

FEBRUARY

Ellis Boys Chrysler Dodge Jeep Ram

Sales Summary - Source 1

02/29/2024

Scan Date:02/29/24

Counter Parts Sales

	Retail	Wholesale
Total Pieces	195	55
Sales	\$ 12,219.27	11,271.08
Cost	8,655.88	12,014.04
Gross Profit	\$ 3,563.39	-742.96
Profitability	29.16%	-6.59%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	587	263	70
Sales	\$ 28,217.10	30,453.99	2,468.65
Cost	17,786.20	21,490.41	2,141.39
Gross Profit	\$ 10,430.90	8,963.58	327.26
Profitability	36.97%	29.43%	13.26%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability00%	.00%	.00%

Total Pieces	1170
Sales	84,630.09
Cost	62,087.92
Gross	22,542.17
Profitability	26.64%
Gross Turn17
True Turn01
Return On Investment	6.14%

Ellis Boys Chrysler Dodge Jeep Ram

Receipted Stock For Month

02/29/2024

Scan Date:02/29/24

Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$.00	0	.00
In Special Orders	\$.00	0	.00
In Emergency Purchases	\$ 4,925.23	182	100.00
 Total Stocked In	\$ 4,925.23	182	
Total Sold Out	\$ 62,087.92	1,170	642.86
	-----	-----	
Net Increase/Decrease	\$ -57,162.69	-988	

Ellis Boys Chrysler Dodge Jeep Ram

Parts On Purchase Orders/Service RO's

02/29/2024

Scan Date:02/29/24

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	1264	3461	173369.73
Of Parts On Special Order	1	1	126.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	108	201	18723.66
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

Ellis Boys Chrysler Dodge Jeep Ram

Inventory Analysis - Source 1

02/29/2024

Scan Date:02/29/24

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	426	4970	122,978.68	33.5%
From 4 Thru 6 Months	242	1291	41,594.81	11.3%
From 7 Thru 9 Months	155	2801	47,934.70	13.1%
From 10 Thru 12 Months	141	485	25,225.51	6.9%
From 13 Thru 18 Months	309	989	48,943.05	13.3%
From 19 Thru 24 Months	147	356	18,366.06	5.0%
Greater Than 24 Months	574	3695	62,106.71	16.9%
Total Of Parts Over 365 Days	1006	5006	129,415.82	35.2%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	1994	14587	367,149.52	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	53	71	{ 10,860.00}	3.0%
Total Of Inventory Including Cores	1994	14587	367,149.52	100.0%
Total Of Lost Sales (Non-Stk).....	1	1	14.70	.0%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	1	192	2,822.40	.8%
Of Lost Sales (Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	1564	6275	290,936.87	79.2%
Of Last-Time Returnable.....	47	109	8,300.40	2.3%
Of Non-Returnable Items.....	332	8132	67,677.25	18.4%
Parts With Negative On-Hand.....	15	37	3,755.65	1.0%
Normal Stocking With 0 On-Hand....	239	0	.00	.0%
Part Numbers Added W/O Stock	33	0	.00	.0%
Part Numbers Added With Stock	0	0	.00	.0%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	218	1813	37,429.42	
Manual Adjustments Down (-)	39	133	14,108.11	

			Non-Ret
Total Normal Stocking Part Numbers	757		78
Of On-Hand Stock At Current Cost	120,459.31		24,223.25
Of On-Hand Pieces	5752		
Current Month Unit Sales	507		
Of 12-Month Unit Sales	6258		
Percent Of On-Hand To Unit Sales	108.8%		
Total Special Order & Other Non-Stocking	1423		283
Of On-Hand Stock At Current Cost	235,830.21		43,454.00
Of On-Hand Pieces	8764		
Current Month Unit Sales	303		
Of 12-Month Unit Sales	2738		
Percent Of On-Hand To Unit Sales	31.2%		

Ellis Boys Chrysler Dodge Jeep Ram

True Turns/Fill Y Stock Status Source 1

02/29/2024

Scan Date:02/29/24

Class A Parts (Four Quarter Sales Greater Than 50)

Total In-Stock Value Of Inventory	20,417.20
12-Month Cost Of Sales	34,036.85
Turns	1.67
Total Part Numbers	18
Part Numbers with Zero On Hand	4
Fill Ratio	77.78%

Class B Parts (Four Quarter Sales From 41 To 50)

Total In-Stock Value Of Inventory	3,507.05
12-Month Cost Of Sales	6,128.05
Turns	1.75
Total Part Numbers	8
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class C Parts (Four Quarter Sales From 31 To 40)

Total In-Stock Value Of Inventory	3,259.40
12-Month Cost Of Sales	2,009.60
Turns62
Total Part Numbers	4
Part Numbers with Zero On Hand	2
Fill Ratio	50.00%

Class D Parts (Four Quarter Sales From 21 To 30)

Total In-Stock Value Of Inventory	9,548.90
12-Month Cost Of Sales	14,948.10
Turns	1.57
Total Part Numbers	27
Part Numbers with Zero On Hand	7
Fill Ratio	74.07%

Class E Parts (Four Quarter Sales From 0 To 20)

Total In-Stock Value Of Inventory	83,726.76
12-Month Cost Of Sales	98,228.10
Turns	1.17
Total Part Numbers	700
Part Numbers with Zero On Hand	226
Fill Ratio	67.71%