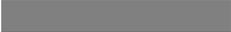




Rate %
0.00%
60.00%
57.89%
66.67%
#DIV/0!
56.00%



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 #
Core Dirty			#DIV/0!	PART #
Replace by hold RBH			#DIV/0!	PART # NA # PIECES
				NA
Total Inventory	\$0		#DIV/0!	

REYNOLDS

Activity	Value	% of inver	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

;

and 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
e	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		\$258,224	43.03%	over 70%
Automatic Phase Out		\$69,800	11.63%	Less than 35%
Dealer Phase Out		\$9,469	1.58%	Less than 1%
Manual Order		\$2,880	0.48%	Less than 3%
Non Stock Part \$'s		\$160,862	26.80%	Less than 5%
Non Stock Part #'s*		12,696 MEMO		Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repace by Hold Not on ADP				NA
Clean Core		\$26,980	4.50%	148 pieces 315
Dirty Core		\$71,947	11.99%	367 583
Total Inventory		\$600,162	100.00%	

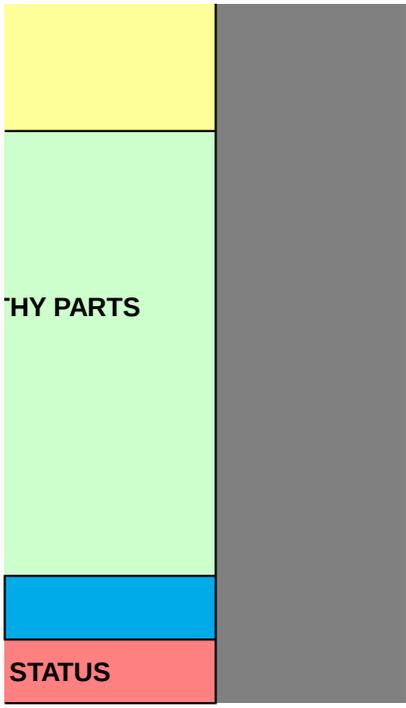
ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	251,448		37%	ACTIVE INVENTORY at 75%
4-6 Months	78,406		12%	ACTIVE INVENTORY at 23%
7-12 Months	65,752		10%	75% will likely become Obso 2%
Over 12 Months	41,284		6%	Technical Obsolescence 2% is g
New parts no sales	64,345		10%	Minimal Amount
Total Inventory	670,646		75%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES \$			49314
uide	PLUS			41,284
	PLUS			64,345
	EQUALS	23%		154943

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STO			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OU			#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 NOTI	
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!		

EIGHT MONTHS AGO			#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS OUT IS SET AT 0 IN 6	
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	



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 inver	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 !!!!!!!

[Redacted]

and active

ory

ie obso

\$0.00

ie obso

\$0.00

OBSO

\$0

[Redacted]

[Redacted]

\$0.00

#DIV/0!

Departmental Action Plan

Dealership **McDavid Ford**

Academy Week Class &

Current Situation
After going through the dms scordecad a number of things pop up. First and foremost is a problem. When I look deeper into the mgr report I see that we are not tracking the problem limiting the breadth of our inventory.

Overall Objective:
I would like to drastically reduce our obsolete parts, especially the over 12, and lost sales to help improve our inventory and its effectiveness.

Proposed Timeline
1 to 6 months

Action Plan
1. Clearly define what a lost sale is with all parts employees. 2. Show them w

Requirements

Meeting with Dealer:

1. Action Proposed: n/a

Meeting with stakeholder(s) (dealership personnel):

2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:

Who:john phelan(gsm), mike davis(parts mgr), steve mansell(gm)

What:mgr report and dms scorecard monthly

3. By When: showed improvemnet every month
How: through implementaion of above plan

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. monthly review of mgr report and dms scorecard
Date(s) for review: 11/5, 12/5, 1/5, 2/5, 3/5 and 4/5

5. Estimated cost for implementation: little to zero cost just some man hours

Projected Date of
Completion:

