

PD2007R
DBROW9892

Caskinette Ford
Inventory Analysis Month End Sep 2023

10/10/23
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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	10.3	437	588	48907
Active Parts: With Excess Stock	39.5	1004	13102	187952
Active Parts: Understocked	1.4	102	482	6699
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	51.2	1543	14172	243557
Superceded With On Hand	3.4	66	532	15967
Inactive With On Hand	45.5	1904	8159	216394
Total Inventory To Sell	100.0	3513	22863	475919
Cores on Hand		16	21	5656
Negative On Hand		2	-2	-266
Total of Inventory		3531	22882	481309
Parts on Open Repair Orders		414	721	32787
Value of Inventory		3945	23603	514096
Not on Factory Master		17193	4760	80967
Parts Without Cost		616	0	0

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Caskinette Ford
Inventory Aging by Last Sold

10/13/23

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	424	12.2	12.2	58264	12.7	12.7
2022 October or Older	537	15.5	27.7	68189	14.8	27.5
2022 November	71	2.0	29.7	6739	1.5	28.9
2022 December	86	2.5	32.2	9211	2.0	30.9
2023 January	129	3.7	35.9	12319	2.7	33.6
2023 February	131	3.8	39.7	19013	4.1	37.7
2023 March	151	4.3	44.0	12293	2.7	40.4
2023 April	109	3.1	47.1	13035	2.8	43.2
2023 May	165	4.7	51.9	26716	5.8	49.0
2023 June	154	4.4	56.3	15989	3.5	52.5
2023 July	165	4.7	61.1	16079	3.5	56.0
2023 August	410	11.8	72.9	46875	10.2	66.2
2023 September	479	13.8	86.6	67491	14.7	80.8
2023 October	464	13.4	100.0	88355	19.2	100.0
Totals	3475	100.0		460568	100.0	
Cores With On Hand	21			7417		

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All Manf. All OEM Cd, All SGrp

From	9/01/23	9/01/23	9/01/23	9/01/23
To	9/30/23	9/30/23	9/30/23	9/30/23
	Sales	Cost	Gross	GP %

Counter Retail Sales	16181.33	11419.80	4761.53	29.4
Counter Internal Sales	2120.17	1431.42	688.75	32.5
Counter Wholesale Sales	10889.86	7950.65	2939.21	27.0
Total Counter Sales	29191.36	20801.87	8389.49	28.7
RO Customer Pay Sales	101736.24	62340.30	39395.94	38.7
RO Internal Pay Sales	109500.71	65939.24	43561.47	39.8
RO Warranty Sales	54054.63	41930.76	12123.87	22.4
RO Service Contract Sales	21621.22	16035.30	5585.92	25.8
Total RO Sales	286912.80	186245.60	100667.20	35.1
Total Sales	316104.16	207047.47	109056.69	34.5
Total Returns	-10984.84	-9529.21	-1455.63	-13.3
Total Net Sales	305119.32	197518.26	107601.06	35.3

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All Manf, All Stocking Groups, All Parts, All Sales Types

From	9/01/23	9/01/23	9/01/23	9/01/23
To	9/30/23	9/30/23	9/30/23	9/30/23
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	185139.51	114809.38	70330.13	38.0
Sales Filled By NG	39.36	28.10	11.26	28.6
Sales Filled By EP	1795.82	1337.24	458.58	25.5
Sales Filled By SO	129129.47	90872.75	38256.72	29.6
Total Sales	316104.16	207047.47	109056.69	34.5
Returns To Inventory	-10800.87	-9426.21	-1374.66	-12.7
Returns Not To Inventory	-183.97	-103.00	-80.97	-44.0
Total Returns	-10984.84	-9529.21	-1455.63	-13.3
Net Sales	305119.32	197518.26	107601.06	35.3
Filled From Shelf-Counter	67.4%	68.9%	63.6%	
Filled From Shelf-Service	57.7%	54.0%	64.6%	
Filled Same Day--Counter	69.4%	71.0%	65.6%	
Filled Same Day--Service	58.1%	54.5%	64.9%	

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All Manf. All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
October 2023	54	48
June 2023 To September 2023	206	129
March 2023 To June 2023	179	115
December 2022 To March 2023	164	135
September 2022 To December 2022	109	171
June 2022 To September 2022	63	132
June 2022 and Older	691	1630

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	17850
Non-Stocked Parts with On Hand	1948
Superceded Parts with On Hand	67
Active Parts with No Sales	

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Caskinette Ford
Inventory Adjustments

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From 9/01/23 to 9/30/23 All Manf. All Stocking Groups	#	Pieces	Value
Manual Increases	34	182	1863.90
Manual Decreases	18	-41	-1474.98
Net Manual Adjustments	52	141	388.92
Physical Inventory Increases	2	2	77.00
Physical Inventory Decreases	5	-5	-945.72
Net Physical Inventory Adjustments	7	-3	-868.72
LIFO Increases	387	1138	2777.54
LIFO Decreases	167	1862	-3751.21
Net LIFO Adjustments	554	3000	-973.67

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Caskinette Ford
Stock Order Analysis

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From	9/01/23 to	9/30/23	All Manf, All OEM Cd, All SGrp	
			# Pieces	Cost Value
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Stock Orders Placed	405	1786	36313.11	82281.89
Stock Orders Received	909	5559	61263.18	141212.52
Special Orders Placed	557	1014	58618.51	81737.44
Special Orders Received	580	1038	71474.29	92690.89
Parts Canceled	70	194	8933.46	11469.05
Factory Returns	46	94	6805.53	10060.50
Core Returns	16	32	2273.50	2829.50
Parts On Order		43	2657.07	4167.77
Parts On Backorder		103	4997.34	5572.15
Parts Referred		17	2925.80	2945.68

	Value
(1)Idle Parts Total	73194.16
(2)Current Parts Total	330948.81
(3)Total Parts	404142.97

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 18.11%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	4763
(2)Total Other	19
(3)Total Quantity Sold	4782
Off the Shelf Fill Rate (1)/(3)	99.6%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	209867.00
(3) Annualized Stock Orders	2553241.92
(4) Inventory Value	404142.97
(5) True Turn (3)/(4)	6.32

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	265.90	2-	265.90-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	41.70	1	41.70

Parts without Cost

	Part Numbers
Total Parts Without Cost	324

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	1	400.00	1	400.00