

ANALYSIS FOR MONTH ENDING 12/31/2023 VENDOR = Chrysler, Fiat

	No. of Parts	%	VALUE	%	ON-HAND Piece Count	R E C E I P T S					
						STOCKS			SPECIALS		
						PT Ct.	Pc. Ct.	Value	PT Ct.	Pc. Ct.	Value
INVENTORY											
ACTIVE PARTS	3977	21.6	465384.71	60.4	11664						
AUTO PHASE-OUT PARTS	6129	33.3	178846.16	23.2	3495						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	2		1714.20	.2	438						
NON-STOCK PARTS	8299	45.1	125183.60	16.2	1753						
TOTAL INVENTORY	18407	100.0	771128.67	100.0	17350						
CLEAN CORES VALUE	1015		40855.00		230						
INVENTORY WITH CLEAN CORES	0		811983.67		0						

INVENTORY BY GL

PARTS & ACCESS INVENTORY	18407	100.0	811983.67	100.0	17350	COI GL: 130					
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SALES (AT COST)

ACTIVE PARTS	774	58.3	128370.97	51.2	2972						
AUTO PHASE-OUT PARTS	144	10.8	23762.38	9.5	168						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	1	.1	136.00	.1	34						
NON-STOCK PARTS	409	30.8	98383.91	39.3	967						
TOTAL SALES (AT COST)	1328	100.0	250653.26	100.0	4141						

TOTAL LOST SALES	8		1207.75		10						
TOTAL EMERGENCY PURCHASES	185		55902.04		1420						
LEVEL OF SERVICE		85.6		77.3							

INVENTORY BY SOURCE

SRC 001 STANDARD	15692	85.3	570541.71	74.0	12438	359	852	44106.25	1022	2577	198787.28
SRC 005 7-11 SALES YTD	1		2.85		1	0	0	0.00	0	0	0.00
SRC 006 OPEN	6		2484.95	.3	26	6	22	2895.00	1	1	0.25
SRC 007 NON CH PARTS	146	.8	11511.40	1.5	985	0	0	0.00	2	2	219.65
SRC 011 NEW CAR LIST	1		450.00	.1	3	0	0	0.00	0	0	0.00
SRC 017 2-3 YTD SALES	241	1.3	23706.23	3.1	603	33	53	3357.95	11	28	1996.65
SRC 018 0-1 YTD SALES	1443	7.8	134941.39	17.5	2356	147	264	18820.65	76	111	12815.43
SRC 019 FUSO SPECIAL ORDER	1		343.00		1	0	0	0.00	0	0	0.00
SRC 050 TIRES ON CONSIGNME	1		21.75		1	0	0	0.00	0	0	0.00
SRC 051 TIRES NOT ON CONSI	1		0.00		0	0	0	0.00	0	0	0.00
SRC 055 CHRYSLER TIRES	288	1.6	21084.04	2.7	130	9	31	5379.30	21	62	10767.75
SRC 092 2 HIT NONSTOCK	2		197.80		2	0	0	0.00	0	0	0.00
SRC 093 3 HIT NONSTOCK	91	.5	5910.70	.8	207	16	46	1082.95	3	3	96.00
SRC 095 OIL/FILTERS	3		587.45	.1	56	1	10	63.50	0	0	0.00
SRC 555 PENNY PARTS	352	1.9	-654.60	.1	540	0	0	0.00	4	5	0.05
SRC 777 NEW CAR FLOOR MATS	138	.7	0.00		0	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 001 STANDARD	1013	74.4	208208.52	79.1	3513						
SRC 006 OPEN	3	.2	1530.25	.6	13						
SRC 007 NON CH PARTS	25	1.8	710.14	.3	46						
SRC 017 2-3 YTD SALES	40	2.9	5119.55	1.9	52						
SRC 018 0-1 YTD SALES	212	15.6	30861.57	11.7	312						
SRC 051 TIRES NOT ON CONSI	1	.1	20.25		1						
SRC 055 CHRYSLER TIRES	25	1.8	15621.18	5.9	87						
SRC 093 3 HIT NONSTOCK	19	1.4	1100.55	.4	35						
SRC 095 OIL/FILTERS	3	.2	81.65		11						

