

REYNOLDS 2213				
Stocking Status	Inventory Value		% of Inventory	Guide
INVESTMENT				
Normal or Active Stock	\$327,444		71.58%	over 70%
Automatic Phase Out	\$81,208		17.75%	Less than 30%
Dealer Phase Out	\$0		0%	Less than 1%
Manual Order	\$1,720		0%	Less than 3%
Non Stock Part \$'s	\$29,440		6%	Less than 5%
Non Stock Part #'s*	6614		MEMO	Greater than 70% of PN's
Core Clean	\$3,250		1%	PART #
Core Dirty	\$7,860		2%	PART #
Replace by hold RBH	\$6,558		1%	PART # NA # PIECES
				NA
Total Inventory	\$457,480		100%	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$280,505	62.84%	75%	this is your current a
1-3 Months	\$105,743	23.69%	included	healthy parts invento
4-6 Months	\$29,139	6.53%	23%	
7-9 Months	\$14,932	3.35%	2%	65% Will likely become
10-12 Months	\$9,255	2.07%	included	85% Will likely become
13-24 Months	\$2,191	0.49%	0%	Technically Obsolete
25+ months	\$4,604	1.03%	0%	
TOTAL	\$446,370	100.00%		

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	\$9,706	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$7,867	
	PLUS THE 13-24 MONTH VALUE	\$2,191	
	PLUS THE 25+ VALUE EQUALS	\$4,604	
	OBSO AS A % OF TOTAL	\$24,367.86	5.46%

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Our current SOP tracking system and follow up is too basic and doesn't allow for active follow up or accountability. Once an initial email is sent to the customer from the parts department, we don't have a consistent process in place for further f/u. I hope to be on the BDC soon, which will allow us more flexibility in follow up and scheduling but until that time we need to find a solution. Especially with the current Sienna G04 recall, we are over loaded with parts that have been special ordered.

Overall Objective:

We would like to have a follow up system in place that can be monitored by all key stakeholders (GM, SD, SM, PD, PM, ASM and Parts Counter). We simply can't be one and done for follow up. I would like to implement a system which uses a shared google doc for follow up and accountability.

Proposed Timeline

We have already begun construction of the google doc. Together with the PD, we are working on a way to easily upload the data from ERA. The problem with a simple data dump/upload in this instance is the sheer amount of data. I also don't think it necessary to include every part # that was ordered for one customer. We just need to find a way to include a customer name and information on the list when ALL parts have arrived. I feel we can have this implemented by the end of November.

Action Plan

ERA Ignite, the excel download, custom special order by ASM report, and a google doc.

Requirements

Meeting with Dealer: This will be sent to the DP for review. We have already worked on implementing this

1. Action Proposed: Test with one or two ASMs at first, during November and then roll out.

Meeting with stakeholder(s) (dealership personnel):
PD and I have already met. Once we have the logisitics of getting the data uploaded we will meet with SD and SM
Describe what is in place to support desired goal:
We have an awesome staff and I am confident once implemented we will be able to consistently monitor

- 2.

Accountability: Monitoring progress:
Who: GM, PD, SD
What: Use the google doc on a daily basis to track consistent follow up
By When: November 2017 EOM
How: Avoid process evaporation and continue to monitor consistently

- 3.

Describe checkpoints that have been established to measure progress:
The GM, SD and PD will meet every 10 days to measure progress and process utilization

- 4.

Date(s) for review: 11/10, 11/20, 11/30

- 5.

Estimated cost for implementation: No cost

Projected Date of Completion:

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

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