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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	3.8	374	268	14246
Active Parts: With Excess Stock	45.4	1344	12052	169544
Active Parts: Understocked	1.0	160	83	3644
Active Parts: To Phase Out	1.3	143	170	4730
Total Active Parts	51.4	2021	12573	192163
Superceded With On Hand	5.2	102	1250	19479
Inactive With On Hand	43.4	1407	5124	161999
Total Inventory To Sell	100.0	3530	18947	373641
Cores on Hand		11	11	2100
Negative On Hand		0	0	0
Total of Inventory		3541	18958	375741
Parts on Open Repair Orders		210	476	10581
Value of Inventory		3751	19434	386322
Not on Factory Master		5493	1533	16993
Parts Without Cost		238	6	0

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	543	17.4	17.4	51360	13.7	13.7
2022 December or Older	438	14.1	31.5	45143	12.1	25.8
2023 January	91	2.9	34.4	18059	4.8	30.6
2023 February	102	3.3	37.7	10370	2.8	33.4
2023 March	83	2.7	40.3	6532	1.7	35.1
2023 April	135	4.3	44.7	12423	3.3	38.4
2023 May	110	3.5	48.2	9588	2.6	41.0
2023 June	123	3.9	52.2	13895	3.7	44.7
2023 July	104	3.3	55.5	8263	2.2	46.9
2023 August	241	7.7	63.2	20803	5.6	52.5
2023 September	212	6.8	70.0	33576	9.0	61.4
2023 October	331	10.6	80.6	43080	11.5	73.0
2023 November	470	15.1	95.7	61227	16.4	89.3
2023 December	133	4.3	100.0	40006	10.7	100.0
Totals	3116	100.0		374326	100.0	
Cores With On Hand	16			3000		

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All Manf, All OEM Cd, All SGrp					
	From	11/01/23	11/01/23	11/01/23	11/01/23
	To	11/30/23	11/30/23	11/30/23	11/30/23
		Sales	Cost	Gross	GP %
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Counter Retail Sales		4006.18	2567.45	1438.73	35.9
Counter Internal Sales		363.92	233.25	130.67	35.9
Counter Wholesale Sales		79140.83	64129.97	15010.86	19.0
Total Counter Sales		83510.93	66930.67	16580.26	19.9
RO Customer Pay Sales		110665.02	66552.63	44112.39	39.9
RO Internal Pay Sales		58040.84	38614.21	19426.63	33.5
RO Warranty Sales		18699.57	9847.63	8851.94	47.3
RO Service Contract Sales		17388.32	11752.74	5635.58	32.4
Total RO Sales		204793.75	126767.21	78026.54	38.1
Total Sales		288304.68	193697.88	94606.80	32.8
Total Returns		-12103.00	-10670.96	-1432.04	-11.8
Total Net Sales		276201.68	183026.92	93174.76	33.7

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	11/01/23	11/01/23	11/01/23	11/01/23
	To	11/30/23	11/30/23	11/30/23	11/30/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		207379.47	137608.03	69771.44	33.6
Sales Filled By NG					
Sales Filled By EP		19798.69	14510.24	5288.45	26.7
Sales Filled By SO		61126.52	41579.61	19546.91	32.0
Total Sales		288304.68	193697.88	94606.80	32.8
Returns To Inventory		-10560.39	-9444.27	-1116.12	-10.6
Returns Not To Inventory		-1542.61	-1226.69	-315.92	-20.5
Total Returns		-12103.00	-10670.96	-1432.04	-11.8
Net Sales		276201.68	183026.92	93174.76	33.7
Filled From Shelf-Counter		51.2%	51.3%	50.9%	
Filled From Shelf-Service		80.4%	81.5%	78.6%	
Filled Same Day--Counter		52.2%	52.3%	51.8%	
Filled Same Day--Service		89.6%	92.4%	85.2%	

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
December 2023	14	78
August 2023 To November 2023	124	256
May 2023 To August 2023	78	160
February 2023 To May 2023	93	185
November 2022 To February 2023	88	155
August 2022 To November 2022	68	188
August 2022 and Older	548	1417
Inactive Parts to Phase-In	13	
Parts to Phase-Out	155	
Parts Excluded From Phase-In		
Non-Stocked Parts with On Hand	1461	
Superceded Parts with On Hand	104	
Active Parts with No Sales	36	

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RCERD8182

BUICK GMC OF ROCHESTER
Inventory Adjustments

12/06/23 9:51:03

From 11/01/23 to 11/30/23 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	9	44	1137.02
Manual Decreases	17	-462	-6846.27
Net Manual Adjustments	26	-418	-5709.25
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	294	1737	2153.61
LIFO Decreases	77	299	-1706.61
Net LIFO Adjustments	371	2036	447.00

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BUICK GMC OF ROCHESTER
Stock Order Analysis

12/06/23 9:51:19

From 11/01/23 to 11/30/23	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	359	1224	19984.17	32135.17	
Stock Orders Received	1082	5289	84503.48	144982.98	
Special Orders Placed	344	415	46887.36	48745.75	
Special Orders Received	373	460	42859.86	45224.80	
Parts Canceled					
Factory Returns	1	1	698.32	698.32	
Core Returns	16	16	5275.00	5275.00	
Parts On Order		1246	63085.83	72151.48	
Parts On Backorder		298	414.76	2428.45	
Parts Referred					

	Value
(1)Idle Parts Total	70373.07
(2)Current Parts Total	307132.91
(3)Total Parts	377505.98
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	18.64%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	4725
(2)Total Other	12
(3)Total Quantity Sold	4737
Off the Shelf Fill Rate (1)/(3)	99.7%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	189512.00
(3) Annualized Stock Orders	2305602.99
(4) Inventory Value	377505.98
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	6.11

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	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	230

Parts With No Bin Location

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