

	Value
(1)Idle Parts Total	
(2)Current Parts Total	195748.57
(3)Total Parts	649148.65
	844897.22
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	23.17%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	10444
(2)Total Other	284
(3)Total Quantity Sold	10728
Off the Shelf Fill Rate (1)/(3)	97.3%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	394198.00
(3) Annualized Stock Orders	4641287.25
(4) Inventory Value	844897.22
(5) True Turn (3)/(4)	5.49

*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	1	88.30	1	88.30

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

Inventory Aging by Last Sold

All FD Stocking Groups	All Parts			Value	% Acum%	Acum%
	Parts	%	Acum%			
Never Sold	580	10.8	10.8	147093	17.5	17.5
2023 July or Older	685	12.8	23.6	122795	14.6	32.1
2023 August	117	2.2	25.7	23436	2.8	34.9
2023 September	103	1.9	27.7	16034	1.9	36.8
2023 October	122	2.3	29.9	17001	2.0	38.8
2023 November	158	2.9	32.9	15691	1.9	40.7
2023 December	131	2.4	35.3	13180	1.6	42.2
2024 January	211	3.9	39.2	15491	1.8	44.1
2024 February	207	3.9	43.1	18035	2.1	46.2
2024 March	242	4.5	47.6	28756	3.4	49.7
2024 April	383	7.1	54.7	45513	5.4	55.1
2024 May	329	6.1	60.9	40624	4.8	59.9
2024 June	399	7.4	68.3	43621	5.2	65.1
2024 July	1702	31.7	100.0	293554	34.9	100.0
Totals	5369	100.0		840823	100.0	
Cores With On Hand	119			86181		

=====
From 7/01/24 to 7/31/24 All Manf, All Stocking Groups
Pieces Value
=====

Manual Increases	1614	3614	47173.99
Manual Decreases	375	-1049	-67133.59
Net Manual Adjustments	1989	2565	-19959.60

Physical Inventory Increases
Physical Inventory Decreases
Net Physical Inventory Adjustments

LIFO Increases	460	1243	7169.28
LIFO Decreases	356	933	-2410.81
Net LIFO Adjustments	816	2176	4758.47

=====
All Manf, All Stocking Groups
=====

Changes to Status:				Phase-In	Phase-Out
July	2024			80	93
March	2024	To June	2024	250	236
December	2023	To March	2024	257	218
September	2023	To December	2023	144	229
June	2023	To September	2023	142	145
March	2023	To June	2023	128	151
March	2023	and Older		1115	6703

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	3226
Superseded Parts with On Hand	208
Active Parts with No Sales	

Sales Source Analysis

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	7/01/24	7/01/24	7/01/24	7/01/24
	To	7/31/24	7/31/24	7/31/24	7/31/24
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		350058.91	248120.96	101937.95	29.1
Sales Filled By NG					
Sales Filled By EP		300.75	173.63	127.12	42.3
Sales Filled By SO		205131.83	135818.79	69313.04	33.8
Total Sales		555491.49	384113.38	171378.11	30.9
Returns To Inventory		-31393.87	-30419.12	-974.75	-3.1
Returns Not To Inventory		-125.71	-88.40	-37.31	-29.7
Total Returns		-31519.58	-30507.52	-1012.06	-3.2
Net Sales		523971.91	353605.86	170366.05	32.5
Filled From Shelf-Counter		47.8%	49.7%	39.1%	
Filled From Shelf-Service		66.0%	68.2%	61.6%	
Filled Same Day--Counter		48.1%	49.9%	39.8%	
Filled Same Day--Service		66.0%	68.2%	61.6%	

Sales Analysis

All Manf, All OEM Cd, All SGrp

From
To7/01/24
7/31/24
Sales7/01/24
7/31/24
Cost7/01/24
7/31/24
Gross7/01/24
7/31/24
GP %

