



Rate %
#DIV/0!



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 healthy parts invento
1-3 Months		#DIV/0!	included	
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			
	OBSO POSITION MATH DONE BELOW		
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				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
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uide	PLUS			0
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	PLUS			0
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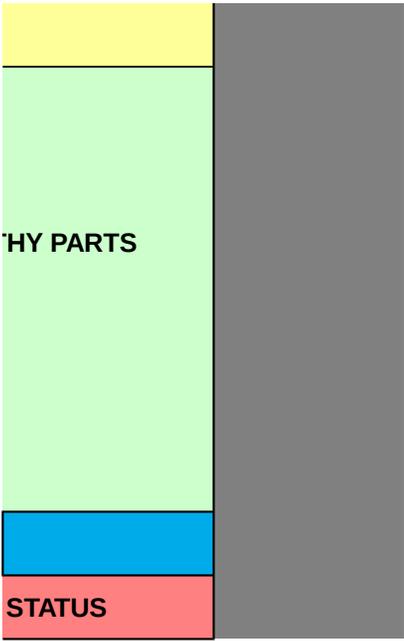
	EQUALS		#DIV/0!	0
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DEALER TRACK STATUS			MONTH OF:				PROFILES BEST OF CLASS
			%	0	PIECES	VALUE	
ACTIVE PARTS: STOCKED			#DIV/0!				70%
ACTIVE PARTS: EXCESS STOCK			#DIV/0!				LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!				LESS THAN 1 %
ACTIVE 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!
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

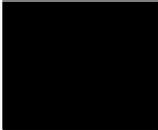


UCS SCORECARD				
Stocking Status Observations	Inventory Value		% of Inventory	Guide
Active Stock (0-6 month activity)				over 70%
Zero Guide (Auto Phase out)				Less than 35%
No bin Location Parts				Less than 1%
Manual Order Review				Less than 3%
No Match (Non Stock Part \$'s)				Less than 5%
Total 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 healthy parts invento
3 to 6 Months		#DIV/0!	included	
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 !!!!!!!!



nd active
ory

e obso	\$0.00
obso	\$0.00
OBSO	\$0
	\$0.00

#DIV/0!

Departmental Action Plan

Dealership

Academy Week

Class &

Current Situation

Tech proficiency is very low.

Overall Objective:

Increase proficiency of techs

Proposed Timeline

Im hoping to accomplish this by no later than March 2018.

Action Plan

First I will asses each techs proficiency individualy to see the issue is all of th

Requirements

1.

Meeting with Dealer: Meet with Dealer Principle and show him the overall asse the issue with tech proficiency and discuss the proposed solution to the probl

Meeting with stakeholder(s) (dealership personnel):

2. Once the cause of the low proficiency is established the Service Director and I plans to increase the proficiency level. Work distribution will be assessed, if that we will discuss a better distribution plan with the dispatcher and train him on how to hand out the jobs correctly.

The Service Director and GM will be primarily accountable for implementing and each techs weekly production of total hours and proficiency. The process will start in 2018.

3.

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /

4. A white board with each techs schedule has been posted, under each day the tech can see where he is with his productivity.

5. No real cost involved, the white board was an extra from the sales department

Projected Date of Completion:

Its not something that will ever be done. It should be monitored and measured

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI / Having the techs be more proficient will result in more work and complete it in a timely manner. There is no increased expense to increasing techs produced. In turn more hours will be billed to the customer/factory will increase gross and net profit. Increase CSI by being able to schedule work on shorter notice and get the customer's car back to them quickly.

Student Name

Student Number

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

e techs or a select few. Once that is establis

ishment of the service department and point out
lem.

I will meet with all service staff to go over
what is the primary cause of the low proficiency
learning each techs strong points so he will

and monitoring the progress. They will track
be in action no later than the end of March

tech works his ours flagged is written in so he

. They will never know its gone.

I increase gross by increasing the shops ability to take in
proficiency other than paying him on more hours
having techs complete work quicker will only increase
er.

