

CDK				COLOR SCORING
Stocking Status INVESTMENT	Inventory Value	% of Inventory	Guide	
Normal or Active Stock	\$221,925	79.15%	over 70%	GOOD
Automatic Phase Out	\$11,705	4.17%	Less than 30%	WARNING
Dealer Phase Out	\$0	0.00%	Less than 1%	DANGER
Manual Order	\$27,712	9.88%	Less than 3%	GREAT
Non Stock Part \$'s	\$7,383	2.63%	Less than 5%	Seldom used
Non Stock Part #'s*	8,356	74.33%	Greater than 70% of PN's	OK....BUT..
Clean Core	\$11,662	4.16%	# PIECES	PART #
Dirty Core		0.00%		
Total Inventory	\$280,386	100.00%		ouch!!!

Activity	Value \$	%	Notes & Guides
0-3 Months	191,572	71%	ACTIVE INVENTORY at 75%
4-6 Months	24,320	9%	ACTIVE INVENTORY at 23%
7-12 Months	30,997	12%	75% will likely become Obso 2% is guide
Over 12 Months	3,149	1%	Technical Obsolescence 2% is guide
New parts no sales	18,683	7%	Minimal Amount
Total Inventory	268,721	100%	

CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat	Pass or Fail ?
OBSO POSITION (LINES 20-22 FROM ABOVE)	Fail
NEG-ON-HAND (MINUS-ON-HAND)	
CLEAN CORE	\$11,662
DIRTY CORE (RDCI) OR DONE MANUALLY	Manually
LOST SALES CALCULATOR VS. ACTUAL	\$4,182
AVERAGE STOCK ORDER (Obtain data from	
MONTHS SUPPLY (This calculation from your	1.71
GROSS (TOTAL) TURNS (from your FS Term	7
TRUE (STOCK) TURNS (from your FS Term	3.2
FTFR (FIRST TIME FILL RATE)	12.00%

OBSO POSITION			
.75 TIMES \$			23247.75
PLUS			3,149
PLUS			18,683
EQUALS		17%	45079.75