



Rate %
76.47%
86.67%
73.68%
#DIV/0!
78.43%



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 inven	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

nd 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	
	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		\$403,639		67.41%	over 70%
Automatic Phase Out		\$63,255		10.56%	Less than 35%
Dealer Phase Out		\$7,632		1.27%	Less than 1%
Manual Order		\$13,425		2.24%	Less than 3%
Non Stock Part \$'s		\$91,937		15.36%	Less than 5%
Non Stock Part #'s*		8,118	MEMO	55.00%	Greater than 70% of PN's
No Phase Out		Not on ADP			NA
Repape by Hold		Not on ADP			NA
Clean Core		\$10,532		1.76%	p/n pieces
Dirty Core		\$8,323		1.39%	
Total Inventory		\$598,743		100.00%	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	193,662		48%	ACTIVE INVENTORY at 75%
4-6 Months	51,212		13%	ACTIVE INVENTORY at 23%
7-12 Months	82,682		20%	75% will likely become Obso 2%
Over 12 Months	64,808		16%	Technical Obsolescence 2% is g
New parts no sales	11,273		3%	Minimal Amount
Total Inventory	\$403,637		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK...BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		62011.5
uide	PLUS			64,808
	PLUS			11,273
	EQUALS		34%	138092.5

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#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!	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

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
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S IF YOUR PHASE	



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 35%
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 inven	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 !!!!!!!!



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#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class & I

Current Situation

We need to reduce our obsolescence.

Overall Objective:

We would like to try and work on ridding ourselves of some of these old parts commands, at least somewhat more in line with the obsolescence guidelines.

Proposed Timeline

I think that we could accomplish a massive improvement over a six month period.

Action Plan

Describe necessary actions to reach desired result: We have already improved our ability to defend against creating more obsolescence. By consolidating all the obsolescence known, we can begin to eat away at it a piece at a time. We will use our return source return policies, eBay, and more to move this stuff.

Requirements

Meeting with Dealer:

1. Action Proposed: Reduce obsolescence in the parts department inventory.

Meeting with stakeholder(s) (dealership personnel): Reduce obsolescence in the

2. Describe what is in place to support desired goal: This is going to take time, and will hurt to take pennies on the dollar for some of this stuff, but it has to happen.
Training / Coaching / ± Consequences related to results / Pain & Gain

Accountability: Monitoring progress: Weekly checks need to be made, complete
Who: General Manager

3. What: Look at DMS report for reduction in obsolescence
By When: We should see incremental improvements weekly, with a large reduction
How: Monitoring the DMS scorecard to know where we stand. Training / Coaching
Pain & Gain

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

4. We should spend time daily working the obsolescence list, and monitor weekly
Date(s) for review: The beginning of each month 12/1/17, 1/1/18, ...etc.

5. Estimated cost for implementation: We have roughly 65k over 12 months old. via the RIM program, and we have 10k in return reserve. This leaves us with almost nothing on the dollar. We are looking at losing around 16k, plus additional manpower cost.

Projected Date of Completion:

Major improvement by 5/1/18, but a never ending cycle.

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name JD

Student Number 329

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

. We would also like to try and align RIMs

riod.

d our special ordering procedures to help
cence into one area to help make the problem
reserve, D2D selling opportunities, second

he parts department inventory.

nd we are going to have to take some hits. It
en. It will take some extra man power.

ring the DMS Scorecard to weeks prior.

ction in 6 months.
ching / ±Consequences related to results /

ly and monthly progress.

I would estimate about 24k will go back to GM
bout 31k that we will be lucky to get .50 cents
cost.