

Panel 12/23

James Collins Ford

Sales Summary - Source 1

12/29/2023

Scan Date:12/29/23

Counter Parts Sales

	Retail	Wholesale
Total Pieces .....	46	91
Sales .....	\$ 4,139.31	6,438.87
Cost .....	3,324.70	5,541.84
Gross Profit .....	\$ 814.61	897.03
Profitability .....	19.68%	13.93%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	2262	714	223
Sales .....	\$ 46,074.33	35,562.80	7,015.02
Cost .....	30,880.81	25,619.45	5,143.81
Gross Profit .....	\$ 15,193.52	9,943.35	1,871.21
Profitability .....	32.98%	27.96%	26.67%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces .....	275	4	3
Sales .....	\$ 57,899.27	1,671.44	228.50
Cost .....	40,211.93	1,193.89	163.21
Gross Profit .....	\$ 17,687.34	477.55	65.29
Profitability .....	30.55%	28.57%	28.57%

Total Pieces .....	3618
Sales .....	159,029.54
Cost .....	112,079.64
Gross .....	46,949.90
Profitability .....	29.52%
Gross Turn .....	.34
True Turn .....	.33
Return On Investment .....	14.27%

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Received Stock For Month

12/29/2023

Scan Date:12/29/23

Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock .....	\$ 67,354.14	2,048	50.76
In Special Orders .....	\$ 6,928.03	81	2.01
In Emergency Purchases .....	\$ 32,885.20	1,906	47.24
Total Stocked In .....	\$ 107,167.37	4,035	
Total Sold Out .....	\$ 112,079.64	3,618	89.67
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Net Increase/Decrease .....	\$ -4,912.27	417	

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Parts On Purchase Orders/Service RO's

12/29/2023

Scan Date:12/29/23

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders .....	77	54	1064.59
Of Parts On Special Order .....	15	17	2857.62
Of Parts On Back Order .....	0	0	.00
On Open Service R/O's .....	682	1367	64794.61
On Open Body Shop R/O's .....	241	282	39635.30
Removed From Repair Orders .....	0	0	.00

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Inventory Analysis - Source 1

12/29/2023

Scan Date:12/29/23

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months .....	1102	8876	110,573.87	33.6%
From 4 Thru 6 Months .....	390	1336	29,629.50	9.0%
From 7 Thru 9 Months .....	298	818	22,314.70	6.8%
From 10 Thru 12 Months .....	327	1870	27,318.15	8.3%
From 13 Thru 18 Months .....	398	1771	31,940.67	9.7%
From 19 Thru 24 Months .....	232	904	23,779.56	7.2%
Greater Than 24 Months .....	1198	2312	83,559.10	25.4%
Total Of Parts Over 365 Days .....	1800	4955	139,279.33	42.3%
Of Ac/Ot Over 365 Days .....	0	0	.00	.0%
Total Of Parts and Cores.....	3945	17887	329,115.55	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	103	138	{ 18,575.00}	5.6%
Total Of Inventory Including Cores:	3945	17887	329,115.55	100.0%
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Total Of Lost Sales (Non-Stk) .....	0	0	.00	.0%
Of Lost Sales (Stock) .....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	3044	11752	188,396.88	57.2%
Of Last-Time Returnable.....	210	509	16,599.33	5.0%
Of Non-Returnable Items.....	614	5488	111,781.34	34.0%
Parts With Negative On-Hand.....	57	68	24,421.87	7.4%
Normal Stocking With 0 On-Hand....	252	0	.00	.0%
Part Numbers Added W/O Stock .....	50	0	.00	.0%
Part Numbers Added With Stock .....	184	17	570.62	.2%
Part Numbers Deleted .....	1	0	.00	.0%
Manual Adjustments Up (+) .....	156	526	16,033.75	
Manual Adjustments Down (-) .....	144	355	9,503.85	

		Non-Ret
Total Normal Stocking Part Numbers .....	1013	194
Of On-Hand Stock At Current Cost .....	80,186.08	32,133.00
Of On-Hand Pieces .....	8416	
Current Month Unit Sales .....	2825	
Of 12-Month Unit Sales .....	36486	
Percent Of On-Hand To Unit Sales .....	433.5%	
Total Special Order & Other Non-Stocking .....	3081	498
Of On-Hand Stock At Current Cost .....	230,354.47	78,446.34
Of On-Hand Pieces .....	9333	
Current Month Unit Sales .....	668	
Of 12-Month Unit Sales .....	6835	
Percent Of On-Hand To Unit Sales .....	73.2%	

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True Turns/Fill Y Stock Status Source 1

12/29/2023

Scan Date:12/29/23 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 501 )

Total In-Stock Value Of Inventory .....	4,336.97
12-Month Cost Of Sales .....	83,711.74
Turns .....	19.30
Total Part Numbers .....	8
Part Numbers with Zero On Hand .....	0
Fill Ratio .....	100.00%

Class B Parts (Four Quarter Sales From 102 To 501 )

Total In-Stock Value Of Inventory .....	15,314.78
12-Month Cost Of Sales .....	42,724.73
Turns .....	2.79
Total Part Numbers .....	23
Part Numbers with Zero On Hand .....	0
Fill Ratio .....	100.00%

Class C Parts (Four Quarter Sales From 37 To 101 )

Total In-Stock Value Of Inventory .....	7,244.96
12-Month Cost Of Sales .....	37,135.65
Turns .....	5.13
Total Part Numbers .....	43
Part Numbers with Zero On Hand .....	0
Fill Ratio .....	100.00%

Class D Parts (Four Quarter Sales From 14 To 36 )

Total In-Stock Value Of Inventory .....	14,135.08
12-Month Cost Of Sales .....	96,379.59
Turns .....	6.82
Total Part Numbers .....	134
Part Numbers with Zero On Hand .....	15
Fill Ratio .....	88.81%

Class E Parts (Four Quarter Sales From 0 To 13 )

Total In-Stock Value Of Inventory .....	39,154.29
12-Month Cost Of Sales .....	196,495.00
Turns .....	5.02
Total Part Numbers .....	805
Part Numbers with Zero On Hand .....	237
Fill Ratio .....	70.56%