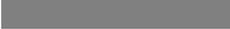




Rate %
76.19%
75.00%
66.67%
#DIV/0!
72.58%



REYNOLDS 2213						
Stocking Status	Inventory Value	% of Inventory	Guide			
INVESTMENT						
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 inver	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invent
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		
e obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
e 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	COLOR SCORING
INVESTMENT		Value					
Normal or Active Stock		\$136,058	60.38%	over 70%			GOOD
Automatic Phase Out		\$48,462	21.51%	Less than 35%			WARNING
Dealer Phase Out		\$165	0.07%	Less than 1%			DANGER
Manual Order		\$2,450	1.09%	Less than 3%			GREAT
Non Stock Part \$'s		\$34,954	15.51%	Less than 5%			Seldom used
Non Stock Part #'s*		11,298	64.29%	Greater than 70% of PN's			OK....BUT..
No Phase Out	Not on ADP			NA			OUCH !!!
Repace by Hold	Not on ADP			NA			
Clean Core		\$3,229	1.43%	p/n	pieces		OUCH !!!!!
Dirty Core			0.00%				
Total Inventory		\$225,319	100.00%				ouch!!!

Activity	Value \$	%	Notes & Guides
0-3 Months	123,747	56%	ACTIVE INVENTORY at 75%
4-6 Months	25,520	11%	ACTIVE INVENTORY at 23%
7-12 Months	35,035	16%	75% will likely become Obso 2% is guide
Over 12 Months	23,933	11%	Technical Obsolescence 2% is guide
New parts no sales	13,856	6%	Minimal Amount
Total Inventory	\$222,090	100%	

OBSO POSITION

.75 TIMES	\$35,035		26276.15
PLUS			23,933
PLUS			13,856
EQUALS		29%	64064.82

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 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!	

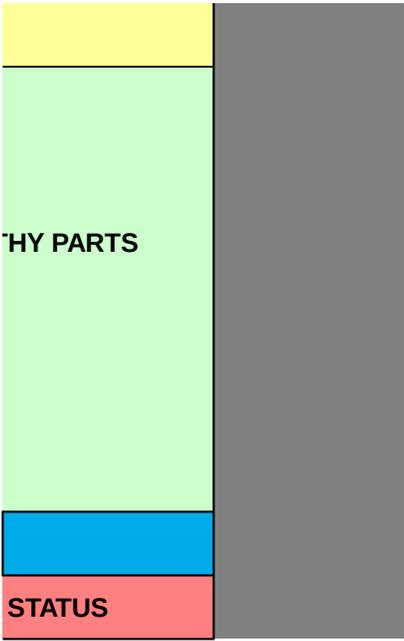
SEVEN MONTHS AGO			#DIV/0!	#DIV/0!
SIX MONTHS AGO			#DIV/0!	#DIV/0!
FIVE MONTHS AGO			#DIV/0!	#DIV/0!
FOUR MONTHS AGO			#DIV/0!	#DIV/0!
THREE MONTHS AGO			#DIV/0!	#DIV/0!
TWO MONTHS AGO			#DIV/0!	#DIV/0!
ONE MONTH AGO			#DIV/0!	#DIV/0!
CURRENT MONTH			#DIV/0!	#DIV/0!
TOTAL INVENTORY			#DIV/0!	
CORES WITH ON HAND				



**THIS IS YOUR ACTIVE HEALT
INVENTORY**



CONFIRM DIRTY & CLEAN

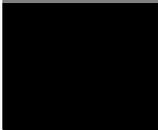


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 30%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 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 !!!!!!!



and active
ory

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

	\$0.00	#DIV/0!
--	--------	---------

Departmental Action Plan

Dealership **Rancho Grande Motors**

Academy Week **Fixed Ops Week 2**

Class &

Current Situation

Current counterman do not think they are sales people and do not understand our counterman aren't asking for the sale or following up to see if the customer they may be missing. (price, availability, clarification, etc.) They may not see the generating employees of the dealership and their job is to sell cars one part a

Overall Objective:

The overall objective is to create a sales process for current counterman and counterman the steps needed to help them sell more parts and make more m

Proposed Timeline

It will take a little time to create a sales process that works for the counterman process will be fully implemented within one or two months.

Action Plan

The first step is to sit down with our counterman and let them know what is e

Requirements

Meeting with Dealer:

1. Action Proposed: Proposed action plan to both dealer principals

Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:

2. Training: Sales training will be implemented by sales department or GSM for c
how to get all necessary information from customer for follow up and given w
Consequences related to results: If sales process is followed, the department
counterman / Pain & Gain: May take a little extra work to sell but will pay off
counterman.

Accountability: Monitoring progress:

Who: Parts manager and General manager monitor the counterman

What: Follow up log and process

3. By When: Weekly and evaluate the total progress by 12/31/17
How: Listen to call and review follow up log with counterman weekly. Also rev

Describe checkpoints that have been established to measure progress:

4. Daily: Daily log for parts sales calls and counter sales inquiries / Weekly: Rev
inquiries / Bi-weekly: Listen to a few calls to determine if any tweaks need to
counterman / Monthly: Review the total number of follow calls made and if th
the department month to date and month to date for last year.

5. Estimated cost for implementation: Estimated cost additional cost = 0 We alr

Projected Date of
Completion:

12/31/17

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name **Travis Bachman**

Student Number **N329-39**

of the sales process. We have over heard calls and
or still needs the part or if there is something that
emselves as salespeople but they are revenue
t a time.

future ones as well. This process will give
oney for themselves and the department.

1, about a week, but the counterman sales

xpected out of them as counterman.

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

counterman. / Coaching: They will be coached
word tracks for closing and asking for the sale.
will make more money and so will the
for everyone in the long until becomes natural for

view counterman sales and gross for each month

view weekly sales and weekly log sheet for parts
be made to the process put in place for the
they turned into sales. Review sales and gross for

ready have callrevu in place for reviewing calls and

