



Rate %
100.00%
100.00%
88.89%
85.71%
100.00%
#DIV/0!
96.15%



REYNOLDS 2213						
Stocking Status	Inventory		% of Inventory	Guide		
INVESTMENT	Value					
Normal or Active Stock	\$364,717		71.69%	over 70%		
Automatic Phase Out	\$43,407		8.53%	Less than 30%		
Dealer Phase Out	\$410		0%	Less than 1%		
Manual Order	\$0		0%	Less than 3%		
Non Stock Part \$'s	\$97,074		19%	Less than 5%		
Non Stock Part #'s*	879		MEMO	Greater than 70% of PN's		
Core Clean	\$120		0%	PART #		# PIECES
Core Dirty	\$2,986		1%	PART #		# PIECES
Replace by hold RBH	\$0		0%	PART #	NA	# PIECES
				NA		
Total Inventory	\$508,714		100%			

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$282,773	51.02%	75%	this is your current a
1-3 Months	\$143,293	25.85%	included	healthy parts invento
4-6 Months	\$45,163	8.15%	23%	
7-9 Months	\$21,252	3.83%	2%	65% Will likely become
10-12 Months	\$26,637	4.81%	included	85% Will likely become
13-24 Months	\$17,650	3.18%	0%	Technically Obsolete
25+ months	\$17,463	3.15%	0%	
TOTAL	\$554,231	100.00%		

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

nd active			
ry			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$13,814	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$22,641	
	PLUS THE 13-24 MONTH VALUE	\$17,650	
	PLUS THE 25+ VALUE EQUALS	\$17,463	
	OBSO AS A % OF TOTAL	###	12.91%

Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Currently we are not tracking lost sales. Our parts department and manager say they don't track automatically know if they get a couple requests and do not have a part they automatically start the computer. The problem with this is sometimes a different person could receive the part request received the request, it also lacks accuracy.

Overall Objective:

Accurately track lost sales.

Proposed Timeline

By Jan 30th 2018 and ongoing.

Action Plan

Step 1. Review parts lost sale quiz with all parts advisors so they correctly track lost sales and

Requirements

Meeting with Dealer: Met with Matt Miller (GM) and Mohammed Movani (Parts Manager)

1. Action Proposed: Track lost sales, explained plan and received buyin, not tracking was also a c Rep.

Meeting with stakeholder(s) (dealership personnel): Met with parts personell Jason, Dillon, Brac

2. Describe what is in place to support desired goal: Training and Tracking.

Accountability: Monitoring progress:

Who: Mohammed Movani (PM)

What: Lost Sales tracking

3. By When: Complete Training by Jan 15th/2017 and have full tracking by Jan 30th/2018

How: By training and monitoring

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: Jan 15th, then daily, weekly and completion Jan 30th. Tracking to be ongoing

5. Estimated cost for implementation: \$0

Projected Date of Completion:

Jan 30th/2018

Sponsor Signature:

Matt Miller General Manager

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Increases

Evan Schindel

N331

k it because they
t ordering and don't wait for
uest and not know another

explain importance of tracking

concern for Lexus Canada

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

1 and Mo.

3.

er

