



Rate %
62.50%
85.71%
66.67%
80.00%
50.00%
64.29%
#DIV/0!
69.23%



REYNOLDS 2213					
Stocking Status	Inventory		% of Inventory	Guide	
INVESTMENT	Value				
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*			MEMO	Greater than 70% of PN's	
Core Clean			#DIV/0!	PART #	# PIECES
Core Dirty			#DIV/0!	PART #	# PIECES
Replace by hold RBH			#DIV/0!	PART #	NA # PIECES
				NA	
Total Inventory	\$0		#DIV/0!		

REYNOLDS

Activity	Value		% of inven	NADA Guide	Notes
Current			#DIV/0!	75%	this is your current a healthy parts invento
1-3 Months			#DIV/0!	included	
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!		

GOOD
WARNING
DANGER
GREAT
Seldom used
OK....BUT..
OUCH !!!!!!!!!!!
YIKES

nd active			
ry			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
	PLUS THE 13-24 MONTH VALUE	\$0	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ -	#DIV/0!

CDK							
Stocking Status		Inventory		% of Inventory		Guide	
INVESTMENT		Value					
Normal or Active Stock		\$347,943		80.55%	over 70%		
Automatic Phase Out		\$52,215		12.09%	Less than 35%		
Dealer Phase Out		\$3,000		0.69%	Less than 1%		
Manual Order				0.00%	Less than 3%		
Non Stock Part \$'s		\$9,139		2.12%	Less than 5%		
Non Stock Part #'s*		17,033	MEMO	79.18%	Greater than 70% of PN's		
No Phase Out		Not on ADP			NA		
Repape by Hold		Not on ADP			NA		
Clean Core		\$19,680		4.56%	p/n	pieces	
Dirty Core				0.00%			
Total Inventory		\$431,977		100.00%			

ADP							
Activity		Value \$	% of Invent	%	Notes & Guides		
0-3 Months		289,742		68%	ACTIVE INVENTORY at 75%		
4-6 Months		57,621		14%	ACTIVE INVENTORY at 23%		
7-12 Months		68,852		16%	75% will likely become Obso 2%		
Over 12 Months		7,408		2%	Technical Obsolescence 2% is g		
New parts no sales				0%	Minimal Amount		
Total Inventory		\$423,623		100%			

COLOR SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide	.75 TIMES \$			51639
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uide	PLUS			7,408
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	PLUS			0
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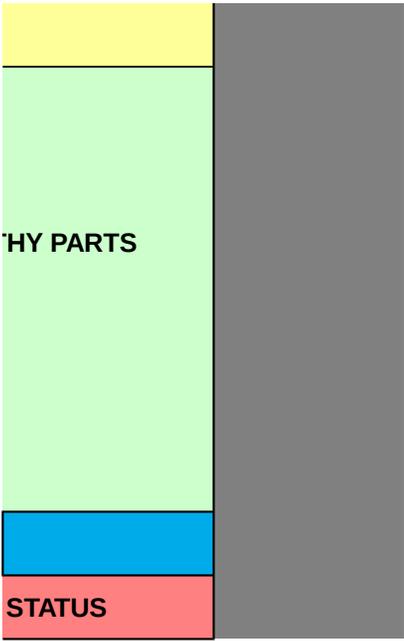
	EQUALS	14%		59047.14
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DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS:TO PHASE OUT			#DIV/0!				LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!				
SUPERCEDED W/ON HAND			#DIV/0!				LOW DBL NUMBERS
INACTIVE W/ON HAND			#DIV/0!				LESS THAN 30-35%
TOTAL INV. TO SELL			#DIV/0!				
CORES ON HAND							LOW PIECE COUNTS
NEG-ON-HAND							LOW DBL NUMBERS
TOTAL OF INVENTORY							
PARTS ON OPEN R. O.'S							ONE DAYS AVG SALES
VALUE OF TOTAL INVENTORY							
NOT ON FACTORY MASTER							MINIMAL
PARTS WITH OUT COST							MINIMAL
INVENTORY AGING BY LAST SOLD							
			VALUE	%	ACUM %	INSTRUCTORS NOTE	
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OI	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATU: OUT IS SET AT 0 IN 6	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

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!
TWO MONTHS AGO			#DIV/0!	#DIV/0!
ONE MONTH AGO			#DIV/0!	#DIV/0!
CURRENT MONTH			#DIV/0!	#DIV/0!
TOTAL INVENTORY			#DIV/0!	
CORES WITH ON HAND				

THIS IS YOUR ACTIVE HEALT INVENTORY

CONFIRM DIRTY & CLEAN

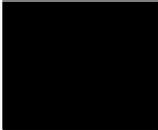


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total Watch #'s (N/ Stock Part #'s)				Greater than 70% of PN's
Clean Core				
Dirty Core				Are controls in place?
Extra Lines				NA
Extra Lines				NA
Total Inventory	\$0			

UCS

Investment	NADA			
Activity	Value	% of inven	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your current a healthy parts invento
3 to 6 Months		#DIV/0!	included	
6-9 Months		#DIV/0!	23%	65% Will likely become
9-12 Months		#DIV/0!	2%	85% Will likely become
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK....BUT..
- OUCH !!!!!!!!



nd active
ory

e obso	\$0.00
obso	\$0.00
OBSO	\$0
	\$0.00

#DIV/0!

Departmental Action Plan

Dealership **Stivers Ford**

Student Name **McCain**

Academy Week **2**

Class & Student Number **32719**

Current Situation

No spo parts process. Or one that's not consistantly followed. Our counter men do a great job and make sure the parts when checked off the truck get sent out for delevary that day. The major issue is warranty parts and recalls. Getting the customers back in for special order parts when they are free is the chalenge. Customer pays for SPO parts are not an issue

Overall Objective:

o
Reduce idle inventory by holding accountable the Service Advisor s for the spo parts. Reducing 45 day returns and freeing up Cash.

Proposed Timeline

Weekly / Daily

Action Plan

We had a custom report built that show the needed information for review it is set to auto run and print on the service drive. We have meetings every Friday and discuss what parts not installed and why. We just started this last week and look forward to the process. We already meet every week and review Open ros warranty schedule open parts invoices cash clearing schedule and AR. One more thing wont be a issue. we have a process that's working for Unit down in the shop.

Requirements

Meeting with Dealer: 9/2/2017
1. Action Proposed: Revamped Process and Accountability

Meeting with stakeholder(s) (dealership personnel): Advisors / parts counter people and managers
2. Describe what is in place to support desired goal: Reports and weekly accountability Fridays meetings with detailed noted by advisors on the custom report.

Accountability: Monitoring progress:
Who: GM
What: Meetings and report review Fridays
3. By When: GM and Team
How: Report review

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly / Fridays meetings / and parts return reports/ we will also monitor idle inventory and see if months down the road it has a efect.
4. Date(s) for review:

5. Estimated cost for implementation: 0

Projected Date of
Completion:

Ongoing / Weekly

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