

REYNOLDS 2213					GOOD
Stocking Status		Inventory	% of Inventory	Guide	WARNING
INVESTMENT		Value			DANGER
Normal or Active Stock		\$31,403	22.57%	over 70%	GREAT
Automatic Phase Out		\$69,374	49.87%	Less than 35%	Seldom us
Dealer Phase Out		\$21,391	15%	Less than 1%	OK....BUT
Manual Order		\$5,995	4%	Less than 3%	OUCH !!!!!
Non Stock Part \$'s		\$0	0%	Less than 5%	
Non Stock Part #'s*		7509		Greater than 70% of PN's	
Core Clean		\$3,317	2%	0%	
Core Dirty		\$7,642	5%		
Replace by hold			0%	NA	
				NA	
Total Inventory		\$139,122	100%		
EXTRA LINES	SNS	0			
EXTRA LINES	RBH	0			

**REYNOLDS**

Activity	Value	% of inver	NADA Guide	Notes
Current	\$31,403	18.28%	75%	this is your current and active healthy parts inventory
1-3 Months	\$29,830	17.36%	included	
4-6 Months	\$21,391	12.45%	23%	
7-9 Months	\$69,374	40.37%	2%	65% Will likely become obso
10-12 Months	\$8,420	4.90%	included	85% Will likely become obso
13-24 Months	\$11,419	6.65%	0%	Technically Obsolete
25+ months		0.00%	0%	
<b>TOTAL</b>	<b>\$171,837</b>	<b>100.00%</b>		
<b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat</b>				PASS/ FAIL
OBSO POSITION (LINES 24-27 FROM ABOVE)				37%
NEG-ON-HAND (MINUS-ON-HAND)				2312
CLEAN CORE				pass
DIRTY CORE (can you run the DMS Summary and find exactly what it says? If not print "FAIL")				pass
LOST SALES CALCULATOR VS. ACTUAL (how close are you?)				pass

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OBSSO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VAL	\$45,093	
.85 TIMES THE 10-12 MONTH V	\$7,157	
PLUS THE 13-24 MONTH VALU	\$11,419	
PLUS THE 25+ VALU EQUALS	\$0	
OBSSO AS A % OF TOTAL	\$ 63,669.13	37%