





Rate %
84.62%
#DIV/0!
84.62%



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 inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a healthy parts invento
1-3 Months		#DIV/0!	included	
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			
ry			
	<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	
	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					#DIV/0!	over 70%			
Automatic Phase Out					#DIV/0!	Less than 35%			
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			
No Phase Out			Not on ADP			NA			
Repape by Hold			Not on ADP			NA			
Clean Core					#DIV/0!	p/n	pieces		
Dirty Core					#DIV/0!				
Total Inventory			\$0		#DIV/0!				

ADP									
Activity			Value \$	% of Invent	%	Notes & Guides			
0-3 Months					#DIV/0!	ACTIVE INVENTORY at 75%			
4-6 Months					#DIV/0!	ACTIVE INVENTORY at 23%			
7-12 Months					#DIV/0!	75% will likely become Obso 2%			
Over 12 Months					#DIV/0!	Technical Obsolescence 2% is g			
New parts no sales					#DIV/0!	Minimal Amount			
Total Inventory			\$0		#DIV/0!				

COLOR  
SCORING

GOOD

WARNING

DANGER

GREAT

Seldom used

OK...BUT..

OUCH !!!

OUCH !!!!!

ouch!!!

OBSO POSITION

is guide .75 TIMES \$ 0

uide PLUS 0

PLUS 0

EQUALS #DIV/0! 0

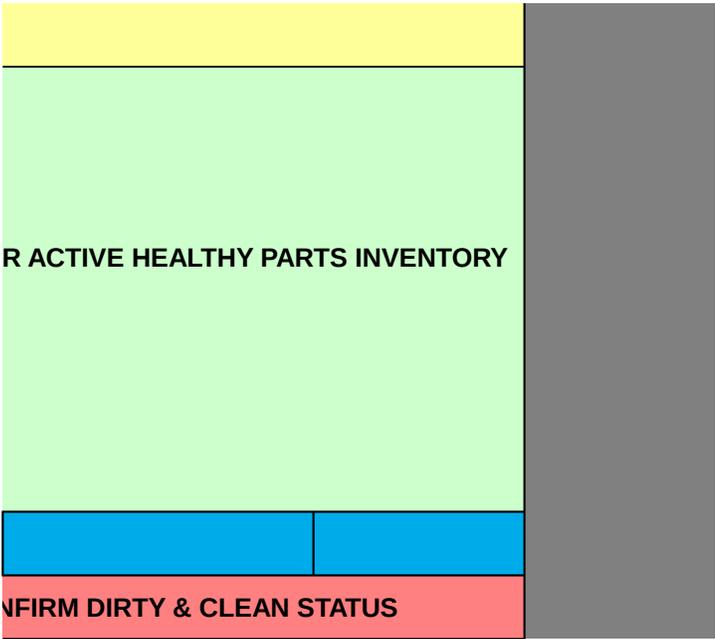
DEALER TRACK STATUS			MONTH OF:			
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			3.90%	354	154	\$6,065.81
ACTIVE PARTS: EXCESS STOC			27.80%	865	2,584	43,632.39
ACTIVE PARTS: UNDERSTOCK			1.30%	90	74	2,025.97
ACTIVE PARTS: TO PHASE OUT			8.40%	1163	572	13,130.51
TOTAL ACTIVE PARTS			41.30%	2,472	3,384	\$64,854.68
SUPERCEDED W/ON HAND			4.40%	86	194	6,884.40
INACTIVE W/ON HAND			54.30%	1,110	7,960	85,287.52
TOTAL INV. TO SELL			100.00%	3,668	11,538	\$157,026.60
CORES ON HAND				35	42	3,140.00
NEG-ON-HAND				0	0	0
TOTAL OF INVENTORY				3,703	11,580	\$160,166.60
PARTS ON OPEN R. O.'S				472	806	40,231.86
VALUE OF TOTAL INVENTORY				4,175	12,386	\$200,398.46
NOT ON FACTORY MASTER				29,124	1,806	16,477.44
PARTS WITH OUT COST				330	1	0