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SRC 555 PENNY PARTS 20 1.5 0.18 18

SALES MOVEMENT

Month End Tot	2235	12.1	145675.19	18.9	5322
NO-SALE 1 TO 3 MONTHS	4732	25.7	217215.94	28.2	5069
NO-SALE 4 TO 6 MONTHS	3775	20.5	144415.86	18.7	2138
NO-SALE 7 TO 9 MONTHS	3655	19.9	111563.71	14.5	1793
NO-SALE 10 TO 12 MONTHS	3134	17.0	50738.28	6.6	923
NO-SALE 13 TO 15 MONTHS	298	1.6	41910.85	5.4	591
NO-SALE OVER 15 MONTHS	578	3.1	59608.84	7.7	1514

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	10		724.81		4
PARTS PHASED OUT	1292		21946.24		668
PARTS DROPPED	896		0.00		0

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DataPoint	Description	
	Number of Parts on ROs	2655
	Number of Parts Filled OSF	2341
DP1	RO Off the Shelf Fill %	88.17 %
DP2	Total Idle Capital %	15.43 %
DP3	Negative On Hand	10592.26
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	3
DP6	Monthly Closing Inventory Value	771128.67
DP7	Lost Sales	1307.75
DP8	True Turns $((R-S)*12/Y)*(V/100)$.9515

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	1928
B	Number of Stocking Parts Filled OSF	1808
C	RO Off the Shelf Fill % (B/A)*100	93.78 %
D	Value of Stocking Parts with MNS 6-11	105763.40
E	Value of Stocking Parts with MNS 12+	3789.25
F	Value of Non-Stock Parts with MNS 3-5	40305.56
G	Value of Non-Stock Parts with MNS 6-8	43409.65
H	Value of Non-Stock Parts with MNS 9-11	49701.14
I	Value of Non-Stock Parts with MNS 12+	115158.23
J	Total Idle Capital $\%((E+I)/Y)*100$	15.43 %
K	Number of Parts with Negative O.H.	42
L	Value of Parts with Negative O.H.	10592.26
M	Number of Parts with No Bin	
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	3

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	8
Q	Value of Lost Sales	1307.75

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	250653.26
S	Monthly Returns From Customers	8020.12
	Monthly Cycle Returns to Vendor	3311.70
	Decreasing Manual Onhand Adjustments	8414.58
	Increasing Manual Onhand Adjustments	9316.65
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	75705.60
U	Monthly Receipts	300388.66
V	Stock Order Utilization (T/U)*100	25.20 %
W	Month Close Inventory - Stock Parts	465384.71
X	Month Close Inventory- Non-Stock Parts	305743.96
Y	Month Close Inventory - All Parts	771128.67

	I/O Part Sales	3708.11
	I/O Part Returns and Deletes	-793.57

ANALYSIS FOR MONTH ENDING 12/31/2023

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	10358.79	7585.76	0.00	2773.03
2 WHOLESALE 25	91498.48	79283.35	0.00	12215.13
3 WHOLESALE 30	83763.06	74716.90	0.00	9046.16
4 FLEET 31	0.00	0.00	0.00	0.00
5 INTERNAL	1678.48	1360.17	0.00	318.31
6 LOF/EMPLOYEE	1263.64	1145.96	0.00	117.68
7 D2D SALE	24767.96	25827.96	0.00	-1060.00
TOTAL	213330.41	189920.10	0.00	23410.31
8 BDY SHP-S/C	4408.07	3143.37	0.00	1264.70
9 RO CUST PAY	92118.90	61309.86	0.00	30809.04
10 LOF/CON/SB	143.80	98.45	0.00	45.35
11 RO WARRANTY	34769.85	19664.14	0.00	15105.71
12	816.00	650.00	0.00	166.00
13 USED CAR 25%	21327.55	15366.63	0.00	5960.92
14 SYN/SRT/TRK	1246.10	656.00	0.00	590.10
15 RO USED CAR	1546.00	824.07	0.00	721.93
TOTAL	156376.27	101712.52	0.00	54663.75