

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT		Value		
Normal or Active Stock		\$347,213	94.64%	over 70%
Automatic Phase Out		\$14,882	4.06%	Less than 35%
Dealer Phase Out		\$288	0.08%	Less than 1%
Manual Order		\$0	0.00%	Less than 3%
Non Stock Part \$'s		\$0	0.00%	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		\$4,484	1.22%	p/n pieces
Dirty Core			0.00%	
Total Inventory		\$366,867	100.00%	

ADP				
Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	320,761		89%	ACTIVE INVENTORY at 75%
4-6 Months	34,179		9%	ACTIVE INVENTORY at 23%
7-12 Months	7,059		2%	75% will likely become Obso 2%
Over 12 Months	0		0%	Technical Obsolescence 2% is g
New parts no sales	384		0%	Minimal Amount
Total Inventory	\$362,383		100%	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		5294.25
uide	PLUS			0
	PLUS			384
	EQUALS		2%	5678.25

Departmental Action Plan

Dealership Ed Napleton's Oak Lawn Honda

Student Name Katie Napleton

Academy Week Parts Week

Class & Student Number N331

Current Situation

Our parts manager and counter people are currently overtracking lost sales. When they took the lost sales quiz, it was very apparent that they report everything as a lost sale without really looking at it closely. The overtracking is causing the inventory to be more than 45 days supply.

Overall Objective:

The objective is to get the parts people to understand what a lost sale really is and then have them enter them into the system correctly. This will shorten the Days Supply of parts which will lead to less expense and better gross.

Proposed Timeline

This should only take about a month or two to help retrain the parts people on what a lost sale really is. And then it will require some re-training after to make sure they still maintain and understand what a lost sale is.

Action Plan

Describe necessary actions to reach desired result: The lost sales quiz is a great place to start. We are going to go through the lost sales quiz as a training class and explain why each one was or wasn't a lost sale. When they try to fight certain ones, we will just have to explain and make sure it becomes second nature to them. Once it becomes second nature then we should be able to have a better grip on our inventory control and the Days Supply of inventory which is too high right now.

Requirements

Meeting with Dealer:
1. Action Proposed: The action to propose is the same as above. Training on lost sales for the parts people.

Meeting with stakeholder(s) (dealership personnel): Training and coaching is supported. There really wont be any penalties on it in regards to pay plan etc. We will just hold them to the expectation that it needs to be done correctly.
2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:
Who: Parts Manager is going to have to monitor there sales tracking
What: He has to do this by training and holding accountable
3. By When: This should be done every other day and it should be reviewed with the counter people once per week.
How:

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
4. Date(s) for review: We will review this once a week moving forward. I think it needs to be closely monitored for 2 months before change is seen.

5. Estimated cost for implementation: Nothing but the parts manager's time.

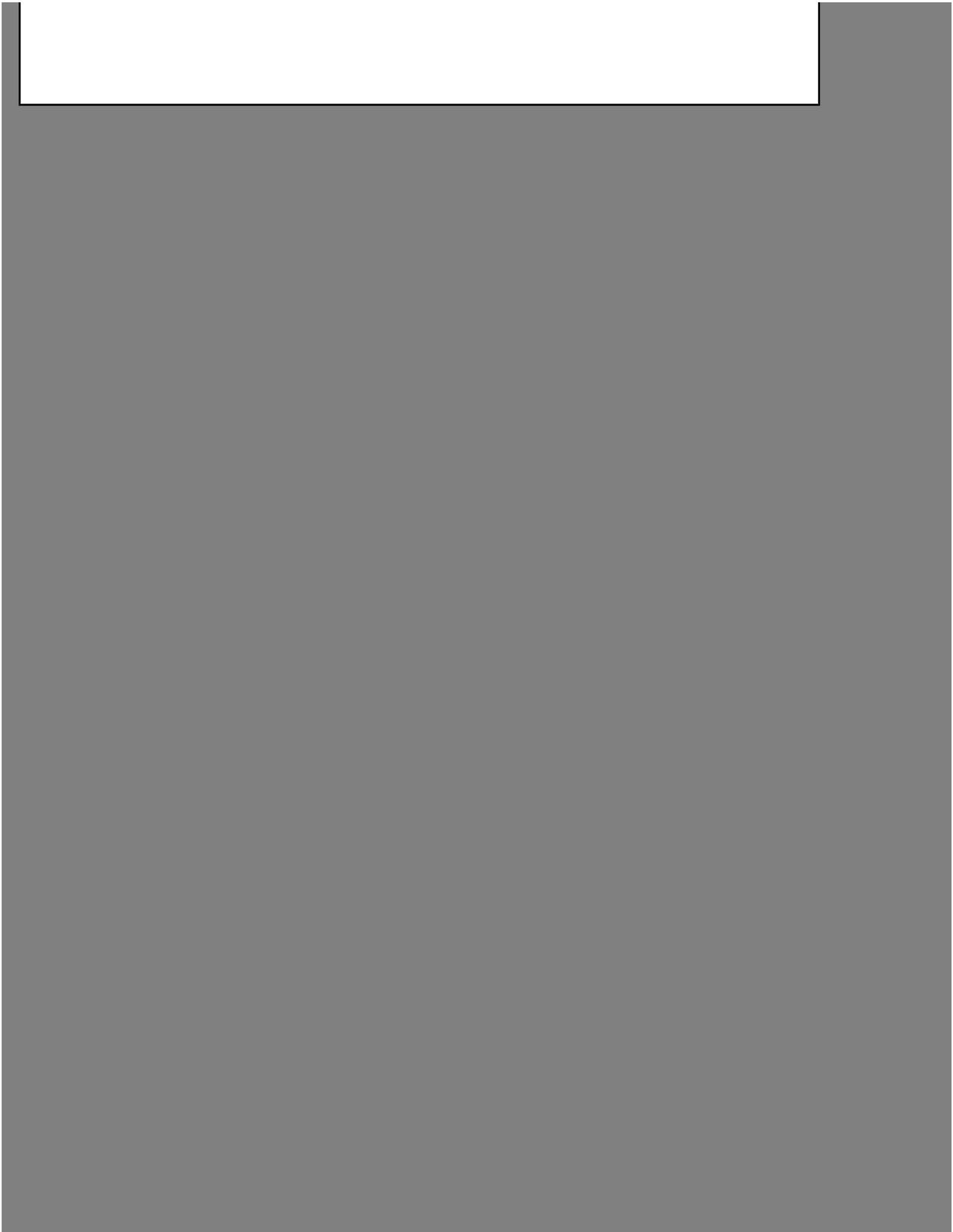
Projected Date of Completion: April 15, 2018

Sponsor Signature: _____

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

Impact Areas: This should help with inventory control and produce more gross and less expense because we will have less products and a smaller Days Supply
Sales / Gross / Expenses / Net Profit / CSI /

PLEASE BE AD
THIS ASSIGNE
IT'S SELF IS WO
POINTS.TAKE
TIME AND GE
CORREC



ADVISED
BY
BIRTH 100
YOUR
LET IT
I