

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	\$97,870		63.78%	over 70%
Automatic Phase Out	\$7,250		4.72%	Less than 35%
Dealer Phase Out	\$2,339		1.52%	Less than 1%
Manual Order	\$6,479		4.22%	Less than 3%
Non Stock Part \$'s	\$36,001		23.46%	Less than 5%
Non Stock Part #'s*	6,736	MEMO	4.39%	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core	\$3,510		2.29%	p/n pieces
Dirty Core			0.00%	
Total Inventory	\$153,449		100.00%	

ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	109,101		64%	ACTIVE INVENTORY at 75%
4-6 Months	19,182		11%	ACTIVE INVENTORY at 23%
7-12 Months	21,030		12%	75% will likely become Obso 2%
Over 12 Months	7,941		5%	Technical Obsolescence 2% is g
New parts no sales	13,664		8%	Minimal Amount
Total Inventory	\$170,918		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		15772.5
uide	PLUS			7,941
	PLUS			13,664
	EQUALS		22%	37377.5

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" STATU: 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



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
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- OK...BUT..
- OUCH !!!!!!!!



nd active
ory

e obso \$0.00

obso \$0.00

OBSO \$0

\$0.00 #DIV/0!

Departmental Action Plan

Dealership

Academy Week Class & ...

Current Situation

We currently have 4 employees in our parts department, consisting of a parts are all cross trained to sell over the counter, service RO's, wholesale, and inte since we do not price round anything it needs to be addressed. Each counter if they do or don't want to break bills and give out change. Price rounding wo

Overall Objective:

By creating a process for the parts department to streamline their pricing to ir will create a much more detailed oriented team approach as well as an increas parts and the average rounding up is .49 that equates to about \$6,000 per mor

Proposed Timeline

I am currently doing some research as to how to most effectively implement tl department, but also the negative conotation of change seems to have encom implemented regardless for the first of the year 2018. I think this is a fair timel and that it won't cause interuptioin to the parts department. (Double click on t the excel is working this way.)

Action Plan

My first step was to inspect the pricing and what prices were being charged to talked to the parts manager about why they charge what they do. They just tal Sometimes they even round down to make it easier to break change. I met wit rounding and how it would effect GP in parts. He and I both met with the parts up every part sold to .99 in customer, internal and over the counter parts trans receipts once a week to confirm this is happening.

Requirements

Meeting with Dealer:

1. **Action Proposed:** I met with the dealer and I was pretty well received. She star She is on board and looks forward to see the difference it can make it gross p

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: Myself

What: Check the prices to ensure they are price rounding to \$.99 on every reta

3. **By When:** Weekly visits in the parts department at un-announced times and d;
How: Review the RO's for internal parts charges and the RO's for customer pa receipts given for over the counter parts.

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. **Date(s) for review:** I currently look at internal RO's daily to ensure proper work pricing that is taken place here on a daily basis. Trips to the parts department of the department are fulfilling the price rounding. At the end of each month v determine an approximate amount of gross gained for each part sold.

5. **Estimated cost for implementation:** There is no moniterary cost to implement

Projected Date of Completion:

1.1.18

Sponsor Signature:

