



| 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 # |
| Core Dirty | | | #DIV/0! | PART # |
| 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! | | |

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

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|------------------|--------------------------------------|------|---------|
| | | | |
| nd active ory | | | |
| | 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 Stocking Status | | Inventory | % of Inventory | Guide |
|---------------------------|--|-----------|----------------|--------------------------|
| INVESTMENT | | Value | | |
| Normal or Active Stock | | \$304,810 | 68.53% | over 70% |
| Automatic Phase Out | | \$47,935 | 10.78% | Less than 35% |
| Dealer Phase Out | | \$554 | 0.12% | Less than 1% |
| Manual Order | | \$0 | 0.00% | Less than 3% |
| Non Stock Part \$'s | | \$75,290 | 16.93% | Less than 5% |
| Non Stock Part #'s* | | 5,917 | MEMO | Greater than 70% of PN's |
| No Phase Out Not on ADP | | | | NA |
| Repape by Hold Not on ADP | | | | NA |
| Clean Core | | \$10,295 | 2.31% | p/n pieces |
| Dirty Core | | \$5,925 | 1.33% | |
| Total Inventory | | \$444,809 | 100.00% | |

ADP

| Activity | Value \$ | % of Invent | % | Notes & Guides |
|--------------------|-----------|-------------|------|--------------------------------|
| 0-3 Months | 269,897 | | 63% | ACTIVE INVENTORY at 75% |
| 4-6 Months | 50,073 | | 12% | ACTIVE INVENTORY at 23% |
| 7-12 Months | 69,235 | | 16% | 75% will likely become Obso 2% |
| Over 12 Months | 26,402 | | 6% | Technical Obsolescence 2% is g |
| New parts no sales | 12,982 | | 3% | Minimal Amount |
| Total Inventory | \$428,589 | | 100% | |

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|---------------|-----------|----|-----|----------|
| COLOR SCORING | | | | |
| GOOD | | | | |
| WARNING | | | | |
| DANGER | | | | |
| GREAT | | | | |
| Seldom used | | | | |
| OK....BUT.. | | | | |
| OUCH !!! | | | | |
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| OUCH !!!!! | | | | |
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| ouch!!! | | | | |
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| OBSO POSITION | | | | |
| is guide | .75 TIMES | \$ | | 51926.25 |
| uide | PLUS | | | 26,402 |
| | PLUS | | | 12,982 |
| | EQUALS | | 21% | 91310.25 |

| 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 |
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| | WARNING |
| | DANGER |
| | GREAT |
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| 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
- Seldom used
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Departmental Action Plan

Dealership

Student Name

Academy Week

Class & Student Number

Current Situation

Manuel SOR process and not being followed

Overall Objective:

Computerize SOR process and follow through in order to minimize the Obsolescence and maximize Gross

Proposed Timeline

April 1 2018

Action Plan

Describe necessary actions to reach desired result:Parts manager is implementing new systyem. He will train all parts person

Requirements

Meeting with Dealer:
1. Action Proposed: Automate the SOR process in order to minimize obsolescence an maximize Gross with improved CSI

Meeting with stakeholder(s) (dealership personnel):
2. Describe what is in place to support desired goal:
Training / Coaching / ±Consequences related to results / Pain & Gain required reporting to GM with weekly SOR balance and age of SOR inventory

Accountability: Monitoring progress:
Who:parts manager/service manager
What:SOP
3. By When:Weekly
How: Friday morning service/parts meeting

Describe checkpoints that have been established to measure progress:
Daily / Weekly / Bi-weekly / Monthly /
4. Date(s) for review: Weekly

5. Estimated cost for implementation: \$0

Projected Date of
Completion:

April 1 2018

Sponsor Signature: _____

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /