





REYNOLDS 2213					GOOD
Stocking Status	Inventory Value	% of Inventory	Guide		WARNING
INVESTMENT					DANGER
Normal or Active Stock		#DIV/0!	over 70%		GREAT
Automatic Phase Out		#DIV/0!	Less than 30%		Seldom used
Dealer Phase Out		#DIV/0!	Less than 1%		OK....BUT..
Manual Order		#DIV/0!	Less than 3%		OUCH !!!!!!!!!!!
Non Stock Part \$'s		#DIV/0!	Less than 5%		YIKES
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 inve	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current and active
1-3 Months		#DIV/0!	included	healthy parts inventory
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become obso
10-12 Months		#DIV/0!	included	85% Will likely become obso
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		

OBISO POSITION MATH DONE BELOW		
.65 TIMES THE 7-9 MONTH VALUE	\$0	
.85 TIMES THE 10-12 MONTH VALUE	\$0	
PLUS THE 13-24 MONTH VALUE	\$0	
PLUS THE 25+ VALUE EQUALS	\$0	
OBISO 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		
Repace by Hold		Not on ADP			NA		
Clean Core				#DIV/0!	p/n	pieces	
Dirty Core				#DIV/0!			
Total Inventory		\$0		#DIV/0!			

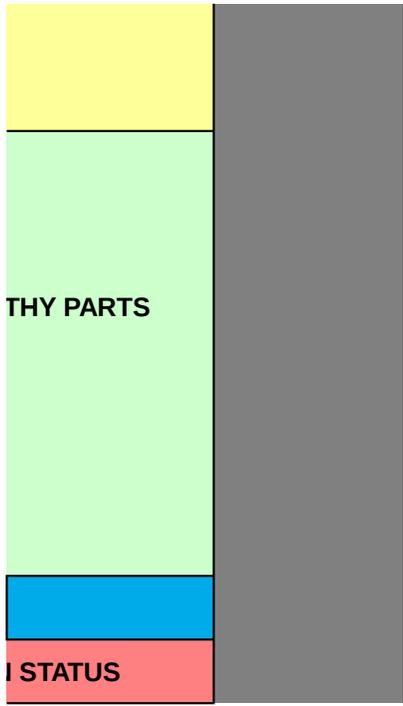
ADP							
Activity		Value \$	% of Invent	%	Notes & Guides		
0-3 Months				#DIV/0!	ACTIVE INVENTORY at 75%		
4-6 Months				#DIV/0!	ACTIVE INVENTORY at 23%		
7-12 Months				#DIV/0!	75% will likely become Obso 2		
Over 12 Months				#DIV/0!	Technical Obsolescence 2% is		
New parts no sales				#DIV/0!	Minimal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

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
2% is guide	.75 TIMES \$			0
s guide	PLUS			0
	PLUS			0
	EQUALS	#DIV/0!		0

DEALER TRACK MONTH OF:			PROFILES BEST OF CL			
STATUS			%	#REF!	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS S			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERST			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS:TO PHASE			#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
<b>INVENTORY AGING BY LAST SOLD</b>						
			VALUE	%	ACUM %	INSTRUCTORS NOT
NEVER SOLD				#DIV/0!	#DIV/0!	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!	THIS IS TECHNICAL O
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	
TEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL O
NINE MONTHS AGO				#DIV/0!	#DIV/0!	

EIGHT MONTHS AGO			#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS OUT IS SET AT 0 IN 6	
SEVEN MONTHS AGO			#DIV/0!	#DIV/0!		
SIX MONTHS AGO			#DIV/0!	#DIV/0!	THIS IS YOUR ACTIVE HEAL 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 inve	Guide	Notes
Current TO 3 Months		#DIV/0!	75%	this is your curren
3 to 6 Months		#DIV/0!	included	healthy parts inve
6-9 Months		#DIV/0!	23%	65% Will likely becc
9-12 Months		#DIV/0!	2%	85% Will likely beco
12 Months + Over		#DIV/0!	included	This is your Technic
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
- GREAT
- Seldom used
- OK....BUT..
- OUCH !!!!!!!!!

[Redacted]

nt and active  
ntory

ome obso	\$0.00
me obso	\$0.00
al OBSO	\$0
	\$0.00

#DIV/0!

## Departmental Action Plan

Dealership

Academy Week

Class & S

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Describe necessary actions to reach desired result:

Requirements

**Meeting with Dealer:**

1. **Action Proposed:**

**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:**

**What:**

3. **By When:**

**How:**

**Describe checkpoints that have been established to measure progress:**

Daily / Weekly / Bi-weekly / Monthly /

4. **Date(s) for review:**

5. **Estimated cost for implementation:**

**Projected Date of  
Completion:**

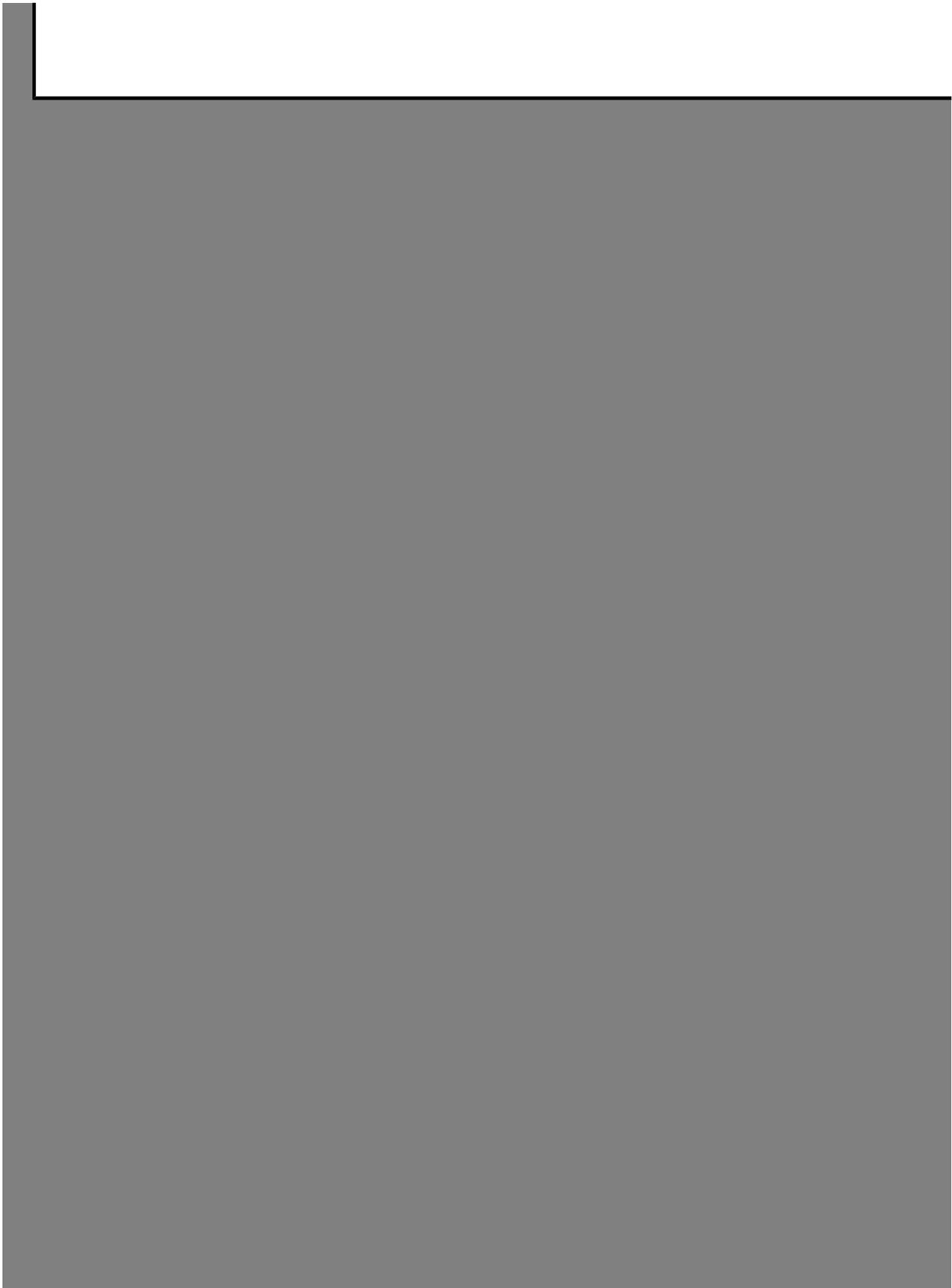
**Sponsor Signature:** \_\_\_\_\_

**Evaluation of Results: Include measured results.**

**(± Metrics)**

**Impact Areas:**

**Sales / Gross / Expenses / Net Profit / CSI /**



Student Name

Student Number

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

