





Rate %
85.19%
86.67%
78.57%
#DIV/0!
83.93%



REYNOLDS 2213					GOOD
Stocking Status					WARNING
INVESTMENT					DANGER
	Inventory Value		% of Inventory	Guide	
Normal or Active Stock			#DIV/0!	over 70%	GREAT
Automatic Phase Out			#DIV/0!	Less than 30%	Seldom used
Dealer Phase Out			#DIV/0!	Less than 1%	OK....BUT..
Manual Order			#DIV/0!	Less than 3%	OUCH !!!!!!!!!!
Non Stock Part \$'s			#DIV/0!	Less than 5%	YIKES
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

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

OBSS POSITION MATH DONE BELOW	
.65 TIMES THE 7-9 MONTH VALUE	\$0
.85 TIMES THE 10-12 MONTH VALUE	\$0
PLUS THE 13-24 MONTH VALUE	\$0
PLUS THE 25+ VALUE EQUALS	\$0
OBSS AS A % OF TOTAL	\$ -

#DIV/0!

CDK Stocking Status		Inventory	% of Inventory	Guide
INVESTMENT	Value			
Normal or Active Stock	\$420,536		74.02%	over 70%
Automatic Phase Out	\$16,316		2.87%	Less than 35%
Dealer Phase Out	\$45,069		7.93%	Less than 1%
Manual Order	\$9,821		1.73%	Less than 3%
Non Stock Part \$'s	\$57,483		10.12%	Less than 5%
Non Stock Part #'s*	22120	MEMO	78.79%	Greater than 70% of PN's
No Phase Out	Not on ADP			NA
Repace by Hold	Not on ADP			NA
Clean Core	\$12,067		2.12%	p/n pieces
Dirty Core	\$6,874		1.21%	
<b>Total Inventory</b>	<b>\$568,165</b>		<b>100.00%</b>	

ADP				
Activity	Value \$	% of Inv	%	Notes & Guides
0-3 Months	407,601		74%	ACTIVE INVENTORY at 75%
4-6 Months	73,756		13%	ACTIVE INVENTORY at 23%
7-12 Months	39,331		7%	75% will likely become Obso 2%
Over 12 Months	15,308		3%	Technical Obsolescence 2% is g
New parts no sales	13,230		2%	Minimal Amount
<b>Total Inventory</b>	<b>\$549,225</b>		<b>100%</b>	

COLOR SCORING				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
OBSO POSITION				
is guide	.75 TIMES	\$		29497.97
uide	PLUS			15,308
	PLUS			13,230
	EQUALS			11% 58036.21

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>INSTRUCTORS NOTE</b>
			<b>VALUE</b>	<b>%</b>	<b>ACUM %</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 !!!!!!!!



nd active  
ory

e obso      \$0.00

obso      \$0.00

OBSO      \$0

\$0.00

#DIV/0!

## Departmental Action Plan

Dealership Mercedes Benz of Hoffman Estates

Academy Week Week 2

Class & I

### Current Situation

Currently, the non stock parts dollars are \$57,483, which represents 10% of to

### Overall Objective:

The objective is to lower the non stock parts inventory value at least \$25,000 c

### Proposed Timeline

1-May-18

### Action Plan

The following steps will be taken to accomplish our goal:  
revise SOP policy to manage the special order parts more effectively by collec  
SOP - at time of delivery contact customer, 15 days 2nd contact with customer  
days SOP returned.

### Requirements

Our CEO, Mick Austin is in agreement with our action plan

1.

Service, Sales & Parts Managers and Parts Counterpersons sign off on the review especially around pre-payment of all SOPs

2. Parts Manager will train the Counterpersons on the correct way of recording inventory and non stock parts

Every day, Parts Manager checks if SOPs pre-payments are collected by review before; monitors if BDC reaches out to customers; and parts are returned at the designated SOP bins.

- 3.

The Parts Manager will be responsible for monitoring the integrity of the SOP

- 4.

5. no additional cost - it should unfreeze the capital

Projected Date of Completion:

06/30/2018

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

Evaluation of Results: Include measured results.

(± Metrics)

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI /

Student Name Sabina Krzyzak

Student Number N334

tal inventory. The benchmark is less than 5%.

or 5% of total inventory

•  
cting pre-payments and monitoring the age of  
r; 25 days 3rd contact with customer at 30

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

sed SOP policy to ensure understanding -

ost sales to minimize emergency purchases

wing the cash clearing account from the day  
30 days if not picked up by manually reviewing

process that will be measured monthly.