





<b>Rate %</b>
<b>75.00%</b>
<b>50.00%</b>
<b>61.54%</b>
<b>58.82%</b>
<b>51.85%</b>
<b>#DIV/0!</b>
<b>58.44%</b>



REYNOLDS 2213				GOOD
Stocking Status	Inventory Value	% of Inventory	Guide	WARNING
INVESTMENT				DANGER
Normal or Active Stock	\$615,550	62.64%	over 70%	GREAT
Automatic Phase Out	\$68,002	6.92%	Less than 30%	Seldom used
Dealer Phase Out	\$0	0%	Less than 1%	OK....BUT..
Manual Order	\$0	0%	Less than 3%	OUCH !!!!!!!!!!!
Non Stock Part \$'s	\$210,829	21%	Less than 5%	YIKES
Non Stock Part #'s*	15900	66%	Greater than 70% of PN's	
Core Clean	\$49,680	5%	PART # 60% # PIECES	427
Core Dirty	\$33,591	3%	PART # 40% # PIECES	187
Replace by hold RBH	\$4,955	1%	PART # NA # PIECES	
	\$0		NA	
Total Inventory	\$982,607	100%		

REYNOLDS

Activity	Value	% of inven	NADA Guide	Notes		
Current	\$363,677	40.44%	75%	this is your current and active		
1-3 Months	\$201,290	22.38%	included	healthy parts inventory		
4-6 Months	\$127,758	14.21%	23%		OBISO POSITION MATH DONE BELOW	
7-9 Months	\$93,373	10.38%	2%	65% Will likely become obso	.65 TIMES THE 7-9 MONTH VALUE	\$60,692
10-12 Months	\$57,874	6.44%	included	85% Will likely become obso	.85 TIMES THE 10-12 MONTH VALUE	\$49,193
13-24 Months	\$40,314	4.48%	0%	Technically Obsolete	PLUS THE 13-24 MONTH VALUE	\$40,314
25+ months	\$15,050	1.67%	0%		PLUS THE 25+ VALUE EQUALS	\$15,050
TOTAL	\$899,336	100.00%			OBISO AS A % OF TOTAL	\$165,249.35
						18.37%

Departmental Action Plan

Dealership  Student Name

Academy Week  Class & Student Number

Current Situation

Overall Objective:

Proposed Timeline

Action Plan

Requirements

Meeting with Dealer:  
1. Action Proposed: I will meet with the service director and parts manager and lay out the plan. I will sit in their weekly meetings to ensure it is being installed and followed.

Meeting with stakeholder(s) (dealership personnel):  
2. Describe what is in place to support desired goal: We will have a redesigned SOP process. We will provide training as well as copies of the process to everyone involved.

Accountability: Monitoring progress:  
Who: Parts Manager  
What: Redesigned Sop process, training and cleaning up existing obsolescence.  
3. By When: April 15th for the re-launch. November for the obsolescence.  
How: Launcing and training for the new Sop process and following up to ensure it is being followed.

Describe checkpoints that have been established to measure progress:  
4. Weekly meetings with the parts manager, service manager, and montly review with myself. Parts manager and I will do the DMS scorecard to track progress.  
Date(s) for review: Weekly starting after the April 15th install. Beginning of each month to track progress.

5. Estimated cost for implementation: No cost for implementation.

Projected Date of Completion:

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

Evaluation of Results: Include measured results. (± Metrics)

Impact Areas:  
We will sell more parts by getting them installed. Increasing parts and service profitability. We will reduce our obsolescence as well. Csi will improve with the added customer convenience.