





Rate %
80.00%
84.21%
81.25%
#DIV/0!
82.00%



REYNOLDS 2213				
Stocking Status	Inventory		% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock			#DIV/0!	over 70%
Automatic Phase Out			#DIV/0!	Less than 30%
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
Core Clean			#DIV/0!	PART # # PIECES
Core Dirty			#DIV/0!	PART # # PIECES
Replace by hold RBH			#DIV/0!	PART # NA # PIECES
				NA
Total Inventory	\$0		#DIV/0!	

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes
Current		#DIV/0!	75%	this is your current a
1-3 Months		#DIV/0!	included	healthy parts invento
4-6 Months		#DIV/0!	23%	
7-9 Months		#DIV/0!	2%	65% Will likely become
10-12 Months		#DIV/0!	included	85% Will likely become
13-24 Months		#DIV/0!	0%	Technically Obsolete
25+ months		#DIV/0!	0%	
TOTAL	\$0	#DIV/0!		

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

nd active			
ry			
	<b>OBSO POSITION MATH DONE BELOW</b>		
obso	.65 TIMES THE 7-9 MONTH VALUE	\$0	
obso	.85 TIMES THE 10-12 MONTH VALUE	\$0	
	PLUS THE 13-24 MONTH VALUE	\$0	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ -	#DIV/0!

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$529,618		62.52%	over 70%
Automatic Phase Out	\$131,685		15.54%	Less than 35%
Dealer Phase Out	\$0		0.00%	Less than 1%
Manual Order	\$8,260		0.98%	Less than 3%
Non Stock Part \$'s	\$169,180		19.97%	Less than 5%
Non Stock Part #'s*	3,511	MEMO		Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repape by Hold	Not on ADP			NA
Clean Core			0.00%	p/n pieces
Dirty Core	\$8,387		0.99%	
<b>Total Inventory</b>	<b>\$847,130</b>		<b>100.00%</b>	

#### ADP

Activity	Value \$	% of Invent	%	Notes & Guides
0-3 Months	518,304		62%	ACTIVE INVENTORY at 75%
4-6 Months	105,494		13%	ACTIVE INVENTORY at 23%
7-12 Months	122,248		15%	75% will likely become Obso 2%
Over 12 Months	52,334		6%	Technical Obsolescence 2% is g
New parts no sales	40,362		5%	Minimal Amount
<b>Total Inventory</b>	<b>\$838,743</b>		<b>100%</b>	

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		91686.24
uide	PLUS			52,334
	PLUS			40,362
	EQUALS		22%	184382.5

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
<b>INVENTORY AGING BY LAST SOLD</b>							
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</b>	<b>INSTRUCTORS NOTE</b>	
NEVER SOLD				#DIV/0!	#DIV/0!	<b>THIS IS TECHNICAL OI</b>	
ONE YEAR AGO PLUS				#DIV/0!	#DIV/0!		
ELEVEN MONTHS AGO				#DIV/0!	#DIV/0!	<b>THIS IS POTENTIAL OI</b>	
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
- GREAT
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- 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 **Saskatoon Motor Products**

Academy Week **Fixed Operations 1 - Parts**

Class & I

### Current Situation

We currently do not have a very efficient or clear process when it comes to access the units. We wait until we need a couple trucks accessorized and then we make up a random list of parts to order.

### Overall Objective:

The objective is to create a process that will be both efficient and very profitable accessorizing in-stock units. Utilizing our accessory parts person, it will allow him to look over the options on the truck and custom better.

### Proposed Timeline

We have already started implementing the below process but will not start seeing the units that we have ordered start to arrive from the factory.

### Action Plan

The action plan is very powerful in its simplicity. When ordering new Silverado

### Requirements

**Meeting with Dealer:**

1. **Action Proposed: Setting a process in place that will make our accessory pro**

**Meeting with stakeholder(s) (dealership personnel):**

- 1) Randy Swistun (Sales) - Orders our new units and is very knowledgeable on o  
informed to order Silverados in pairs and no longer or LPO accessories from 1  
in all incoming units. Kodi will be responsible for reviewing order numbers of  
getting those invoices to both the PDI department and Accessory Specialist. 3  
responsible for building the packages of accessories and making sure all part  
2. also be tasked with making sure that the units get the packages installed as s  
will ensure that Wade is alerted as soon as the units arrive.

**Accountability: Monitoring progress:**

**Who:** Myself, Ben Roberts and Parts Manager, Kevin Roach

**What:** We will be monitoring both the sales and gross profit numbers from acc

3. **By When:** The first units arrive in 8-10 weeks and we will start monitoring the |  
**How:** By reviewing the accessory sales and gross numbers from the financial  
specialist weekly to make sure the process is working and has not broken do

**Describe checkpoints that have been established to measure progress:**

**Daily / Weekly / Bi-weekly / Monthly /**

4. **Date(s) for review:** Progress will be reviewed monthly once the units arrive.

5. **Estimated cost for implementation:** There will be no cost for implementation a

**Projected Date of  
Completion:**

April 30th, 2018

**Sponsor Signature:** \_\_\_\_\_

**Evaluation of Results:** Include measured results.

(± Metrics)

**Impact Areas:**

**Sales / Gross / Expenses / Net Profit / CSI / Sales, Gross, and Net Profit numbers & process. Another area I believe will be altered will be our OBSO position. If we are not stocking the custom tailoring packages per incoming unit and putting them on immediately, none of the accessories will be obsolete.**

Student Name Benjamin Roberts

Student Number N332 #7

Accessories on incoming units for stock. We  
will tailor a package to put on them.

Advise the Parts Department when it comes to  
advise him to be prepared better for the incoming  
units tailor a package of accessories for it, the

Waiting results for roughly the next 8 weeks when

Units for stock, we will order them in pairs(color,

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

cess more efficient and profitable.

ptions and accessories. He has been  
the factory. 2) Kodi Munro(Reception) - Stocks  
the paired units when invoices arrive and  
3) Wade Longstaff(Accessory) - Wade will be  
ts are in stock when the unit arrives. He wil  
oon as they arrive. 4) PDI Department - They

cessory sales to see if it is working.  
month after they arrive.  
statement and speaking with the accessory  
mn.

as all staff are already in place.

should all be affected once the program is completely in  
accessories for long periods of time but are instead  
ories we are ordering for this project should ever become





































