Current                                                                      |       | #DIV/0!    | 75%        | this is your current and active healthy parts inventory |
| 1-3 Months                                                                   |       | #DIV/0!    | included   |                                                         |
| 4-6 Months                                                                   |       | #DIV/0!    | 23%        |                                                         |
| 7-9 Months                                                                   |       | #DIV/0!    | 2%         | 65% Will likely become obso                             |
| 10-12 Months                                                                 |       | #DIV/0!    | included   | 85% Will likely become obso                             |
| 13-24 Months                                                                 |       | #DIV/0!    | 0%         | Technically Obsolete                                    |
| 25+ months                                                                   |       | #DIV/0!    | 0%         |                                                         |
| TOTAL                                                                        | \$0   | #DIV/0!    |            |                                                         |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |       |            |            | PASS/ FAI                                               |
| OBSO POSITION (LINES 23-26 FROM ABOVE)                                       |       |            |            |                                                         |
| NEG-ON-HAND (MINUS-ON-HAND)                                                  |       |            |            |                                                         |
| CLEAN CORE                                                                   |       |            |            |                                                         |
| DIRTY CORE                                                                   |       |            |            |                                                         |
| LOST SALES CALCULATOR VS. ACTUAL                                             |       |            |            |                                                         |
| AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)           |       |            |            |                                                         |
| MONTHS SUPPLY (FS TEMPLATE)                                                  |       |            |            |                                                         |
| GROSS (TOTAL) TURNS (from your FS Template)                                  |       |            |            |                                                         |
| TRUE (STOCK) TURNS (from your FS Template)                                   |       |            |            |                                                         |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)      |       |            |            |                                                         |
|                                                                              |       |            |            |                                                         |
|                                                                              |       |            |            |                                                         |
|                                                                              |       |            |            |                                                         |

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| OBSO POSITION MATH DONE BELOW |      |         |
|-------------------------------|------|---------|
| .65 TIMES THE 7-9 MONTH VAL   |      | \$0     |
| .85 TIMES THE 10-12 MONTH V   |      | \$0     |
| PLUS THE 13-24 MONTH VALU     |      | \$0     |
| PLUS THE 25+ VALU EQUALS      |      | \$0     |
| OBSO AS A % OF TOTAL          | \$ - | #DIV/0! |

| UCS SCORECARD                       |           |                |                          | GOOD             |
|-------------------------------------|-----------|----------------|--------------------------|------------------|
| Stocking Status                     | Inventory | % of Inventory | Guide                    | WARNING          |
| Observations                        | Value     |                |                          | DANGER           |
| Active Stock (0-6 month activity)   |           |                | over 70%                 | GREAT            |
| Zero Guide (Auto Phase out)         |           |                | Less than 30%            | Seldom used      |
| No bin Location Parts               |           |                | Less than 1%             | OK....BUT..      |
| Manual Order Review                 |           |                | Less than 3%             | OUCH !!!!!!!!!!! |
| 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?   |                  |
|                                     |           |                | NA                       |                  |
|                                     |           |                | NA                       |                  |
| Total Inventory                     | \$0       |                |                          |                  |
| EXTRA LINES                         |           |                |                          |                  |
| EXTRA LINES                         |           |                |                          |                  |

UCS

| Investment Activity                                                          | Value | % of inver | NADA Guide | Notes                           |
|------------------------------------------------------------------------------|-------|------------|------------|---------------------------------|
| Current TO 3 Months                                                          |       | #DIV/0!    | 75%        | this is your current and active |
| 3 to 6 Months                                                                |       | #DIV/0!    | included   | healthy parts inventory         |
| 6-9 Months                                                                   |       | #DIV/0!    | 23%        | 65% Will likely become obso     |
| 9-12 Months                                                                  |       | #DIV/0!    | 2%         | 85% Will likely become obso     |
| 12 Months + Over                                                             |       | #DIV/0!    | included   | This is your Technical OBSO     |
|                                                                              |       | #DIV/0!    |            |                                 |
|                                                                              |       | #DIV/0!    |            |                                 |
| TOTAL                                                                        | \$0   | #DIV/0!    |            |                                 |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |       |            |            | Pass or Fail ?                  |
| OBSO POSITION (LINES 23-26 FROM ABOVE)                                       |       |            |            |                                 |
| NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts)                            |       |            |            |                                 |
| CLEAN CORE                                                                   |       |            |            |                                 |
| DIRTY CORE                                                                   |       |            |            |                                 |
| LOST SALES CALCULATOR VS. ACTUAL                                             |       |            |            |                                 |
| AVERAGE STOCK ORDER                                                          |       |            |            |                                 |
| MONTHS SUPPLY                                                                |       |            |            |                                 |
| GROSS (TOTAL) TURNS (from your FS templat                                    |       |            |            |                                 |
| TRUE (STOCK) TURNS (from your FS Template                                    |       |            |            |                                 |
| FTFR (FIRST TIME FILL RATE) (from your part                                  |       |            |            |                                 |
|                                                                              |       |            |            |                                 |
|                                                                              |       |            |            |                                 |
|                                                                              |       |            |            |                                 |

|        |         |
|--------|---------|
| \$0.00 |         |
| \$0.00 |         |
| \$0    |         |
|        |         |
|        |         |
| \$0.00 | #DIV/0! |