

	Value
(1)Idle Parts Total	71935.09
(2)Current Parts Total	269080.20
(3)Total Parts	341015.29
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	21.09%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	6844
(2)Total Other	320
(3)Total Quantity Sold	7164
Off the Shelf Fill Rate (1)/(3)	95.5%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	100688.00
(3) Annualized Stock Orders	1224970.21
(4) Inventory Value	341015.29
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	3.59

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	.17	1271.29	30-	1655.47-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	432

Parts With No Bin Location

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

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	5.6	395	829	20598.73
Active Parts: With Excess Stock	44.4	1139	8485	163145.00
Active Parts: Understocked	.9	127	68	3345.99
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	50.9	1661	8882	187089.72
Superceded With On Hand	5.5	164	333	20116.69
Inactive With On Hand	43.6	1804	4348	160271.40
Total Inventory To Sell	100.0	3629	13563	367477.81
Cores on Hand		25	47	24565.00
Negative On Hand		20	38	2375.32
Total of Inventory		3674	13572	389667.49
Parts on Open Repair Orders		-697	1437	73342.22
Value of Inventory		4371	15009	463009.71
Not on Factory Master		15600	285	13604.71
Parts Without Cost		1396	2	.00

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	604	18.1	18.1	59604	16.4	16.4
2023 July or Older	730	21.8	39.9	59599	16.4	32.9
2023 August	71	2.1	42.0	6185	1.7	34.6
2023 September	86	2.6	44.6	9745	2.7	37.3
2023 October	80	2.4	47.0	7876	2.2	39.5
2023 November	85	2.5	49.5	16371	4.5	44.0
2023 December	92	2.8	52.3	10886	3.0	47.0
2024 January	97	2.9	55.2	9588	2.6	49.6
2024 February	157	4.7	59.9	15523	4.3	53.9
2024 March	193	5.8	65.6	26552	7.3	61.2
2024 April	157	4.7	70.3	17429	4.8	66.0
2024 May	230	6.9	77.2	20406	5.6	71.7
2024 June	295	8.8	86.0	34458	9.5	81.2
2024 July	467	14.0	100.0	68179	18.8	100.0
Totals	3344	100.0		362401	100.0	
Cores With On Hand	25			24565		

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CAPPELLINO BUICK GMC
Inventory Adjustments

7/25/24 13:41:31

From 6/01/24 to 6/30/24 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	88	1063	11539.21
Manual Decreases	48	-170	-6703.67
Net Manual Adjustments	136	893	4835.54
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	118	238	1449.31
LIFO Decreases	10	27	-150.44
Net LIFO Adjustments	128	265	1298.87

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
July	2024			30	106
March	2024	To June	2024	92	226
December	2023	To March	2024	102	208
September	2023	To December	2023	123	163
June	2023	To September	2023	111	164
March	2023	To June	2023	93	173
March	2023	and Older		638	6016

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	1803
Superceded Parts with On Hand	164
Active Parts with No Sales	1

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	6/01/24	6/01/24	6/01/24	6/01/24
	To	6/30/24	6/30/24	6/30/24	6/30/24
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		104316.29	68223.43	36092.86	34.6
Sales Filled By NG		7280.35	5146.00	2134.35	29.3
Sales Filled By EP		28366.93	19736.46	8630.47	30.4
Sales Filled By SO		63827.65	37321.85	26505.80	41.5
Total Sales		203791.22	130427.74	73363.48	36.0
Returns To Inventory		-5419.86	-5039.29	-380.57	-7.0
Returns Not To Inventory		-998.71	-758.77	-239.94	-24.0
Total Returns		-6418.57	-5798.06	-620.51	-9.7
Net Sales		197372.65	124629.68	72742.97	36.9
Filled From Shelf-Counter		51.9%	54.2%	44.6%	
Filled From Shelf-Service		55.1%	56.5%	52.7%	
Filled Same Day--Counter		91.5%	92.8%	87.2%	
Filled Same Day--Service		66.0%	68.4%	62.2%	

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All Manf, All OEM Cd, All SGrp

	From To	6/01/24 6/30/24 Sales	6/01/24 6/30/24 Cost	6/01/24 6/30/24 Gross	6/01/24 6/30/24 GP %
Counter Retail Sales		12831.50	9060.48	3771.02	29.4
Counter Internal Sales		1729.43	1133.93	595.50	34.4
Counter Wholesale Sales		6539.28	5917.59	621.69	9.5
Total Counter Sales		21100.21	16112.00	4988.21	23.6
RO Customer Pay Sales		97024.37	60716.49	36307.88	37.4
RO Internal Pay Sales		25976.76	17838.35	8138.41	31.3
RO Warranty Sales		49728.63	29064.02	20664.61	41.6
RO Service Contract Sales		9961.25	6696.88	3264.37	32.8
Total RO Sales		182691.01	114315.74	68375.27	37.4
Total Sales		203791.22	130427.74	73363.48	36.0
Total Returns		-6418.57	-5798.06	-620.51	-9.7
Total Net Sales		197372.65	124629.68	72742.97	36.9

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CAPPELLINO BUICK GMC
Stock Order Analysis

7/25/24 14:10:46

From 6/01/24 to 6/30/24	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	319	1068	16818.58	24535.55	
Stock Orders Received	413	3935	34021.13	60855.01	
Special Orders Placed	400	564	37198.45	39121.99	
Special Orders Received	401	567	41265.32	43187.23	
Parts Canceled	6	6	806.66	806.66	
Factory Returns	48	80	2636.72	2746.65	
Core Returns	36	37	10500.00	10575.00	
Parts On Order		376	40162.28	42560.22	
Parts On Backorder		10	1579.51	1579.51	
Parts Referred					

Phase In/Phase Out Criteria

DEFAULT

Evaluate for phase-in/phase-out **A**

A period equals **30** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **270** days.

To phase out, a part must have no demand in the last **270** days.

