

REYNOLDS 2213						
Stocking Status		Inventory	% of Inventory	Guide		
INVESTMENT		Value				
Normal or Active Stock		\$135,634	76.78%	over 70%		
Automatic Phase Out		\$24,132	13.66%	Less than 30%		
Dealer Phase Out			0%	Less than 1%		
Manual Order		\$5,595	3%	Less than 3%		
Non Stock Part \$'s		\$7,289	4%	Less than 5%		
Non Stock Part #'s*		8335	MEMO	Greater than 70% of PN's		
Core Clean		\$60	0%	PART #	1	# PIECES
Core Dirty		\$2,110	1%	PART #	4	# PIECES
Replace by hold RBH		\$1,837	1%	PART #	18	# PIECES
NA						
Total Inventory		\$176,657	100%			

REYNOLDS

Activity	Value	% of inven	NADA		Notes
			Guide		
Current	\$76,217	43.68%	75%		this is your current a
1-3 Months	\$50,301	28.83%	included		healthy parts invento
4-6 Months	\$26,840	15.38%	23%		
7-9 Months	\$12,367	7.09%	2%		65% Will likely become
10-12 Months	\$6,913	3.96%	included		85% Will likely become
13-24 Months	\$1,846	1.06%	0%		Technically Obsolete
25+ months	\$0	0.00%	0%		
TOTAL	\$174,484	100.00%			

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

1
4
80

nd active ory			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$8,039	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$5,876	
	PLUS THE 13-24 MONTH VALUE	\$1,846	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$15,760.60	9.03%

CDK		Inventory	% of Inventory	Guide
Stocking Status	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!	

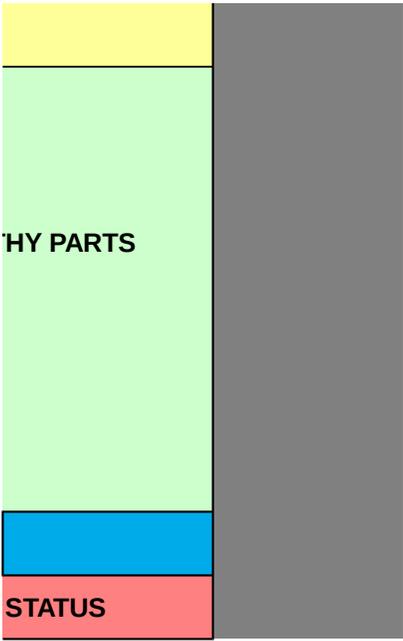
COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		0
uide	PLUS			0
	PLUS			0
	EQUALS		#DIV/0!	0

DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS	
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#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
INVENTORY AGING BY LAST SOLD							
							INSTRUCTORS NOTE
			VALUE	%	ACUM %		
NEVER SOLD				#DIV/0!	#DIV/0!	THIS IS TECHNICAL OI	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	THIS IS POTENTIAL OE	
TEN MONTHS AGO				#DIV/0!	#DIV/0!		
NINE MONTHS AGO				#DIV/0!	#DIV/0!	THESE PARTS WILL BE IN A "AP" STATUS! OUT IS SET AT 0 IN 6	
EIGHT MONTHS AGO				#DIV/0!	#DIV/0!		

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!
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				

THIS IS YOUR ACTIVE HEALT INVENTORY

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 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 !!!!!!!!!!

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ory		
e obso	\$0.00	
obso	\$0.00	
OBSO	\$0	
	\$0.00	#DIV/0!

Departmental Action Plan

Dealership Smart Toyota of Quad Cities

Academy Week Week 2 - Parts

Class & :

Current Situation

Based on the performance and analysis of last year's business, we are making 32% gross profit, and we left \$35,000 on the table last year but not sticking to guide. Need to maximize profit.

Overall Objective:

Need to move Internal Parts Gross Profit from 32% to 41%

Proposed Timeline

Made adjustment when I returned from NADA Class end of January - Will meet with Parts Manager to evaluate monthly

Action Plan

1. Meet with Parts Manager/Service Manager to set new direction on Internal Parts pricing to understand why and the exception process
Establish follow up rhythm utilizing Doc to measure GP % on a daily/weekly basis with Service/Parts Managers - Every Monday at 11am (bring report)
All exceptions will be done through a dialogue with GM/Service Manager/Use Parts Manager update pricing matrix and markup factor to 1.69 to meet expectations

Requirements

Meeting with Dealer:

1. **Action Proposed:** Review of Action Plan stated above and follow up monthly with

Meeting with stakeholder(s) (dealership personnel):

Describe what is in place to support desired goal:

Training / Coaching / ±Consequences related to results / Pain & Gain

2. leadership team to understand the WHY for desired changes and impact to the bus
Exec

1.69 for internal parts

Coaching - All Parts Staff and Service Advisor who does internal on parts pricing

Account:

41%, understand root cause if not and Service and Parts Managers will meet with C

Accountability: Monitoring progress:

Who: Parts Counter, Service Advisor, Parts Manager, Service Manager, and GM w
What: Internal Parts GP will be set to deliver 41% GP

3. **By When:** Now - Adjustments have been made by Parts Manager and weekly track

How: Daily Dashboard shows us GP %, Morning Mgr meeting to help discuss mea
performance

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

Daily - Morning Mgr Meeting review dashboard and validate GP%

4. **Weekly** - Weekly Rollup discussed on Monday morning for end of week performanc

Monthly - Board Meeting will be final discussion on performance and action plan to

Date(s) for review: Every Monday for Weekly discussion, Monthly will be 3/8, 4/6, !
up and address any trouble areas, as well as build new habits

5. **Estimated cost for implementation:** \$0 incremental which makes it even bette

**Projected Date of
Completion:**

**February 28 all changes should be
made - 90 day evaluation to fix speed
bumps**

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Gross - We should see on avg 3-5k in additional growth per month, resulting in about 35-40k in
GP expectation is 41%

Net Profit - Will see a Net Profit as there is no additional expense added by making these adjustments - 5

Student Name **Chris Geigle**

Student Number **332-25**

% GP on Internal Parts. This is 9% below
ed to fix this for new year so we are

sure progress starting in February and

Parts on 1/29 - Meet with Used Car Manager to
basis to ensure we are 41% - GM Review with **2.**
d Car Manager **3.**
tation on 1/30. **4.**

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

Platform Manager in board meeting

Communication - Set clear expectations with
iness
ution - Parts Manager adjust markup factor to
and approval for exceptions
ability - Weekly Tracking to ensure we are at
SM to discuss

ill all play a role in follow up
king has begun
sure progress, Monthly Board will review final

ce
resolve if not meeting expectation
5/11, 6/8 - This gives us just over 90 days to follow

er!

