

REYNOLDS 2213					GOOD
Stocking Status					WARNING
INVESTMENT					DANGER
	Inventory Value		% of Inventory	Guide	
Normal or Active Stock	\$86,603		41.41%	over 70%	GREAT
Automatic Phase Out	\$24,906		11.91%	Less than 30%	Seldom used
Dealer Phase Out			0%	Less than 1%	OK....BUT..
Manual Order	\$0		0%	Less than 3%	OUCH !!!!!!!!!!!
Non Stock Part \$'s	\$97,616		47%	Less than 5%	YIKES
Non Stock Part #'s*	2683		MEMO	Greater than 70% of PN's	
Core Clean			0%	PART #	# PIECES
Core Dirty	\$0		0%	PART #	# PIECES
Replace by hold		RBH	0%	PART #	NA # PIECES
					NA
Total Inventory	\$209,125		100%		

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current		0.00%	75%	this is your current and active healthy parts inventory
1-3 Months	\$90,071	43.07%	included	
4-6 Months	\$30,972	14.81%	23%	
7-9 Months	\$21,554	10.31%	2%	65% Will likely become obso
10-12 Months	\$13,782	6.59%	included	85% Will likely become obso
13-24 Months	\$52,744	25.22%	0%	Technically Obsolete
25+ months		0.00%	0%	
TOTAL	\$209,123	100.00%		

Pam Blanchard N32740

We do not use Reynold & Reynolds for our DMS, but I used this scorecard. We have Dealerbuilt for our DMS.

OBSO POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VALUE	\$14,010
.85 TIMES THE 10-12 MONTH VALUE	\$11,715
PLUS THE 13-24 MONTH VALUE	\$52,744
PLUS THE 25+ VALUE EQUALS	\$0
OBSO AS A % OF TOTAL	\$ 78,468.80 37.52%