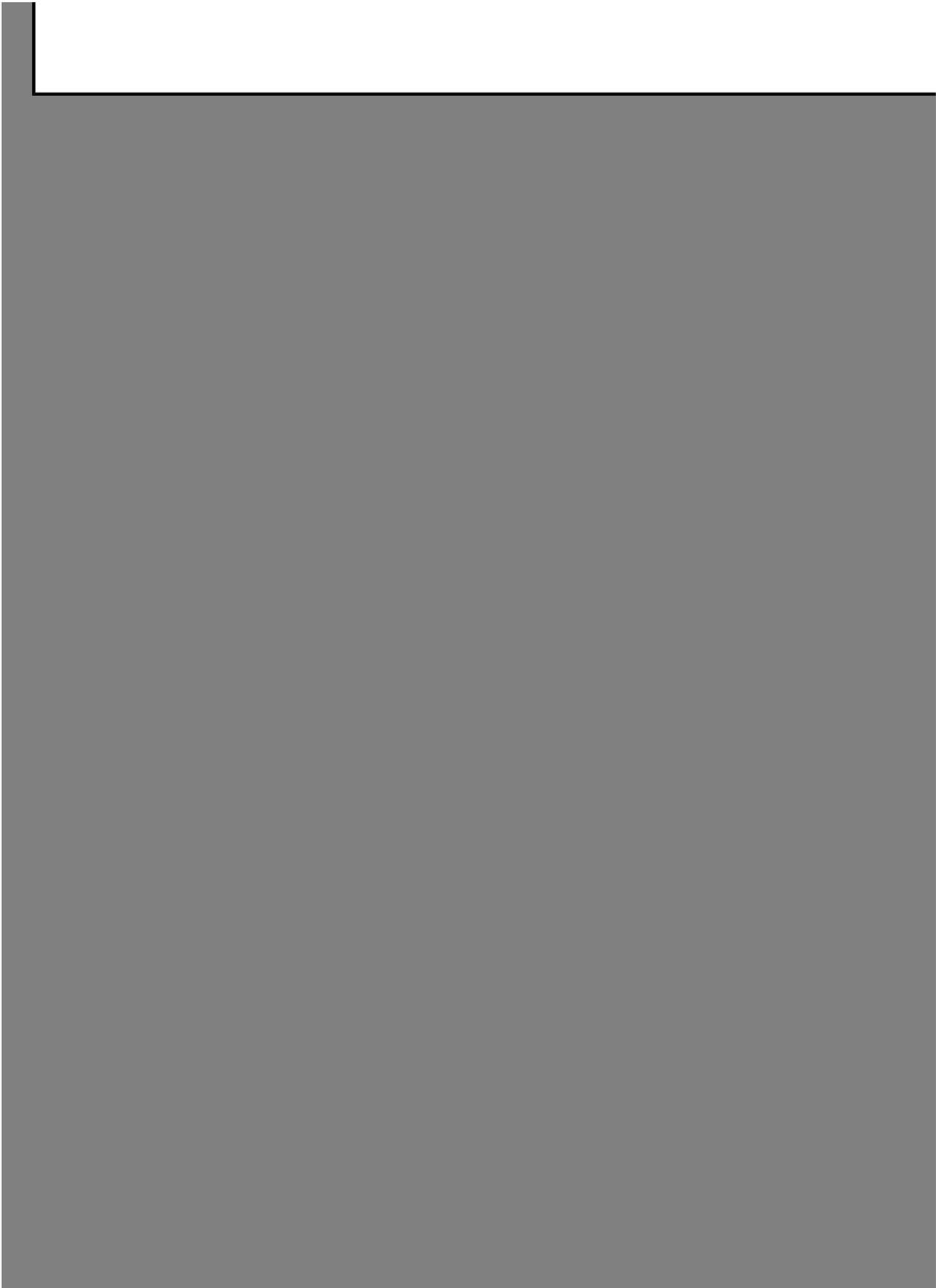
Paula Bo

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / By price rounding to .99 on every retail increase. This should have no impact on sales and expenses, but the change should be monitored procedure. CSI should also be monitored to see if people are discouraged by the price rounding. W customer to not be effected by the price change, but the dealership should see a nice small increa:



Student Name Chad Bouchard

Student Number 330-17

manager and 3 counter people. They all sell and they
rinal. The one problem I see is pricing and especially
person rounds down or up based on how they feel and
uld create a standard process.

nternal customers, retail customers, and to RO sales we
se in gross profit. If we sell on average about 12,000
nth and \$72,000 per year.

his plan. There seems to be a buy in from the
passed the department. The price rounding will be
ine to make sure that everything is correctly set in place
he text box in action plan for text to show, not sure why

) the customer, internally, and over the counter. I then
ke the price matrix number and charge what is present.
h the fixed operations director and discussed the price
manager and upon this meeting they are now rounding
sactions. I will inspect both RO's and over the counter

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

ted with "why haven't we been doing this all along!"
profit in the parts department.

il and internal customer
ays.
ly RO's to ensure structure is in place. Also, review

is being done on used cars so I will examine the
to review RO's and receipts will ensure that all phases
ve can look at total numbers of pieces sold and

this process. The biggest cost will be that of

ouchard

I, customer pay, and internal part, both gross and net profit will
to see if there are any lost sales due to the new price rounding
/ith such a small increase in each part, the point is for the
se in gross profit and net profit.

