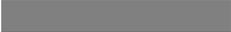






Rate %
62.50%
60.00%
33.33%
25.00%
20.00%
#DIV/0!
40.48%



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 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

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and active  
ory

<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
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		\$278,662	51.78%	over 70%
Automatic Phase Out		\$110,768	20.58%	Less than 35%
Dealer Phase Out		\$0	0.00%	Less than 1%
Manual Order		\$0	0.00%	Less than 3%
Non Stock Part \$'s		\$131,759	24.48%	Less than 5%
Non Stock Part #'s*		15,013	MEMO	Greater than 70% of PN's
No Phase Out Not on ADP				NA
Repace by Hold Not on ADP				NA
Clean Core		\$16,981	3.16%	p/n pieces
Dirty Core		\$0	0.00%	
Total Inventory		\$538,170	100.00%	

**ADP**

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	248,327		48%	ACTIVE INVENTORY at 75%
4-6 Months	106,021		20%	ACTIVE INVENTORY at 23%
7-12 Months	100,997		19%	75% will likely become Obso 2%
Over 12 Months	45,699		9%	Technical Obsolescence 2% is g
New parts no sales	20,146		4%	Minimal Amount
Total Inventory	\$521,190		100%	

COLOR  
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK....BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide .75 TIMES \$ 75747.75

uide PLUS 45,699

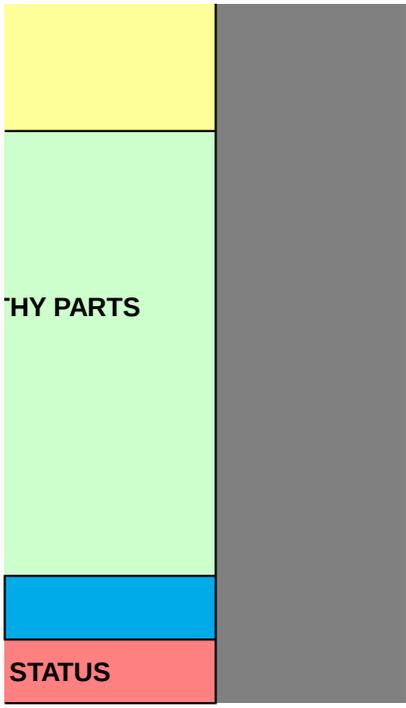
PLUS 20,146

EQUALS 27% 141592.8

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
<b>INVENTORY AGING BY LAST SOLD</b>							
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</b>	<b>INSTRUCTORS NOTI</b>	
NEVER SOLD				#DIV/0!	#DIV/0!	<b>THIS IS TECHNICAL OI</b>	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	<b>THIS IS POTENTIAL OI</b>	
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]

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ory

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\$0.00

ie obso

\$0.00

OBSO

\$0

[Redacted]

[Redacted]

\$0.00

#DIV/0!

**Departmental Action Plan**

Dealership **JIM KERAS CHEVROLET**

Academy Week **FIXED OPERATIONS 1- PARTS**

Class &

**Current Situation**

**We are currently sitting with high obsolescene (27%)**

**Overall Objective:**

**Myself, the Parts Manager, and the Service Director are going to focus primari**

**Proposed Timeline**

**within the next 90-days**

**Action Plan**

**1. Train Counter people and technicians, re-evaluate return process and utiliz**

**Requirements**

Meeting with Dealer:

1. Action Proposed:

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: COOPER HOPKINS/PAT WILBURN/JIM LARGUE  
What: OBSOLESCENCE  
3. By When: 02/01/2018  
How: TRAINING AND ACCOUNTABILITY

Describe checkpoints that have been established to measure progress: WEEK  
Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: REVIEW EVERY 30 DAYS WITHIN THE 90-DAY WINDOW

5. Estimated cost for implementation: \$0

Projected Date of  
Completion:

02/01/2018

Sponsor Signature:

