



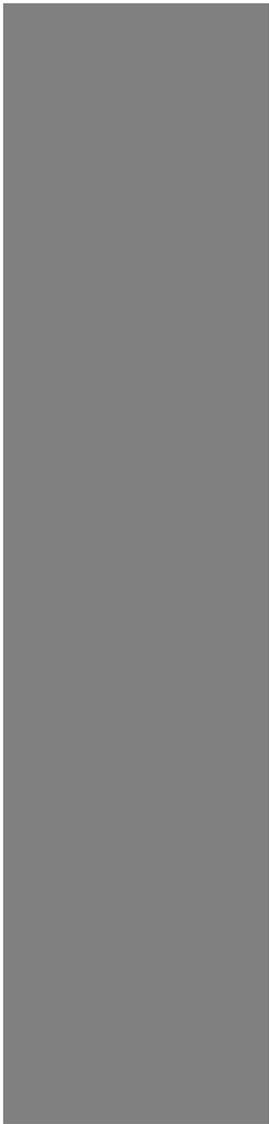


CDK Stocking Status				Inventory	% of Inventory	Guide	COLOR SCORING
INVESTMENT		Value					
Normal or Active Stock		\$118,954		51.27%	over 70%		GOOD
Automatic Phase Out		\$29,165		12.57%	Less than 35%		WARNING
Dealer Phase Out		\$3		0.00%	Less than 1%		DANGER
Manual Order		\$4,846		2.09%	Less than 3%		GREAT
Non Stock Part \$'s		\$72,091		31.07%	Less than 5%		Seldom used
Non Stock Part #'s*		1,139	MEMO		Greater than 70% of PN's		OK....BUT..
No Phase Out		Not on ADP			NA		OUCH !!!
Repape by Hold		Not on ADP			NA		
Clean Core		\$2,032		0.88%	p/n	pieces	OUCH !!!!!
Dirty Core		\$4,930		2.12%			
Total Inventory		\$232,020		100.00%			ouch!!!

**ADP**

Activity	Value \$	% of Invent	%	Notes & Guides	
0-3 Months	143,024		64%	ACTIVE INVENTORY at 75%	
4-6 Months	20,473		9%	ACTIVE INVENTORY at 23%	OBSO P
7-12 Months	21,668		10%	75% will likely become Obso 2% is guide	.75 TIMES \$
Over 12 Months	10,853		5%	Technical Obsolescence 2% is guide	PLUS

New parts no sales	29,041		13%	Minimal Amount	PLUS
Total Inventory	\$225,058		100%		EQUALS



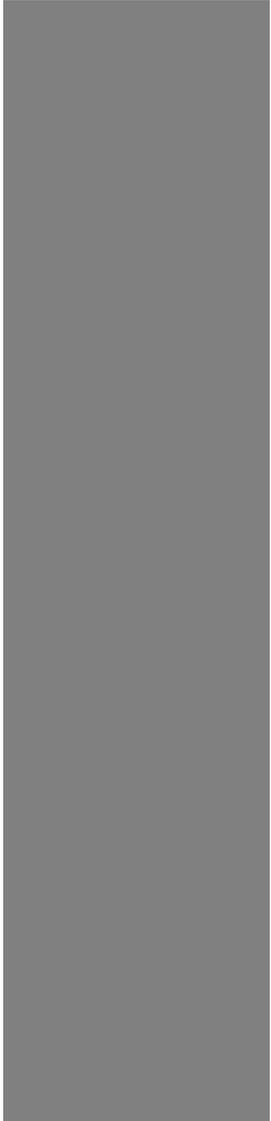
**POSITION**

	<b>16250.99</b>
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<b>10,853</b>
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29,041

25% 56144.73



## Departmental Action Plan

Dealership

Academy Week

Class & I

**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**

