



Rate %
0.00%
66.67%
71.43%
100.00%
#DIV/0!
82.69%



REYNOLDS 2213						
Stocking Status	Inventory		% of Inventory	Guide		
INVESTMENT	Value					
Normal or Active Stock	\$54,742		33.27%	over 70%		
Automatic Phase Out	\$42,888		26.07%	Less than 30%		
Dealer Phase Out			0%	Less than 1%		
Manual Order	\$59		0%	Less than 3%		
Non Stock Part \$'s	\$49,217		30%	Less than 5%		
Non Stock Part #'s*	4061		MEMO	Greater than 70% of PN's		
Core Clean	\$6,900		4%	PART #		# PIECES
Core Dirty	\$6,890		4%	PART #		# PIECES
Replace by hold RBH	\$3,844		2%	PART #	NA	# PIECES
				NA		
Total Inventory	\$164,540		100%			

REYNOLDS

Activity	Value	% of inven	NADA		Notes
			Guide		
Current	\$35,500	23.55%	75%		this is your current a
1-3 Months	\$31,313	20.77%	included		healthy parts invento
4-6 Months	\$24,330	16.14%	23%		
7-9 Months	\$14,680	9.74%	2%		65% Will likely become
10-12 Months	\$8,948	5.94%	included		85% Will likely become
13-24 Months	\$21,480	14.25%	0%		Technically Obsolete
25+ months	\$14,497	9.62%	0%		
TOTAL	\$150,748	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	\$9,542	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$7,606	
	PLUS THE 13-24 MONTH VALUE	\$21,480	
	PLUS THE 25+ VALUE EQUALS	\$14,497	
	OBSO AS A % OF TOTAL	\$53,124.80	35.24%

Departmental Action Plan

Dealership Nissan of LaGrange

Academy Week Fixed Ops Parts

Class & :

Current Situation

We have a large portion of our parts inventory in obsolete status. This is a result due to purchasing the dealership and having to acquire the parts from the previous dealership we did a special parts return but it did not take care of the entire p

Overall Objective:

The objective we have is to eliminate as many of our obsolete parts inventory as possible so that our counter personnel are aware that the part is an obsolete part and advantage e-bay as a way to move the parts. My dealer is not ok with taking them to move them.

Proposed Timeline

This is going to take time especially since we want to minimize the losses. Our dealer is not willing to take the loss. We will take a look at our OBSO situation based on the J bin and ebay.

Action Plan

Describe necessary actions to reach desired result: By implementing a J bin

Requirements

Meeting with Dealer: I have met with the dealer.

1. Action Proposed: Proposed J bin and ebay as a method of removing OBSO ir

Meeting with stakeholder(s) (dealership personnel): Monthly meetings with pa

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

Accountability: Monitoring progress: DMS Report

Who: Mike(parts mgr) Jeanette and Ashley(counter personnel)

What: All inventory over 13 months

3. By When: 3rd of each month

How: Sit down meeting and bonus hand out to the top OBSO performer.

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

4. Date(s) for review: 3rd of each month

5. Estimated cost for implementation: There will be no cost for implementing or

Projected Date of
Completion:

November 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name

Student Number

sult of some poor order practices but mostly
arious dealer. When we purchased the
roblem.

r as possible. We are going to implement a J
must be moved if possible. We will also take
he loss on the parts so we must attempt to

ur timeline is going to be ongoing. As a result
ation in one year to see how we have done

all members of the parts department will become

ventory to attempt to minimize losses.

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

arts department to monitor progress.

person who sells the most OBSO inventory.

will check on progress monthly.

ur current practices apart from possible loss fo





