

PD2007R  
SBUZZ8564

FOWLER JEEP OF BOULDER  
Inventory Analysis Month End Oct 2023

11/13/23  
10:08:22

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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	12.0	396	651	25906
Active Parts: With Excess Stock	64.8	859	6038	140303
Active Parts: Understocked	1.2	181	48	2559
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	78.0	1436	6737	168768
Superceded With On Hand	1.3	13	28	2787
Inactive With On Hand	20.7	232	566	44914
Total Inventory To Sell	100.0	1681	7331	216469
Cores on Hand		3	4	3500
Negative On Hand		0	0	0
Total of Inventory		1684	7335	219969
Parts on Open Repair Orders		236	461	25788
Value of Inventory		1920	7796	245756
Not on Factory Master		2751	288	7801
Parts Without Cost		0	0	0

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FOWLER JEEP OF BOULDER  
Inventory Aging by Last Sold

11/13/23

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	109	8.7	8.7	19150	8.2	8.2
2022 November or Older	3	.2	8.9	1314	.6	8.8
2022 December	17	1.4	10.3	2490	1.1	9.8
2023 January	25	2.0	12.3	3846	1.6	11.5
2023 February	35	2.8	15.1	10702	4.6	16.1
2023 March	49	3.9	19.0	6556	2.8	18.9
2023 April	56	4.5	23.4	3873	1.7	20.6
2023 May	59	4.7	28.1	10311	4.4	25.0
2023 June	66	5.3	33.4	6449	2.8	27.7
2023 July	82	6.5	39.9	11704	5.0	32.8
2023 August	121	9.6	49.6	15672	6.7	39.5
2023 September	148	11.8	61.4	18371	7.9	47.4
2023 October	274	21.8	83.2	53612	23.0	70.3
2023 November	211	16.8	100.0	69178	29.7	100.0
Totals	1255	100.0		233229	100.0	
Cores With On Hand	2			650		

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All Manf, All OEM Cd, All SGrp

	From	10/01/23	10/01/23	10/01/23	10/01/23
	To	10/31/23	10/31/23	10/31/23	10/31/23
		Sales	Cost	Gross	GP %

Counter Retail Sales	8740.84	6363.11	2377.73	27.2
Counter Internal Sales	6688.95	5222.01	1466.94	21.9
Counter Wholesale Sales	57622.99	49765.13	7857.86	13.6
Total Counter Sales	73052.78	61350.25	11702.53	16.0
RO Customer Pay Sales	145214.76	96300.00	48914.76	33.7
RO Internal Pay Sales	29717.59	18100.28	11617.31	39.1
RO Warranty Sales	58051.51	32098.82	25952.69	44.7
RO Service Contract Sales	41056.41	24554.75	16501.66	40.2
Total RO Sales	274040.27	171053.85	102986.42	37.6
Total Sales	347093.05	232404.10	114688.95	33.0
Total Returns	-17893.98	-16764.10	-1129.88	-6.3
Total Net Sales	329199.07	215640.00	113559.07	34.5

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	10/01/23	10/01/23	10/01/23	10/01/23
	To	10/31/23	10/31/23	10/31/23	10/31/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		223981.81	154006.14	69975.67	31.2
Sales Filled By NG		57568.62	37326.30	20242.32	35.2
Sales Filled By EP		30278.77	20293.86	9984.91	33.0
Sales Filled By SO		35263.85	20777.80	14486.05	41.1
Total Sales		347093.05	232404.10	114688.95	33.0
Returns To Inventory		-17057.18	-16056.10	-1001.08	-5.9
Returns Not To Inventory		-836.80	-708.00	-128.80	-15.4
Total Returns		-17893.98	-16764.10	-1129.88	-6.3
Net Sales		329199.07	215640.00	113559.07	34.5
Filled From Shelf-Counter		81.4%	81.7%	79.5%	
Filled From Shelf-Service		81.1%	82.6%	78.6%	
Filled Same Day--Counter		95.4%	95.7%	93.8%	
Filled Same Day--Service		88.4%	89.4%	86.6%	

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All Manf, All Stocking Groups  
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Changes to Status:

			Phase-In	Phase-Out
November	2023		297	60
July	2023	To October 2023	289	237
April	2023	To July 2023	136	193
January	2023	To April 2023	88	145
October	2022	To January 2023	60	129
July	2022	To October 2022	37	108
July	2022	and Older	179	1344

Inactive Parts to Phase-In

Parts to Phase-Out

Parts Excluded From Phase-In

Non-Stocked Parts with On Hand 242

Superceded Parts with On Hand 15

Active Parts with No Sales 10

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FOWLER JEEP OF BOULDER  
Inventory Adjustments

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From 10/01/23 to 10/31/23 All Manf, All Stocking Groups

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	#	Pieces	Value
Manual Increases	45	192	5539.62
Manual Decreases	47	-355	-5840.76
Net Manual Adjustments	92	-163	-301.14
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1093	6017	6036.75
LIFO Decreases	35	4467	-2676.96
Net LIFO Adjustments	1128	10484	3359.79

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FOWLER JEEP OF BOULDER  
Stock Order Analysis

11/13/23 9:11:46

From 10/01/23 to 10/31/23	All Manf, #	All OEM Cd, Pieces	All SGrp	Cost	Value
Stock Orders Placed	369	2394		34093.09	78173.76
Stock Orders Received	550	3928		65847.06	136731.22
Special Orders Placed	174	285		44200.99	47196.01
Special Orders Received	144	251		25378.79	28061.31
Parts Canceled	58	392		4846.55	10327.05
Factory Returns	62	133		8136.62	16453.58
Core Returns	27	28		8400.00	8500.00
Parts On Order		105		2494.45	3716.55
Parts On Backorder		375		27683.15	38867.70
Parts Referred					

	Value
(1)Idle Parts Total	738.70
(2)Current Parts Total	234851.86
(3)Total Parts	235590.56
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	.31%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	4706
(2)Total Other	241
(3)Total Quantity Sold	4947
Off the Shelf Fill Rate (1)/(3)	95.1%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	164594.00
(3) Annualized Stock Orders	1937929.76
(4) Inventory Value	235590.56
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.23

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	90	43892.22	109	44521.32

Parts Without Cost

	Part Numbers
Total Parts Without Cost	0

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00