





<b>Rate %</b>
<b>100.00%</b>
<b>50.00%</b>
<b>88.24%</b>
<b>#VALUE!</b>
<b>#DIV/0!</b>
<b>88.00%</b>

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			
ry			
	<b>OBSO POSITION MATH DONE BELOW</b>		
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		\$456,651	65.11%	over 70%	
Automatic Phase Out		\$102,756	14.65%	Less than 35%	
Dealer Phase Out		\$3,651	0.52%	Less than 1%	
Manual Order		\$0	0.00%	Less than 3%	
Non Stock Part \$'s		\$128,541	18.33%	Less than 5%	
Non Stock Part #'s*		15,125	MEMO	55.65%	Greater than 70% of PN's
No Phase Out Not on ADP				NA	
Repape by Hold Not on ADP				NA	
Clean Core		\$8,460	1.21%	217 pieces	
Dirty Core		\$1,305	0.19%	28	
Total Inventory		\$701,362	100.00%		

**ADP**

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	438,871		63%	ACTIVE INVENTORY at 75%
4-6 Months	96,851		14%	ACTIVE INVENTORY at 23%
7-12 Months	82,079		12%	75% will likely become Obso 2%
Over 12 Months	20,776		3%	Technical Obsolescence 2% is g
New parts no sales	53,021		8%	Minimal Amount
Total Inventory	\$691,597		100%	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		61558.94
uide	PLUS			20,776
	PLUS			53,021
	EQUALS	20%		135355.7

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
<b>INVENTORY AGING BY LAST SOLD</b>						
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</b>	<b>INSTRUCTORS NOTE</b>
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!	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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BSO	
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..
- OUCH !!!!!!!!



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ory

e obso      \$0.00

obso      \$0.00

OBSO      \$0

\$0.00

#DIV/0!

**Departmental Action Plan**

Dealership

Academy Week

Class & #

**Current Situation**

Parts Aging issue as a result of large online wholesale account

**Overall Objective:**

Reduce the amount of aging inventory since closing down the large wholesaler

**Proposed Timeline**

We have taken immediate action by adjusting what parts we are returning to Honda. With a 6-12 month allowance we should see a large improvement in our aging inventory.

**Action Plan**

We are returning as much of the aged inventory back to Honda as possible and

**Requirements**

Meeting with Dealer: Weekly expense meeting

1. Action Proposed: We are returning as much of the aged inventory back to Honda

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal: Constant discussion and re

Accountability: Monitoring progress: GM, Parts Manager, National Parts Direc

Who:

What: Monitoring Parts Aging Inventory

3. By When: 6-12 months

How: Adjusting our returns to Honda and selling aging inventory online

Describe checkpoints that have been established to measure progress: Weekly

4. Date(s) for review: April 2018- October 2018

5. Estimated cost for implementation: \$0

Projected Date of Completion:

October 2018

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

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

account

londa on a monthly basis. Based on our return  
ory.

id selling the rest online.

nda as possible and selling the rest online.

viewing inventory on a weekly/monthly basis.

tor

ly and Monthly