





<b>Rate %</b>
<b>73.33%</b>
<b>100.00%</b>
<b>71.43%</b>
<b>70.00%</b>
<b>100.00%</b>
<b>90.00%</b>
<b>#DIV/0!</b>
<b>84.62%</b>



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!		

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

nd active			
ry			
	<b>OBSO POSITION MATH DONE BELOW</b>		
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		\$49,271		44.00%	over 70%		
Automatic Phase Out		\$24,171		21.59%	Less than 35%		
Dealer Phase Out		\$4,606		4.11%	Less than 1%		
Manual Order		\$6,893		6.16%	Less than 3%		
Non Stock Part \$'s		\$26,363		23.54%	Less than 5%		
Non Stock Part #'s*		5,416	MEMO		Greater than 70% of PN's		
No Phase Out		Not on ADP			NA		
Repape by Hold		Not on ADP			NA		
Clean Core				0.00%	p/n	pieces	
Dirty Core		\$670		0.60%	7		
Total Inventory		\$111,974		100.00%			

ADP							
Activity		Value \$	% of Invent	%	Notes & Guides		
0-3 Months		61,366		55%	ACTIVE INVENTORY at 75%		
4-6 Months		14,268		13%	ACTIVE INVENTORY at 23%		
7-12 Months		13,640		12%	75% will likely become Obso 2%		
Over 12 Months		15,920		14%	Technical Obsolescence 2% is g		
New parts no sales		6,110		5%	Minimal Amount		
Total Inventory		\$111,304		100%			

<b>COLOR SCORING</b>				
GOOD				
WARNING				
DANGER				
GREAT				
Seldom used				
OK....BUT..				
OUCH !!!				
OUCH !!!!!				
ouch!!!				
<b>OBSO POSITION</b>				
is guide	.75 TIMES	\$		10230.16
uide	PLUS			15,920
	PLUS			6,110
	EQUALS		29%	32260.12

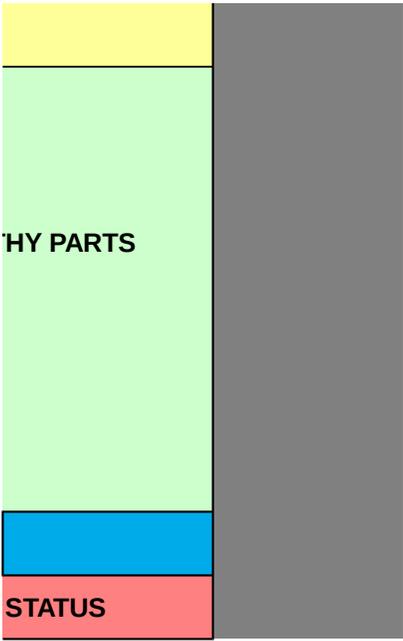
DEALER TRACK STATUS			MONTH OF:			PROFILES BEST OF CLASS
			%	0	PIECES	VALUE
ACTIVE PARTS: STOCKED			#DIV/0!			70%
ACTIVE PARTS: EXCESS STOC			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: UNDERSTOCK			#DIV/0!			LESS THAN 1 %
ACTIVE PARTS: TO PHASE OUT			#DIV/0!			LESS THAN 30%
TOTAL ACTIVE PARTS			#DIV/0!			
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>						
			VALUE	%	ACUM %	<b>INSTRUCTORS NOTE</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!
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**

CLASS	COLOR
	SCORING
	GOOD
	WARNING
	DANGER
	GREAT
	Seldom used
	OK....BUT..
	OUCH !!!
ES	
BSO	
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 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!

He

Dealership Ken Pollock Volvo

Academy Week Fixed Operations 1-parts

Class &

Current Situation

I originally was going to do my action plan on lost sales but after spending so start with something that's simple but just as important in my opinion, access into the department i noticed the door was not only unlocked but wide open. I put a plan in place on lost sales and put that aside. Then about 15 minutes in the back were all of our parts are stored until someone came over and said he process if one even exists. I talked with my parts manager and asked who, wh

Overall Objective:

The objective is simple. Only parts personnel is allowed in the parts department needs access they must be accompanied by a parts employee at ALL TIMES.

Proposed Timeline

The proposed timeline will be immediately. I see no reason why this can't be accommodate people needing access to customer files located in the upstairs

Action Plan

There will be 3 employees with keys to the parts department. The GM, the ser

Requirements

Meeting with Dealer

1. Action Proposed: I would like to install several more cameras inside and outside

Meeting with stakeholder(s) (dealership personnel):All department managers,

2. Describe what is in place to support desired goal:limit access to the parts department  
Training / Coaching / ±Consequences related to results / Pain & Gain

Accountability: Monitoring progress:  
Who:The Parts Manager with the help will monitor this.

3. What:  
By When:effective immediately access will be limited to the parts department  
How:

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

4. Date(s)for review:we will have a quick discussion about this during our weekly  
problems can be adjusted if issues come up.

5. Estimated cost for implementation: the cost to implement this process should

Projected Date of  
Completion:

5-31-18

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

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

Impact Areas:

Sales / Gross / Expenses / Net Profit / CSI: Sales, gross, expenses, net profit and CS department. Gross and expense will be positively affected because parts won't go missing and will help us have a great net profit. Our CSI can also go up because we will have that part that is no longer for it. If that part is lost but is still showing we have it and tell the customer we do, it can net while we replace that part. Hope that makes sense.

Student Name

Student Number

Some time in our parts department I decided to go to the parts department. When I first walked in it peaked my interest but I was on a mission to get it occurred to me nobody even noticed me in the hallway in passing. That got me thinking about that situation and when people are allowed into the

we

it. If any other person not outlined below

done now. There will be a need to store.

vice Manager and the Parts Manager. The access

de the department to help monitor it.

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

new and used sales managers, BDC manager,  
partment to essential personel.

as outlined above

y manager meeting.Any questions or

d be zero. We may incure costs if or when we m

I will all be positive affected by securing our parts  
not have to be replaced affecting our expenses thus  
showing in inventory and not make the customer wait  
gatively affect our CSI by making our customer wait

