

REYNOLDS 2213				
Stocking Status	Inventory	% of Inventory	Guide	
INVESTMENT	Value			
Normal or Active Stock	\$673,574	60.70%	over 70%	
Automatic Phase Out	\$222,249	20.00%	Less than 30%	
Dealer Phase Out	\$0	0%	Less than 1%	
Manual Order	\$23,780	2%	Less than 3%	
Non Stock Part \$'s	\$187,082	16%	Less than 5%	
Non Stock Part #'s*	15966	64%	Greater than 70% of PN's	
Core Clean	\$37,064	3%	pn	pieces
Core Dirty	\$10,255	1%	pn	pieces
Replace by hold	\$2,510	0%	pn	NA pieces
				NA
Total Inventory	\$1,156,514			

REYNOLDS

Activity	Value	% of inventor	NADA Guide	Notes
Current	\$359,636	32.4%	75%	this is your current and acti healthy parts inventory
1-3 Months	\$319,374	28.8%	included	
4-6 Months	\$163,522	14.7%	23%	
7-9 Months	\$120,412	10.9%	2%	65% Will likely become obso
10-12 Months	\$65,220	5.9%	included	85% Will likely become obso
13-24 Months	\$81,029	7.3%	0%	Technically Obsolete
25+ months	\$0	0.0%	0%	
TOTAL	\$1,109,193		100.00%	
CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code				
OBSCO POSITION (LINES 23-26 FROM ABOVE)				
NEG-ON-HAND (MINUS-ON-HAND) -4226				
CLEAN CORE				
DIRTY CORE				
LOST SALES CALCULATOR VS. ACTUAL				
AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)				
MONTHS SUPPLY (FS TEMPLATE)				
GROSS (TOTAL) TURNS (from your FS Template)				
TRUE (STOCK) TURNS (from your FS Template)				
FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)				

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

ve			
	<i>Best Prax: Nothing over 3 months for NON-OE Parts</i>		
	OBSO POSITION MATH DONE BELOW		
	.65 TIMES THE 7-9 MONTH VALUE	\$78,268	
	.85 TIMES THE 10-12 MONTH VALUE	\$55,437	
	PLUS THE 13-24 MONTH VALUE	\$81,029	
	PLUS THE 25+ VALUE EQUALS	\$0	
	OBSO AS A % OF TOTAL	\$ 214,733.80	19.36%
PASS/ FAIL			
OK....BUT..	<i>RMI orders have 15 month return allowance, but seems like this should still be cl</i>		
			<i>I'm told by our resident expert the depar</i>
GOOD	<i>Investigated and learned much of this is large items pending body shop readines</i>		
GOOD			
WARNING	<i>Training in use of Lost Sale is being done.</i>		
WARNING	<i>Turn is satisfactory, but continue to monitor closely.</i>		
GOOD			

*leaned out/I requested report to learn how much of Obso is "Factory" and specifically what the \$81,029 parts
tment is running good and there's not an "issue".*

iS

are (can we move accessories, for ex., to Used or New Vehicle sale?