**INVENTORY AGING BY LAST SOLD**

			VALUE	%	ACUM %	
NEVER SOLD			21,876	14.00%	14.00%	
ONE YEAR AGO PLUS			21,541	13.80%	27.80%	
ELEVEN MONTHS AGO			2,663	1.70%	29.50%	
TEN MONTHS AGO			5,767	3.70%	33.20%	
NINE MONTHS AGO			5,942	3.80%	37.00%	THESE PARTS V
EIGHT MONTHS AGO			3,680	2.40%	39.40%	

SEVEN MONTHS AGO		3,525	2.30%	41.70%	
SIX MONTHS AGO		6,048	3.90%	45.60%	THIS IS YOU
FIVE MONTHS AGO		4,954	3.20%	48.80%	
FOUR MONTHS AGO		8,063	5.20%	54.00%	
THREE MONTHS AGO		9,365	6.00%	60.00%	
TWO MONTHS AGO		7,445	4.80%	64.80%	
ONE MONTH AGO		16,230	10.40%	75.20%	
CURRENT MONTH		39,366	25.20%	100.40%	
TOTAL INVENTORY		156,465	100.40%		
CORES WITH ON HAND		3,140			COI

PROFILES BEST OF CLASS		COLOR
		SCORING
		GOOD
70%	DANGER	WARNING
LESS THAN 1 %	DANGER	DANGER
LESS THAN 1 %	WARNING	GREAT
LESS THAN 30%	GOOD	Seldom used
	GOOD	OK...BUT..
LOW DBL NUMBERS	WARNING	OUCH !!!
LESS THAN 30-35%	DANGER	
LOW PIECE COUNTS	WARNING	
LOW DBL NUMBERS	GOOD	
ONE DAYS AVG SALES	DANGER	
MINIMAL	WARNING	
MINIMAL	GOOD	
<b>INSTRUCTORS NOTES</b>		
<b>THIS IS TECHNICAL OBSO</b>		
<b>THIS IS POTENTIAL OBSO</b>		
WILL BE IN A "AP" STATUS IF YOUR PHASE OUT IS SET AT 0 IN 6		

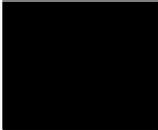


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 become
9-12 Months		#DIV/0!	2%	85% Will likely become
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 !!!!!!!!



nd active  
ory

e obso	\$0.00
obso	\$0.00
OBSO	\$0
	\$0.00

#DIV/0!

## Departmental Action Plan

Dealership Reynolds GM-Subaru

Academy Week N330

Class &

### Current Situation

Accessory sales volume is low while profit per accessory sold is high. This m substantial opportunity in the Parts Department to increase sales and gross p

### Overall Objective:

Develop and accessory sales process to increase profitability

### Proposed Timeline

System in place and operational by June 2018

### Action Plan

Erect accessory wall in GM Showroom, create a pay plan that motivates sales

### Requirements

Meeting with Dealer:

1. Action Proposed: 12/1/17

Meeting with stakeholder(s) (dealership personnel):

- 2. Describe what is in place to support desired goal:  
12/5/17

- 3. Accountability: Monitoring progress:  
Who: GSM and Used Car Manager  
What: Complete all requirements  
By When: 06/30/18  
How: Coordination and discussion throughout

- 4. Weekly review in executive meeting.

- 5. Estimated cost for implementation: \$5000 for new showroom wall.

Projected Date of Completion:

06/30/18

Sponsor Signature: \_\_\_\_\_

Evaluation of Results: Include measured results. (± Metrics)

Desired result is \$20000 increase in dealership gross profit monthly.

Student Name

Student Number

margin coupled with the volume clearly shows a profit through an aggressive sales process.

people to sell accessories, create a menu/quick

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

