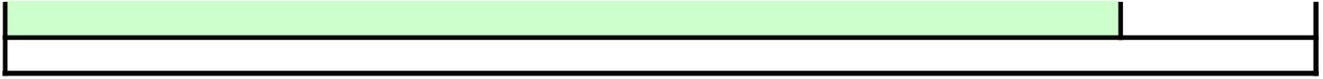


| PBS | | | | GOOD |
|------------------------|-----------------|----------------|--------------------------|------------------|
| Stocking Status | | | | WARNING |
| INVESTMENT | | | | DANGER |
| | Inventory Value | % of Inventory | Guide | |
| Normal or Active Stock | \$173,595 | 43.03% | over 70% | GREAT |
| Automatic Phase Out | \$0 | 0.00% | Less than 35% | Seldom used |
| Dealer Phase Out | \$0 | 0% | Less than 1% | OK....BUT.. |
| Manual Order | \$0 | 0% | Less than 3% | OUCH !!!!!!!!!!! |
| Non Stock Part \$'s | \$213,909 | 53% | Less than 5% | |
| Non Stock Part #'s* | 1566 | 29% | Greater than 70% of PN's | |
| Core Clean | \$6,660 | 2% | 0% | |
| Core Dirty | \$0 | 0% | returned for | |
| Superceded parts | \$9,292 | 2% | NA | |
| | \$0 | | NA | |
| Total Inventory | \$403,456 | 98% | | |
| EXTRA LINES SNS | 0 | | | |
| EXTRA LINES RBH | 0 | | | |

REYNOLDS

| Activity | Value | % of inventoi | NADA Guide | Notes |
|---|------------------|----------------|------------|---------------------------------|
| Current | \$180,619 | 44.54% | 75% | this is your current and active |
| 1-3 Months | \$86,169 | 21.25% | included | healthy parts inventory |
| 4-6 Months | \$46,939 | 11.58% | 23% | |
| 7-9 Months | \$35,620 | 8.78% | 2% | 65% Will likely become obso |
| 10-12 Months | \$26,307 | 6.49% | included | 85% Will likely become obso |
| 13-24 Months | \$29,824 | 7.36% | 0% | Technically Obsolete |
| 25+ months | \$0 | 0.00% | 0% | |
| TOTAL | \$405,478 | 100.00% | | |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | | | | PASS/ FAIL |
| OBISO POSITION (LINES 23-26 FROM ABOVE) | | | | FAIL |
| NEG-ON-HAND (MINUS-ON-HAND) | | | | PASS |
| CLEAN CORE | | | | PASS |
| DIRTY CORE | | | | PASS |
| LOST SALES CALCULATOR VS. ACTUAL | | | | OUCH!!! |
| AVERAGE STOCK ORDER (NEEDED FOR T/ | | | | |
| MONTHS SUPPLY (TAB A) | | | | 3.55 3.5 |
| GROSS (TOTAL) TURNS (from your Tab "A") | | | | 3.4 |
| TRUE (STOCK) TURNS (from your Tab "A") | | | | 3.3 |
| FTFR (FIRST TIME FILL RATE) (from your pa | | | | |
| | | | | |



| OBSO POSITION MATH DONE BELOW | | |
|--|---------------------|------------|
| .65 TIMES THE 7-9 MONTH VALUE | \$23,153 | |
| .85 TIMES THE 10-12 MONTH VALUE | \$22,361 | |
| PLUS THE 13-24 MONTH VALUE | \$29,824 | |
| PLUS THE 25+ VALUE EQUALS | \$0 | |
| OBSO AS A % OF TOTAL | \$ 75,337.95 | 19% |

| ADP | | | | COLOR SCORING |
|----------------------------|-----------------|----------------|--------------------------|---------------|
| Stocking Status INVESTMENT | Inventory Value | % of Inventory | Guide | |
| Normal or Active Stock | \$127,177 | #DIV/0! | over 70% | GOOD |
| Automatic Phase Out | \$31,886 | #DIV/0! | Less than 35% | WARNING |
| Dealer Phase Out | | #DIV/0! | Less than 1% | DANGER |
| Manual Order | | #DIV/0! | Less than 3% | GREAT |
| Non Stock Part \$'s | \$81,135 | #DIV/0! | Less than 5% | Seldom used |
| Non Stock Part #'s* | 423 | | Greater than 70% of PN's | OK....BUT.. |
| Clean Core | \$4,655 | #DIV/0! | p/n 6 pieces 7 | OUCH !!!!! |
| Dirty Core | | #DIV/0! | | |
| Total Inventory | | #DIV/0! | | ouch!!! |

| Activity | Value \$ | % | 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% is guide |
| Over 12 Months | | #DIV/0! | Technical Obsolescence 2% is guide |
| New parts no sales | | #DIV/0! | Minimal Amount |
| Total Inventory | 0 | #DIV/0! | |

| | |
|--|----------------|
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | Pass or Fail ? |
| OBSO POSITION (LINES 20-22 FROM ABOVE) | |
| NEG-ON-HAND (MINUS-ON-HAND) | |
| CLEAN CORE | |
| DIRTY CORE | |
| LOST SALES CALCULATOR VS. ACTUAL | |
| AVERAGE STOCK ORDER | |
| MONTHS SUPPLY | |
| GROSS (TOTAL) TURNS (from your Tab "A' | |
| TRUE (STOCK) TURNS (from your Tab "A") | |
| FTFR (FIRST TIME FILL RATE) (from your p | |
| | |
| | |
| | |

| OBSO POSITION | | | |
|---------------|----|---------|---|
| .75 TIMES | \$ | | 0 |
| PLUS | | | 0 |
| PLUS | | | 0 |
| EQUALS | | #DIV/0! | 0 |

