

Stock Order Criteria

DEFAULT

Daily Demand: percent of recent days demand
 percent of previous days demand

Days Supply: Based on demand of days

	Demand	Days Supply	Reorder Point
0 To	3	35	25
4 To	12	25	20
13 To	35	20	15
36 To	100	15	11
101 To	500	11	8
501 To	99999	8	6

Do not order if less than days in inventory

From 3/01/24 to 3/31/24 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	596	2267	32641.07	53984.60
Stock Orders Received	705	4233	36602.68	68988.98
Special Orders Placed	346	502	50941.48	54767.43
Special Orders Received	376	540	46317.15	50087.51
Parts Canceled	20	32	2774.76	2997.60
Factory Returns	19	19	3895.20	3895.20
Core Returns	20	21	20600.00	22600.00
Parts On Order		262	12056.45	13873.83
Parts On Backorder		41	14375.38	14375.38
Parts Referred		1	22.69	22.69

Sales Analysis

Opt		From	3/01/24	3/01/24	3/01/24	3/01/24
		To	3/31/24	3/31/24	3/31/24	3/31/24
		Sales	Cost	Gross	GP %	
	Counter Retail Sales	25912.80	18776.05	7136.75	27.5	
	Counter Internal Sales	2860.54	2086.81	773.73	27.0	
	Counter Wholesale Sales	31309.84	27655.74	3654.10	11.7	
	Total Counter Sales	60083.18	48518.60	11564.58	19.2	
	RO Customer Pay Sales	155992.80	111193.05	44799.75	28.7	
	RO Internal Pay Sales	33429.58	26129.17	7300.41	21.8	
	RO Warranty Sales	64566.11	41640.50	22925.61	35.5	
	RO Service Contract Sales					
	Total RO Sales	253988.49	178962.72	75025.77	29.5	
	Total Sales	314071.67	227481.32	86590.35	27.6	
	Total Returns	-32601.91	-31948.42	-653.49	-2.0	
	Total Net Sales	281469.76	195532.90	85936.86	30.5	

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DEACON JONES AUTO PARK, INC.
Sales Source Analysis

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

	From To	3/01/24 3/31/24 Sales	3/01/24 3/31/24 Cost	3/01/24 3/31/24 Gross	3/01/24 3/31/24 GP %
Sales Filled From Shelf		112230.52	73152.47	39078.05	34.8
Sales Filled By NG		773.69	456.95	316.74	40.9
Sales Filled By EP		127147.04	103804.39	23342.65	18.4
Sales Filled By SO		73920.42	50067.51	23852.91	32.3
Total Sales		314071.67	227481.32	86590.35	27.6
Returns To Inventory		-31425.22	-30941.75	-483.47	-1.5
Returns Not To Inventory		-1176.69	-1006.67	-170.02	-14.4
Total Returns		-32601.91	-31948.42	-653.49	-2.0
Net Sales		281469.76	195532.90	85936.86	30.5
Filled From Shelf-Counter		23.1%	21.2%	30.9%	
Filled From Shelf-Service		39.0%	35.4%	47.7%	
Filled Same Day--Counter		68.3%	69.1%	64.9%	
Filled Same Day--Service		78.4%	80.4%	73.6%	

Inventory Aging By Last Sold

All Manf, All OEM Cd, All SGrp, All Parts

OPT	Description	Parts	%	Acum%	Value	%	Acum%
	Never Sold	329	10.4	10.4	27478	9.8	9.8
	2023 April or Older	806	25.5	36.0	44106	15.7	25.5
	2023 May	69	2.2	38.1	5457	1.9	27.4
	2023 June	89	2.8	41.0	4974	1.8	29.2
	2023 July	95	3.0	44.0	10554	3.8	33.0
	2023 August	120	3.8	47.8	7796	2.8	35.8
	2023 September	92	2.9	50.7	8129	2.9	38.7
	2023 October	138	4.4	55.1	10775	3.8	42.5
	2023 November	147	4.7	59.7	14977	5.3	47.8
	2023 December	113	3.6	63.3	7945	2.8	50.7
	2024 January	179	5.7	69.0	15514	5.5	56.2
	2024 February	313	9.9	78.9	26897	9.6	65.8
	2024 March	432	13.7	92.6	39559	14.1	79.9
	2024 April	235	7.4	100.0	56511	20.1	100.0
	Totals	3157	100.0		280672	100.0	
	Cores With On Hand	37			21850		

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DEACON JONES AUTO PARK, INC.
Inventory Analysis

4/15/24 7:00:14

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	8.1	543	361	23311.05
Active Parts: With Excess Stock	46.3	1097	9545	133746.91
Active Parts: Understocked	1.5	208	96	4304.60
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	55.8	1848	10002	161362.56
Superceded With On Hand	2.2	95	870	6403.29
Inactive With On Hand	41.9	1669	4388	121158.21
Total Inventory To Sell	100.0	3612	15260	288924.06
Cores on Hand		37	41	22050.00
Negative On Hand		5	5	255.69
Total of Inventory		3654	15296	310718.37
Parts on Open Repair Orders		779	1895	53347.18
Value of Inventory		4433	17191	364065.55
Not on Factory Master		9371	1067	17214.14
Parts Without Cost		382	24	.00

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DEACON JONES AUTO PARK, INC.
Phase-In/Phase-Out

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All Manf. All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
April 2024	25	130
December 2023 To March 2024	119	342
September 2023 To December 2023	138	277
June 2023 To September 2023	134	248
March 2023 To June 2023	135	239
December 2022 To March 2023	102	240
December 2022 and Older	588	4889

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	1668
Superceded Parts with On Hand	95
Active Parts with No Sales	5

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DEACON JONES AUTO PARK, INC.
Inventory Adjustments

4/15/24 7:01:46

From 3/01/24 to 3/31/24 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	17	629	4136.62
Manual Decreases	18	-129	-1254.35
Net Manual Adjustments	35	500	2882.27
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	37	42	463.46
LIFO Decreases	4	3	-16.55
Net LIFO Adjustments	41	45	446.91

	Value
(1) Idle Parts Total	.00
(2) Current Parts Total	.00
(3) Total Parts	.00

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) .00%

Off the Shelf Fill Rate

	Quantity
(1) Total Off the Shelf	4335
(2) Total Other	281
(3) Total Quantity Sold	4616

Off the Shelf Fill Rate (1)/(3) 93.9%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	.00
(3) Annualized Stock Orders	.00
(4) Inventory Value	.00
(5) True Turn (3)/(4)	.00

*Note: Does NOT include Negative on Hand or "Dirty Cores"

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	0

Parts With No Bin Location

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