



Rate %
78.57%
77.78%
72.22%
#DIV/0!
76.00%



REYNOLDS 2213						
Stocking Status	Inventory Value		% of Inventory	Guide		
INVESTMENT						
Normal or Active Stock	\$119,028		59.30%	over 70%		
Automatic Phase Out	\$42,331		21.09%	Less than 30%		
Dealer Phase Out	\$0		0%	Less than 1%		
Manual Order	\$0		0%	Less than 3%		
Non Stock Part \$'s	\$26,716		13%	Less than 5%		
Non Stock Part #'s*	7769		71%	Greater than 70% of PN's		
Core Clean	\$3,556		2%	PART #	42%	# PIECES
Core Dirty	\$7,143		4%	PART #	79%	# PIECES
Replace by hold RBH	\$1,944		1%	PART #	NA	# PIECES
				NA		
Total Inventory	\$200,717		100%			

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current	\$47,570	25.03%	75%	this is your current a
1-3 Months	\$49,117	25.85%	included	healthy parts invento
4-6 Months	\$31,633	16.65%	23%	
7-9 Months	\$27,192	14.31%	2%	65% Will likely become
10-12 Months	\$14,674	7.72%	included	85% Will likely become
13-24 Months	\$19,833	10.44%	0%	Technically Obsolete
25+ months	\$0	0.00%	0%	
TOTAL	\$190,019	100.00%		

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

44

96

nd active			
ry			
	OBSO POSITION MATH DONE BELOW		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$17,675	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$12,473	
	PLUS THE 13-24 MONTH VALUE	\$19,833	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$49,980.22	26.30%

CDK Stocking Status		Inventory	% of Inventory	Guide
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						
			VALUE	%	ACUM %	INSTRUCTORS NOTE
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 OI
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!	THIS IS YOUR ACTIVE HEALT INVENTORY
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					CONFIRM DIRTY & CLEAN

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
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BSO	
S IF YOUR PHASE	



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 becom
9-12 Months		#DIV/0!	2%	85% Will likely becom
12 Months + Over		#DIV/0!	included	This is your Technical
		#DIV/0!		
		#DIV/0!		
TOTAL	\$0	#DIV/0!		

- GOOD
- WARNING
- DANGER
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- Seldom used
- OK...BUT..
- OUCH !!!!!!!!



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obso \$0.00

OBSO \$0

\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class & :

Current Situation

In a recent review of our special order parts situation (prior to attending week : special order parts and 19 were neither paid for or installed we needed to take

Overall Objective:

My overall objective is to improve turn on special order parts, we have too ma parts on customers vehicles. Thus increasing gross profit and limiting sendir from using our return reserve on these parts allowing us to use reserve for otl

Proposed Timeline

The timeframe for increasing profit will be April 1st. We will have a process in and our results will begin to show immediatley following the implementation c

Action Plan

Beginning March 1st we will implement a policy of upfront payment on specia

Requirements

Meeting with Dealer:

1. Action Proposed: Notify ownership/platform manager with new process for sp

Meeting with stakeholder(s) (dealership personnel):

2. Have meeting with service manager, parts manager, parts counter people, BDC
Address concerns regarding paying upfront and call making with all employees
in the benefits of the new process. Show them the increase in profit potential

Accountability: Monitoring progress:

Who: Service manager, parts manager, parts counter, service advisors, and BDC

3. What: Monitor improvement of both paying upfront for Special order parts and
parts. Monitor the phone calls for both service advisors and BDC reps. Once
the easy part!

By When: First monthly review will be April 2, 2018

How: General Manager will sit with service and parts manager, service and parts

Describe checkpoints that have been established to measure progress:

Daily / Weekly / Bi-weekly / Monthly /

4. Date(s) for review: Daily reviews will occur beginning March 5th, 2018. Meeting
manager, also between service manager and advisors, parts managers and cc
manager and BDC rep. Meetings will include conversation in regards to paym
Service manager will discuss the lists of customers to contact for day 1 calls
verify parts availability and verifying that parts arrived. Service manager will
to communicate appointments. Weekly meetings will be communicated with S
12, 2018. Monthly meetings will be with General Manager, Service Manager, and
will review all items regarding our new special order parts process.

