

PD3011R  
CGREE8603

COURTESY FORD  
Inventory Analysis

4/09/24 11:02:09

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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	5.8	999	1342	102649.51
Active Parts: With Excess Stock	26.9	1451	34443	471168.63
Active Parts: Understocked	1.5	456	987	25856.55
Active Parts: To Phase Out	4.6	722	2376	80469.53
Total Active Parts	38.8	3628	39148	680144.22
Superceded With On Hand	1.9	173	372	33906.36
Inactive With On Hand	59.3	8686	31382	1040672.89
Total Inventory To Sell	100.0	12487	70902	1754723.47
Cores on Hand		157	299	106891.00
Negative On Hand		106	463	18031.73
Total of Inventory		12750	70738	1843582.74
Parts on Open Repair Orders		3897	7016	453546.84
Value of Inventory		16647	77754	2297129.58
Not on Factory Master		59534	20832	499153.61
Parts Without Cost		781	5	.00

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COURTESY FORD  
Inventory Aging by Last Sold

4/09/24

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	1829	15.7	15.7	166595	9.6	9.6
2023 April or Older	2735	23.6	39.3	257615	14.9	24.6
2023 May	209	1.8	41.1	27185	1.6	26.1
2023 June	224	1.9	43.0	36388	2.1	28.3
2023 July	247	2.1	45.2	22084	1.3	29.5
2023 August	282	2.4	47.6	37554	2.2	31.7
2023 September	284	2.4	50.0	36841	2.1	33.8
2023 October	398	3.4	53.5	64347	3.7	37.6
2023 November	454	3.9	57.4	61766	3.6	41.1
2023 December	523	4.5	61.9	96604	5.6	46.7
2024 January	654	5.6	67.5	119547	6.9	53.7
2024 February	983	8.5	76.0	166088	9.6	63.3
2024 March	1805	15.5	91.5	349247	20.2	83.5
2024 April	986	8.5	100.0	284578	16.5	100.0
Totals	11613	100.0		1726437	100.0	
Cores With On Hand	157			106891		

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COURTESY FORD  
Sales Analysis

4/09/24 11:04:16

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All Manf, All OEM Cd, All SGrp

From 4/01/24 4/01/24 4/01/24 4/01/24  
To 4/09/24 4/09/24 4/09/24 4/09/24  
Sales Cost Gross GP %

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Counter Retail Sales 18727.88 12849.47 5878.41 31.4  
Counter Internal Sales 32.00 32.00  
Counter Wholesale Sales 156433.53 134164.94 22268.59 14.2  
Total Counter Sales 175193.41 147046.41 28147.00 16.1  
  
RO Customer Pay Sales 119168.90 86816.17 32352.73 27.1  
RO Internal Pay Sales 32524.17 24875.18 7648.99 23.5  
RO Warranty Sales 34292.19 19828.06 14464.13 42.2  
RO Service Contract Sales 8434.63 6270.72 2163.91 25.7  
Total RO Sales 194419.89 137790.13 56629.76 29.1  
  
Total Sales 369613.30 284836.54 84776.76 22.9  
Total Returns -20998.91 -19777.02 -1221.89 -5.8  
Total Net Sales 348614.39 265059.52 83554.87 24.0

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COURTESY FORD  
Sales Source Analysis

4/09/24 11:04:44

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All Manf, All Stocking Groups, All Parts, All Sales Types

From 4/01/24 4/01/24 4/01/24 4/01/24  
To 4/09/24 4/09/24 4/09/24 4/09/24  
Sales Cost Gross GP %

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Sales Filled From Shelf 127940.93 97558.02 30382.91 23.7  
Sales Filled By NG 68337.92 50955.23 17382.69 25.4  
Sales Filled By EP 103056.76 83144.47 19912.29 19.3  
Sales Filled By SO 70277.69 53178.82 17098.87 24.3  
Total Sales 369613.30 284836.54 84776.76 22.9

Returns To Inventory -20230.24 -19112.21 -1118.03 -5.5  
Returns Not To Inventory -768.67 -664.81 -103.86 -13.5  
Total Returns -20998.91 -19777.02 -1221.89 -5.8

Net Sales 348614.39 265059.52 83554.87 24.0

Filled From Shelf-Counter 42.1% 41.7% 44.1%  
Filled From Shelf-Service 63.1% 63.3% 62.4%  
Filled Same Day--Counter 81.8% 82.1% 80.2%  
Filled Same Day--Service 80.2% 80.5% 79.6%

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COURTESY FORD  
Phase-In/Phase-Out

4/09/24 11:05:08

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All Manf, All Stocking Groups  
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Changes to Status:	Phase-In	Phase-Out
April 2024	54	36
December 2023 To March 2024	129	129
September 2023 To December 2023	126	241
June 2023 To September 2023	65	130
March 2023 To June 2023	503	458
December 2022 To March 2023	113	237
December 2022 and Older	2393	6385

Inactive Parts to Phase-In	1674
Parts to Phase-Out	722
Parts Excluded From Phase-In	197
Non-Stocked Parts with On Hand	8686
Superceded Parts with On Hand	173
Active Parts with No Sales	24

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COURTESY FORD  
Inventory Adjustments

4/09/24 11:05:53

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From 4/01/24 to 4/09/24 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	31	486	5524.35
Manual Decreases	46	-1904	-77663.59
Net Manual Adjustments	77	-1418	-72139.24
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1077	5146	10207.19
LIFO Decreases	652	1022	-6069.77
Net LIFO Adjustments	1729	6168	4137.42

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COURTESY FORD  
Stock Order Analysis

4/09/24 11:06:25

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From 4/01/24 to 4/09/24 All Manf, All OEM Cd, All SGrp  
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# Pieces Cost Value

Stock Orders Placed	70	541	3153.33	10715.68
Stock Orders Received	854	8313	93213.46	234998.13
Special Orders Placed	378	701	64562.07	76022.13
Special Orders Received	469	1051	65454.33	79429.04
Parts Canceled	5	93	255.85	660.65
Factory Returns				
Core Returns	4	26	64.00	416.00
Parts On Order		1591	102496.07	124282.41
Parts On Backorder		295	7844.56	16123.27
Parts Referred		1019	55231.63	75761.19