

## **PARTS DEPT SMART GOAL**

**Our goal for the Parts Dept is to increase the parts inventory “true” turns from 2.7 to 4 within the next 180 days.**

I believe this goal will be attainable by analyzing the parts inventory to identify slow moving and obsolete parts and reducing their quantities. Focusing on fast moving parts utilizing Ford new RIM program and stocking high demand parts.

The benefits of increasing our true turns will be an increase in cash flow, less idle/frozen capital and an increase customer satisfaction.

Some obstacles will be reducing our obsolete parts. Our monthly summary report shows 125k in parts over 12 months and this is a definite factor in our low turn rate #'s.

Some of the first steps will be to analyze the parts inventory levels, weed out the slow moving and obsolete parts. Utilize Ford inventory management software and stock suggested parts. Perform in house review on our stocking status and demand #'s for stocking parts. Return or liquidate obsolete parts and free up capital and inventory space.

Parts management and counter personnel will play the major role in implementing and sustaining these conditions.