5. Estimated cost for implementation: Only cost incurred will be \$30 per appoint

Projected Date of
Completion:

Active as of March 1st

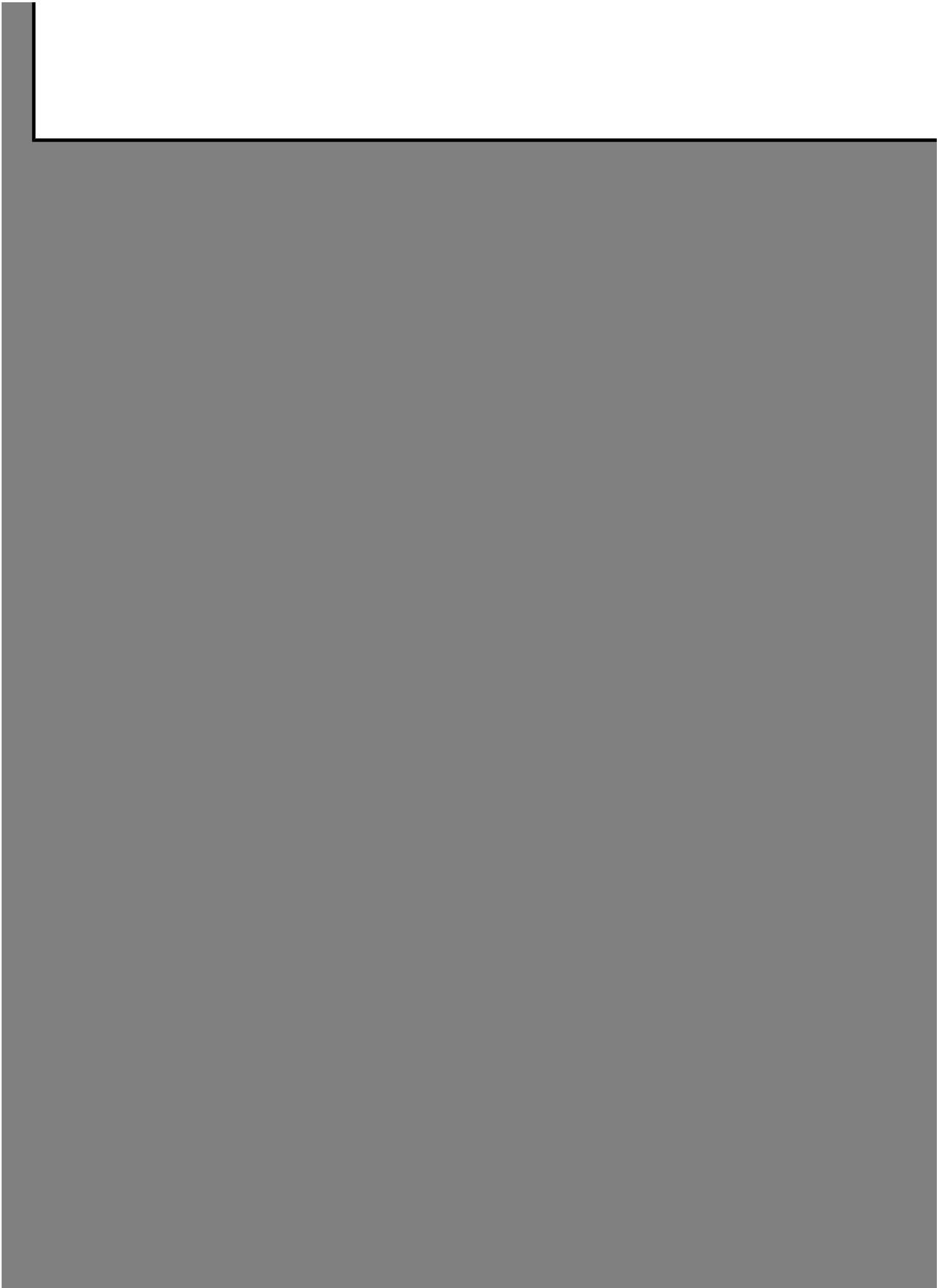
Sponsor Signature:

Scott Pha

Evaluation of Results: Include measured results.

(± Metrics)

Gross will increase due to more special order parts being sold, return reserve will not be wasted on
expenses will not be influenced very much due to the fact that the only increase will be on BDC pay
not schedule. Overall Net profit will increase due to the new process.



Student Name **Brad Zielinski**

Student Number **332/17**

2) I determined that based on looking at 20
action on this situation.

ny parts that age out due to not installing
ng back aged out SOP's which will save us
her parts that have aged.

plemented and effectivley running in March
of this plan.

I order parts other than warranty. This is the first

pecial order parts

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

C, and service advisors to discuss new policy.
es. Continue to coach all employees to believe
thus increasing pay.

DC rep
d increased installation of all special order
parts are paid for the installation should be

parts will meet with advisors and counter and

ings will occur with service manager and parts
counter. Meeting will also be held with service
ment of special order parts for both managers.
with advisors. Parts manager and counter will
go over day 2 calls and later with the BDC rep
Service and Parts managers begininng March
nd Parts manager beginning on April 2nd. We

atment that BDC sets.

rr

n special order parts so we can use it on OBSO,
y due to scheduling appointments that the advisors do

