





| Rate %  |
|---------|
| 88.66%  |
| #DIV/0! |
| 88.66%  |



| CDK                    |                 |                |                          |        |               |
|------------------------|-----------------|----------------|--------------------------|--------|---------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |        | COLOR SCORING |
| INVESTMENT             |                 |                |                          |        |               |
| Normal or Active Stock | \$621,541       | 75.24%         | over 70%                 |        | GOOD          |
| Automatic Phase Out    | \$81,317        | 9.84%          | Less than 30%            |        | WARNING       |
| Dealer Phase Out       | \$1,601         | 0.19%          | Less than 1%             |        | DANGER        |
| Manual Order           | \$1,604         | 0.19%          | Less than 3%             |        | GREAT         |
| Non Stock Part \$'s    | \$99,839        | 12.09%         | Less than 5%             |        | Seldom used   |
| Non Stock Part #'s*    | 9,185           |                | Greater than 70% of PN's |        | OK....BUT..   |
| Clean Core             | \$12,627        | 1.53%          | # PIECES                 | PART # | OUCH !!!!!    |
| Dirty Core             | \$7,585         | 0.92%          | 32                       | 18     |               |
| Total Inventory        | \$826,114       | 100.00%        |                          |        | ouch!!!       |

| Activity           | Value \$ | %    | Notes & Guides                          |
|--------------------|----------|------|---|
| 0-3 Months         | 578,480  | 72%  | ACTIVE INVENTORY at 75%                 |
| 4-6 Months         | 60,924   | 8%   | ACTIVE INVENTORY at 23%                 |
| 7-12 Months        | 77,912   | 10%  | 75% will likely become Obso 2% is guide |
| Over 12 Months     | 49,191   | 6%   | Technical Obsolescence 2% is guide      |
| New parts no sales | 39,394   | 5%   | Minimal Amount                          |
| Total Inventory    | 805,902  | 100% |   |

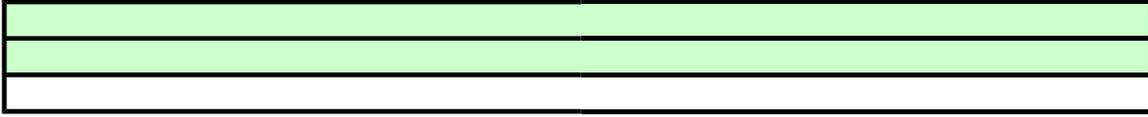
|  |                |
|--|----------------|
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | Pass or Fail ? |
| OBSO POSITION (LINES 20-22 FROM ABOVE)                                       | PASS           |
| NEG-ON-HAND (MINUS-ON-HAND)  | PASS           |
| CLEAN CORE   | PASS           |
| DIRTY CORE (RDCI) OR DONE MANUALLY   | PASS           |
| LOST SALES CALCULATOR VS. ACTUAL   | PASS           |
| AVERAGE STOCK ORDER (Obtain data from  | PASS           |
| MONTHS SUPPLY (This calculation from you                                     | PASS           |
| GROSS (TOTAL) TURNS (from your FS Temp                                       | PASS           |
| TRUE (STOCK) TURNS (from your FS Temp  | PASS           |
| FTFR (FIRST TIME FILL RATE)  | 88.66          |
|  |                |
|  |                |
|  |                |

| <b>OBSO POSITION</b> |           |            |                 |
|----------------------|-----------|------------|-----------------|
| <b>.75 TIMES</b>     | <b>\$</b> |            | <b>58434.08</b> |
| <b>PLUS</b>          |           |            | <b>49,191</b>   |
| <b>PLUS</b>          |           |            | <b>39,394</b>   |
| <b>EQUALS</b>        |           | <b>18%</b> | <b>147019.3</b> |

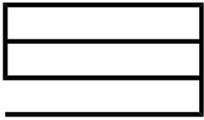
| REYNOLDS 2213          |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| 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 |
| Core Clean             |                 | #DIV/0!        | pn pieces                |
| Core Dirty             |                 | #DIV/0!        | pn pieces                |
| Replace by hold RBH    |                 | #DIV/0!        | pn NA pieces             |
|                        |                 |                | NA                       |
| Total Inventory        | \$0             | #DIV/0!        |                          |
|                        |                 |                |                          |
|                        |                 |                |                          |

REYNOLDS

| Activity  | Value | % of inventory | NADA Guide | Notes                  |
|---|-------|----------------|------------|------------------------|
| Current   |       | #DIV/0!        | 75%        | this is your current a |
| 1-3 Months  |       | #DIV/0!        | included   | healthy parts inventc  |
| 4-6 Months  |       | #DIV/0!        | 23%        |                        |
| 7-9 Months  |       | #DIV/0!        | 2%         | 65% Will likely become |
| 10-12 Months  |       | #DIV/0!        | included   | 85% Will likely become |
| 13-24 Months  |       | #DIV/0!        | 0%         | Technically Obsolete   |
| 25+ months  |       | #DIV/0!        | 0%         |                        |
| TOTAL   | \$0   | #DIV/0!        |            |                        |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |       |                |            |                        |
| OBISO 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  |       |                |            |                        |







| AUTO SOFT              |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| 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 gui  |
| 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> |
| 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 !!!**

**OUCH !!!!!**

**ouch!!!**

**OBSO POSITION**

s guide .75 TIMES \$ 0

de PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?



| AUTO MATE              |           |                |                          | GOOD       |
|------------------------|-----------|----------------|--------------------------|------------|
| Stocking Status        | Inventory | % of Inventory | Guide                    | WARNING    |
| INVESTMENT             | Value     |                |                          | DANGER     |
| Active parts           |           | #DIV/0!        | over 70%                 | GREAT      |
| Auto Phase Out Parts   |           | #DIV/0!        | Less than 30%            | Seldom us  |
| Dealer Phase Out Parts |           | #DIV/0!        | Less than 1%             | OK....BUT  |
| Manual Order Parts     |           | #DIV/0!        | Less than 3%             | OUCH !!!!! |
| Non Stock Part \$'s    |           | #DIV/0!        | Less than 5%             | YIKES      |
| 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 Value | % of inven | NADA 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!    |            |   |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b> |                 |            |            | PASS/ FAI   |
| OBISO 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)             |                 |            |            |   |
|   |                 |            |            |   |
|   |                 |            |            |   |
|   |                 |            |            |   |

sed

..

!!!!

| 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        |       |

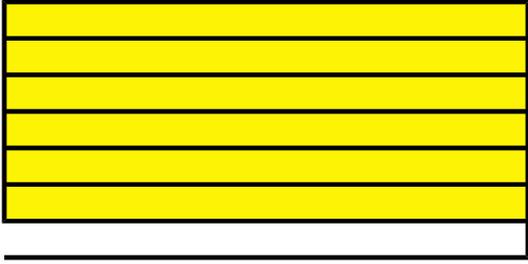
| OBSO POSITION MATH DONE BELOW |      |         |
|-------------------------------|------|---------|
| .65 TIMES THE 7-9 MONTH VAL   | \$0  |         |
| .85 TIMES THE 10-12 MONTH V   | \$0  |         |
| PLUS THE 13-24 MONTH VALU     | \$0  |         |
| PLUS THE 25+ VALU EQUALS      | \$0  |     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

| DEALER TRACK ARKONA                 |  | MONTH OF:    |          |               |       | PROFILES                   |
|-------------------------------------|--|--------------|----------|---------------|-------|----------------------------|
| STATUS                              |  | %            | #        | 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                    |
| <b>INVENTORY AGING BY LAST SOLD</b> |  |              |          |               |       |                            |
|                                     |  | <b>VALUE</b> | <b>%</b> | <b>ACUM %</b> |       | <b>INS</b>                 |
| NEVER SOLD                          |  |              | #DIV/0!  | #DIV/0!       |       |                            |
| ONE YEAR AGO PLUS                   |  |              | #DIV/0!  | #DIV/0!       |       | <b>THIS</b>                |
| ELEVEN MONTHS AGO                   |  |              | #DIV/0!  | #DIV/0!       |       |                            |
| TEN MONTHS AGO                      |  |              | #DIV/0!  | #DIV/0!       |       | <b>THIS</b>                |
| 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!       |       | <b>THIS IS YOUR ACT</b>    |
| 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                  |  |              |          |               |       | <b>CONFIRM DIRT</b>        |

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

|  |
|--|
| <b>MONTHS SUPPLY (this calculation is found in the 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) (from your parts class homework assignment)</b> |
|  |
|  |
|  |

|   |                    |
|---|--------------------|
| <b>GUIDES</b>                                 | <b>COLOR</b>       |
|   | <b>SCORING</b>     |
|   | <b>GOOD</b>        |
|   | <b>WARNING</b>     |
|   | <b>DANGER</b>      |
|   | <b>GREAT</b>       |
| N 1 %   | <b>DANGER</b>      |
| N 1 %   | <b>GREAT</b>       |
| N 30%   | <b>Seldom used</b> |
|   | <b>OK....BUT..</b> |
| <b>NUMBERS</b>                                | <b>OUCH !!!</b>    |
| N 30% these are Auto Phase Out Parts          |                    |
|   |                    |
|   |                    |
| <b>E COUNTS</b>                               |                    |
| <b>NUMBERS</b>                                |                    |
|   |                    |
| <b>AVG SALES</b>                              |                    |
|   |                    |
|   |                    |
|   |                    |
|   |                    |
|   |                    |
|   |                    |
| <b>STRUCTORS NOTES</b>                        |                    |
| <b>IS TECHNICAL OBSO</b>                      |                    |
| <b>IS POTENTIAL OBSO</b>                      |                    |
| AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6 |                    |
| <b>FIVE HEALTHY PARTS INVENTORY</b>           |                    |
|   |                    |
| <b>Y &amp; CLEAN STATUS (see below)</b>       |                    |
|   |                    |
| Pass or Fail ?                                |                    |
|   | #DIV/0!            |
|   |                    |
|   |                    |
|   |                    |
|   |                    |



| 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   |  |  |
| 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 !!!**

**OUCH !!!!!**

ouch!!!