4/5/2018

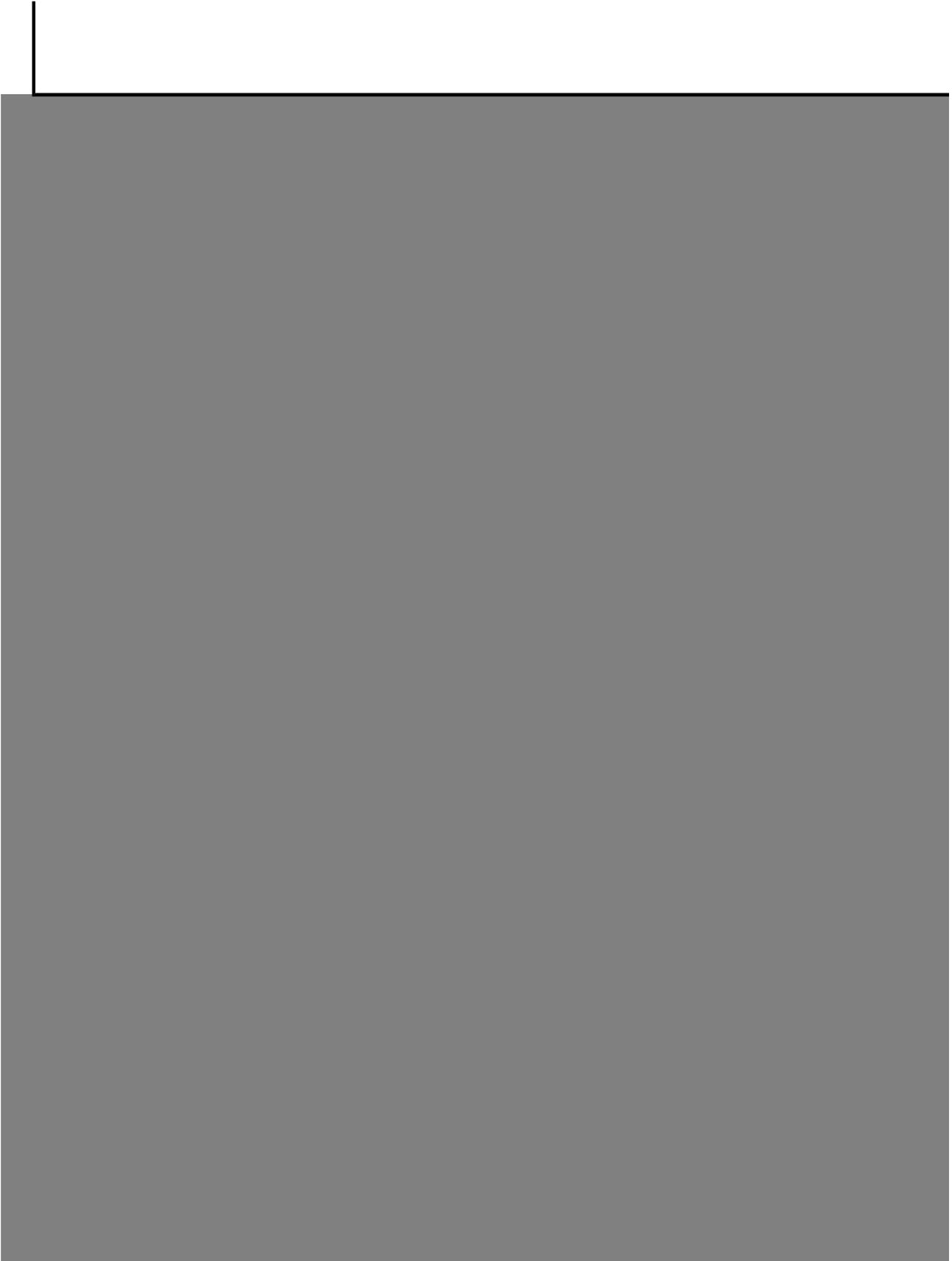
Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /



Student Name

Student Number

For foremost we clearly have an obsolescence
of lost sales at all. This could be a huge part of

Should get the parts department to start tracking

Why it is important to track lost sales. 3. meas

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