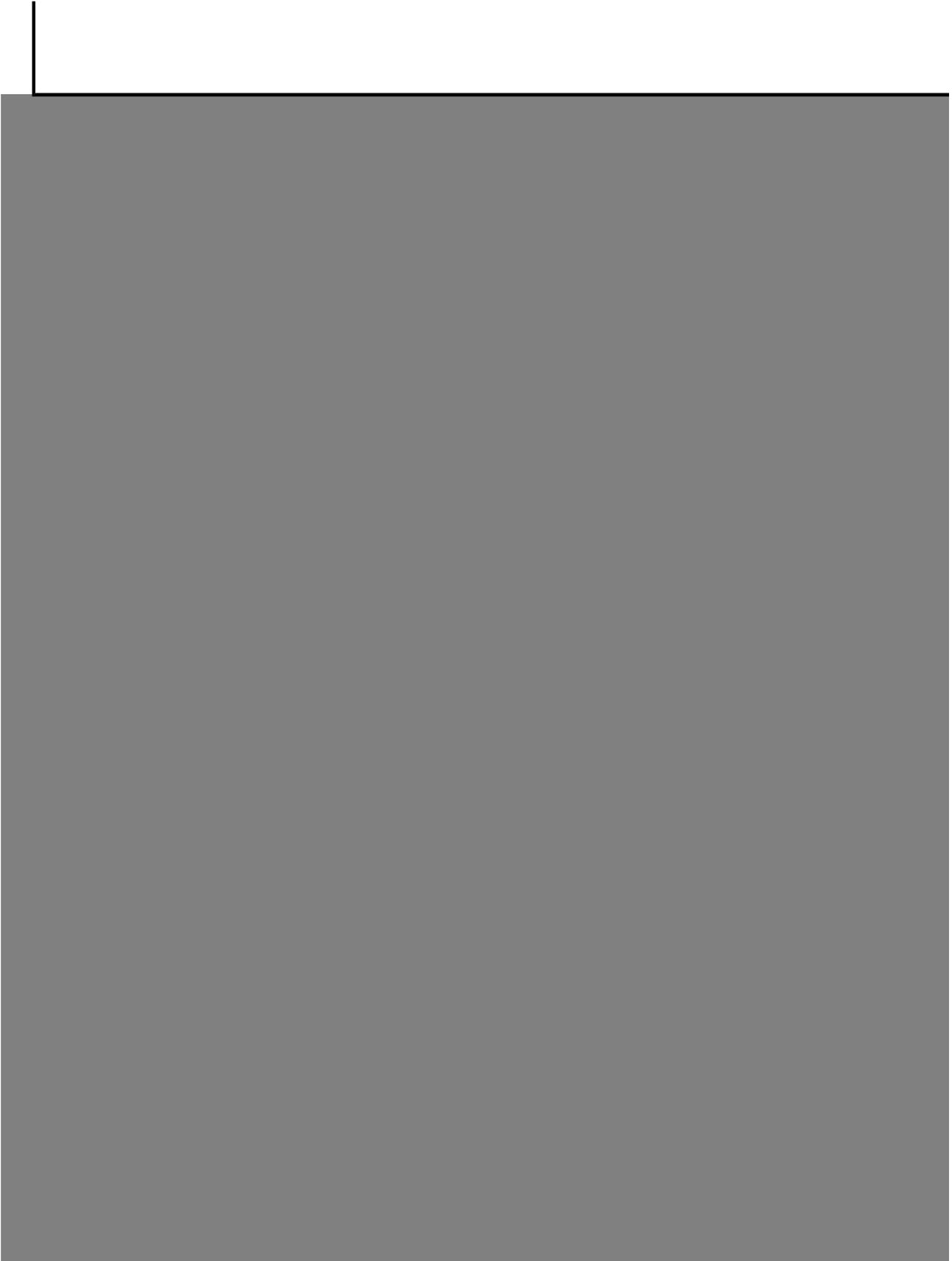
BEN KER

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /



Student Name **COOPER HOPKINS**

Student Number **328-28**

ily on fixing our obselescence problem.

e factory returns, look at weekly with parts man

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

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**GLY CHECKUPS**

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**AS**