% is guide

**OBSO POSITION**

.75 TIMES \$ 0

guide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

Pass or Fail ?

| 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)      |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |

sed

..

!!!!

| 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 inven | NADA Guide | Notes   |
|--|-------|------------|------------|---|
| Current TO 3 Months  |       | #DIV/0!    | 75%        | this is your current and active healthy parts inventory |
| 3 to 6 Months  |       | #DIV/0!    | included   |   |
| 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! |

## Departmental Action Plan

Dealership **BMW SHEWSBURY**

Academy Week **2ND WEEK**

Class &

### Current Situation

**WE HAVE OLD STOCK PROBLEM. AROUND % 7**

### Overall Objective:

**ELIMINATE AS MUCH AS POSSIBLE BELOW %3. BY HAVING A PROCESS TO C  
PROCESS FOR THIS TO HAPPEN AND PM KEEPS PUTTING PARTS BACK IN II  
GET PUT ON CUSTOMER VEHICLE AND NOT PUT IN INVENTORY. THIS WILL P  
THAN IT SHOULD.**

### Proposed Timeline

**NEXT 180 DAYS.**

### Action Plan

**Describe necessary actions to reach desired result: MAKE SURE WE ARE STC  
SURE WE ARE GETTING SPECIAL ORDER CALLED AND INSTALLED. MAKE A  
TO DOCUMENT CUSTOMERS THEY CALLED TO GET PARTS INSTALLED. CHE  
OBSOLESENCE IS NOT GROWING. WILL TAKE SEVERAL MONTHS FOR THIS  
PART PUT ON VEHICLE THAT IT IS SUPPOSED TO GO ON THEN IT WILL NOT  
OLD BECAUSE WE DO NOT SELL THAT PART.**

### Requirements

**Meeting with Dealer:**

- 1. Action Proposed: MEET WITH WITH DEALER AND FOD - PROPOSED NEW AC  
HOW WE WILL MONITOR AND CHECK NUMBERS EACH MONTH TO SEE IF TH**

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:  
Training / Coaching / ±Consequences related to results / **Pain & Gain** WILL ORDER PARTS EVERY MORNING. HE WILL GIVE CALL SCRIPT TO SERVICE A MONITOR THE USE OF CALL SCRIPT HE WILL MAKE THEM FILL OUT SHEET

Accountability: Monitoring progress:

Who:PARTS MANAGER

What:OBSELENCE

3. By When:END OF 2019  
How:BEING MORE AGGRESSIVE ON PRICING.MONITORING PROCESS WITH PARTS.

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / **Monthly** /

4. Date(s) for review: EACH MONTH AFTER MONTH END REPORT PRINTED, CH MAKE SURE CUSTOMER IS GETTING CALLED. SPOT CHECK PARTS THAT HA THE CUSTOMER HAS BEEN CALLED AND EMPLOYEE DID NOT JUST FILL OU

5. Estimated cost for implementation: 0.50 CENTS ON \$1 - CURRENTLY \$45K O

Projected Date of Completion:

02/28/20

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

**Sales** / Gross / Expenses / **Net Profit** / CSI / **SALES AND NET PROFIT** THIS WILL LABOR TO INSTALL SPECIAL ORDER PART INSTEAD OF IT GOING TO SHELF AND GETTING OLD. FULL MARK UP ON THE PART WE WILL NOT HAVE TO WRITE OFF AS MANY OLD PARTS EACH YE FIXED THIS WILL BE GOOD FOR DEALER BOTTOM LINE.

Student Name

ANGELO KARACA

Student Number

N352

GET CUSTOMER PART PUT ON. WE HAVE NO INVENTORY. WE NEED TO MAKE SURE PART KEEP OBSOLECENSE FROM GROWING MORE

BOOKING WHAT WE ARE SELLING. MAKE CALL LIST FOR FOD AND PARTS MANAGER CHECK EACH MONTH TO MAKE SURE TO SHOW ON PAPER. IF WE ARE GETTING END UP IN INVENTORY AND WILL NOT GET

ATION PLAN FOR NOTIFY PROCESS. DISCUSS IIS IS HELPING.

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

**. GET PARTS MANAGER TO PRINT SPECIAL  
ADVISORS AND COUNTER PEOPLE. HE WILL  
SHOWING THEY CALLED CUSTOMER PARTS**

**CALLING CUSTOMER FOR SPECIAL ORDER**

**HECK CALL LIST OF PARTS MANAGER TO  
HAVE NOT BEEN INSTALLED TO MAKE SURE  
IT SHEET.**

**IN OBSELENCES PARTS. NO NEW COST FOR**

**. HELP SALES, WE WILL BE GETTING PARTS AND  
BY INSTALLING THE PART WE WILL BE ABLE TO GET  
CAR. CUSTOMER WILL BE HAPPY THAT VEHICLE WAS**

