



Rate %
90.28%
#DIV/0!
90.28%

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
1-3 Months		#DIV/0!	included	healthy parts invento
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			
ory			
	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		\$285,793	76.29%	over 70%
Automatic Phase Out		\$37,378	9.98%	Less than 35%
Dealer Phase Out		\$5,104	1.36%	Less than 1%
Manual Order		\$21,667	5.78%	Less than 3%
Non Stock Part \$'s		\$18,922	5.05%	Less than 5%
Non Stock Part #'s*		6,091	MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repace by Hold Not on ADP				NA
Clean Core		\$5,733	1.53%	p/n pieces
Dirty Core			0.00%	
Total Inventory		\$374,597	100.00%	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	259,151		70%	ACTIVE INVENTORY at 75%
4-6 Months	36,846		10%	ACTIVE INVENTORY at 23%
7-12 Months	35,302		10%	75% will likely become Obso 2%
Over 12 Months	8,235		2%	Technical Obsolescence 2% is gr
New parts no sales	29,330		8%	Minimal Amount
Total Inventory	\$368,864		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		26476.5
uide	PLUS			8,235
	PLUS			29,330
	EQUALS		17%	64041.5

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" STATUS! 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!	THIS IS YOUR ACTIVE HEALT INVENTORY
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					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
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S IF YOUR PHASE	



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
3 to 6 Months		#DIV/0!	included	healthy parts invento
6-9 Months		#DIV/0!	23%	65% Will likely becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
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..
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#DIV/0!

Departmental Action Plan

Dealership **Coggin Nissan at the Avenues**

Academy Week **Week 2 Fixed Operations 1 (Parts)**

Class & I

Current Situation

Although our parts over 12 months is within guide (2%), the value in that category has increased over several months. Of course improperly managing special order parts is a major concern. An obvious place to examine to reverse the trend. As of August 31, 2017 there were approximately \$9200. 47 parts on the shelf were without an appointment to insure they are installed. Breakdown in the process once the part came in to inventory.

Overall Objective:

The objective is to reduce the parts the risk of obsolescence by reducing part inventory. Changes for timely and efficient installation of SOPs including pre-payment and appointment changes being implemented are to ensure parts are paid and installed and to

Proposed Timeline

In order to process returns and fully implement the processes necessary to address the issue for November 30. We will immediately change the policy as outlined in the action plan.

Action Plan

Describe necessary actions to reach desired result: 1. Set up SOP returns to

Requirements

Meeting with Dealer: A meeting with our service director and parts manager discussed the current situation and the proposed changes.

1. Action Proposed: All are in agreement to implement new process as set forth in the action plan.

Meeting with stakeholder(s) (dealership personnel): A general meeting with bc roll out process change.

2. Describe what is in place to support desired goal:
1. The culture of SOP ordering will change for the service advisors. 2. Any dev or Parts manager approval. 3. Parts will not be ordered without a warranty RO

Accountability: Monitoring progress:
Who: Overall accountability will be held by the parts manager. Also, the assist advisors, techs, and sales personnel accountable.

3. What: Make sure parts are pre-paid or warranty prior to placing orders.
By When: Daily accountability is necessary to reach the goals of the action pl
How: Daily monitoring of SOP parts inventory will take place to ensure proces

Describe checkpoints that have been established to measure progress:

4. Date(s) for review: Review of progress will be measured and discussed every parts manager will supply reports to review SOPs and outstanding parts in pr

5. Estimated cost for implementation: Up to \$200 monthly in the form of a bonus

Projected Date of Completion:

November 30, 2017

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name Ron Messinetti

Student Number A01/19

Category has increased consistently over the past
r contributor to obsolescence so that was the
re a total of 55 parts on the SOP shelves worth
\$100k. 8 had appointments. There is a

s in the SOP bins . Also, to devise a process
ment processes to avoid future build up. The
avoid obsolescent parts.

to accomplish the objectives, I have set a timeline
action plan.

1. Reduce inventory. 2. Notify all parts and service

discuss process change with all in agreement.
in the action plan.

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

Both department's personnel will take place to

variation from the SOP process requires Service
~~pre-payment or We-Owe. Returns will be~~

ant parts manager placing orders will hold the

an.
is followed and effective.

Friday morning during our staff meeting. The
process.

is paid to warranty admin for appointments made