| ARKONA STATUS | | MONTH OF: | | | | PROFILES |
|----------------------------|--|-----------|---|--------|-------|----------|
| | | % | # | PIECES | VALUE | |
| ACTIVE PARTS: STOCKED | | #DIV/0! | | | | 70% |
| ACTIVE PARTS: EXCESS STOCK | | #DIV/0! | | | | LESS THA |
| ACTIVE PARTS: UNDERSTOCKED | | #DIV/0! | | | | LESS THA |
| ACTIVE PARTS: TO PHASE OUT | | #DIV/0! | | | | LESS THA |
| TOTAL ACTIVE PARTS | | #DIV/0! | | | | |
| SUPERCEDED W/ON HAND | | #DIV/0! | | | | LOW DBL |
| INACTIVE W/ON HAND | | #DIV/0! | | | | LESS THA |
| TOTAL INV. TO SELL | | #DIV/0! | | | | |
| CORES ON HAND | | | | | | LOW PIEC |
| NEG-ON-HAND | | | | | | LOW DBL |
| TOTAL OF INVENTORY | | | | | | |
| PARTS ON OPEN R. O.'S | | | | | | ONE DAY |
| VALUE OF TOTAL INVENTORY | | | | | | |
| NOT ON FACTORY MASTER | | | | | | MINIMAL |
| PARTS WITH OUT COST | | | | | | MINIMAL |

| INVENTORY AGING BY LAST SOLD | | | | | |
|------------------------------|-------|---------|---------|--|---|
| | VALUE | % | ACUM % | | INSTRUCTOR: |
| NEVER SOLD | | #DIV/0! | #DIV/0! | | |
| ONE YEAR AGO PLUS | | #DIV/0! | #DIV/0! | | THIS IS TECHN |
| ELEVEN MONTHS AGO | | #DIV/0! | #DIV/0! | | |
| TEN MONTHS AGO | | #DIV/0! | #DIV/0! | | THIS IS POTENT |
| NINE MONTHS AGO | | #DIV/0! | #DIV/0! | | |
| EIGHT MONTHS AGO | | #DIV/0! | #DIV/0! | | THESE PARTS WILL BE IN A PHASE OUT IS SE |
| SEVEN MONTHS AGO | | #DIV/0! | #DIV/0! | | |
| SIX MONTHS AGO | | #DIV/0! | #DIV/0! | | |
| FIVE MONTHS AGO | | #DIV/0! | #DIV/0! | | |
| FOUR MONTHS AGO | | #DIV/0! | #DIV/0! | | THIS IS YOUR ACTIVE INVENTC |
| 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 & C |

| |
|---|
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat |
| OBSO POSITION (LINES 24-28 FROM ABOVE) |
| NEG-ON-HAND (MINUS-ON-HAND) |
| CLEAN CORE |
| DIRTY CORE |
| LOST SALES CALCULATOR VS. ACTUAL |
| AVERAGE STOCK ORDER |
| MONTHS SUPPLY |
| GROSS (TOTAL) TURNS (from your Tab "A") |

TRUE (STOCK) TURNS (from your Tab "A")

FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

| |
|--|
| |
| |
| |



| UCS SCORECARD 2013.1 | | | | GOOD |
|-------------------------------------|-----------------|----------------|--------------------------|------------------|
| Stocking Status | Inventory Value | % of Inventory | Guide | WARNING |
| Observations | | | | DANGER |
| Active Stock (0-6 month activity) | | | over 70% | GREAT |
| Zero Guide (Auto Phase out) | | | Less than 35% | Seldom used |
| No bin Location Parts | | | Less than 1% | OK....BUT.. |
| Manual Order Review | | | Less than 3% | OUCH !!!!!!!!!!! |
| 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? | |
| | | | NA | |
| | | | NA | |
| Total Inventory | | | | |
| EXTRA LINES | | | | |
| EXTRA LINES | | | | |

UCS

| Investment Activity | Value | % of inven | NADA Guide | Notes |
|--|-------|------------|------------|---------------------------------|
| Current TO 3 Months | | #DIV/0! | 75% | this is your current and active |
| 3 to 6 Months | | #DIV/0! | included | healthy parts inventory |
| 6-9 Months | | #DIV/0! | 23% | 65% Will likely become obso |
| 9-12 Months | | #DIV/0! | 2% | 85% Will likely become obso |
| 12 Months + Over | | #DIV/0! | included | This is your Technical OBSO |
| | | #DIV/0! | | |
| | | #DIV/0! | | |
| TOTAL | \$0 | #DIV/0! | | |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Coat | | | | Pass or Fail ? |
| OBSO POSITION (LINES 23-26 FROM ABOVE) | | | | |
| NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts) | | | | |
| CLEAN CORE | | | | |
| DIRTY CORE | | | | |
| LOST SALES CALCULATOR VS. ACTUAL | | | | |
| AVERAGE STOCK ORDER | | | | |
| MONTHS SUPPLY | | | | |
| GROSS (TOTAL) TURNS (from your Tab "I) | | | | |
| TRUE (STOCK) TURNS (from your Tab "A' | | | | |
| FTFR (FIRST TIME FILL RATE) (from your | | | | |
| | | | | |
| | | | | |
| | | | | |

| | |
|--------|---------|
| \$0.00 | |
| \$0.00 | |
| \$0 | |
| | |
| | |
| \$0.00 | #DIV/0! |

Compatibility Report for NEW MASTER DMS SCORECARDS WITH FORMULAS 2013 6 (4).xls

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