	7/01/24 7/31/24 Sales	7/01/24 7/31/24 Cost	7/01/24 7/31/24 Gross	7/01/24 7/31/24 GP %
Counter Retail Sales	26962.38	18628.40	8333.98	30.9
Counter Internal Sales	11608.58	9516.94	2091.64	18.0
Counter Wholesale Sales	51973.51	46378.48	5595.03	10.8
Total Counter Sales	90544.47	74523.82	16020.65	17.7
RO Customer Pay Sales	69501.30	49268.48	20232.82	29.1
RO Internal Pay Sales	60274.36	47066.35	13208.01	21.9
RO Warranty Sales	335171.36	213254.73	121916.63	36.4
RO Service Contract Sales				
Total RO Sales	464947.02	309589.56	155357.46	33.4
Total Sales	555491.49	384113.38	171378.11	30.9
Total Returns	-31519.58	-30507.52	-1012.06	-3.2
Total Net Sales	523971.91	353605.86	170366.05	32.5

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	10.4	565	2573	88055.93
Active Parts: With Excess Stock	25.5	1297	19371	215702.11
Active Parts: Understocked	2.4	346	880	19917.78
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	38.3	2208	22824	323675.82
Superceded With On Hand	4.4	208	569	36854.56
Inactive With On Hand	57.3	3226	12871	484413.28
Total Inventory To Sell	100.0	5642	36264	844943.66
Cores on Hand		119	247	86181.00
Negative On Hand		0	0	.00
Total of Inventory		5761	36511	931124.66
Parts on Open Repair Orders		2236	4983	194405.70
Value of Inventory		7997	41494	1125530.36
Not on Factory Master		13590	1003	39545.03
Parts Without Cost		0	0	.00

DANAFDEO

Stock Order Analysis

7/01/24 17.20.12

From 7/01/24 to 7/31/24 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	357	5959	27749.55	69332.86
Stock Orders Received	1920	10678	152765.31	225136.99
Special Orders Placed	969	2078	144366.15	160060.82
Special Orders Received	922	2151	155192.54	170291.20
Parts Canceled	148	610	13506.21	17025.07
Factory Returns				
Core Returns				
Parts On Order		187	20333.91	26954.30
Parts On Backorder		2564	194716.71	211061.07
Parts Referred		5	139.54	258.31

Stock Order Criteria

STANDARD

Daily Demand: **60** percent of recent **90** days demand
40 percent of previous **240** days demand
Days Supply: Based on demand of **240** days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	3	35	34
40To	12	28	27
130To	35	21	20
360To	100	16	15
1010To	500	14	13
5010To	9999	10	9

Do not order if less than **5** days in inventory

Stock Order Criteria

CRASH PARTS

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

Days Supply: Based on demand of days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
4 To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
13 To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
36 To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
101 To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
501 To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

TIRES

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

Days Supply: Based on demand of days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
40To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
130To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
360To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
1010To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
5010To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

Monthly Review

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	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
4 To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
13 To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
36 To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
101 To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
501 To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

MOTORCRAFT

Daily Demand: percent of recent days demand

percent of previous days demand

Days Supply: Based on demand of days

	Demand	Days Supply	Reorder Point
000To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
400To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
1300To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
3600To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
10100To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
50100To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

MOTORCRAFT TOP RETAIL

Daily Demand: **60** percent of recent **90** days demand

40 percent of previous **240** days demand

Days Supply: Based on demand of **240** days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	3	35	34
40To	12	28	27
130To	35	21	20
360To	100	16	15
1010To	500	14	13
5010To	99999	10	9

Do not order if less than **5** days in inventory

Stock Order Criteria

MOTORCRAFT AT LIST

Daily Demand: percent of recent days demand
 percent of previous days demand
Days Supply: Based on demand of days

	Demand	Days Supply	Reorder Point
000To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
400To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
1300To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
3600To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
10100To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
50100To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

FORD TOP RETAIL

Daily Demand: percent of recent days demand

percent of previous days demand

Days Supply: Based on demand of days

	Demand	Days Supply	Reorder Point
00To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
40To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
130To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
360To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
1010To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
5010To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

REMANUFACTURED

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

Days Supply: Based on demand of days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
4 To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
13 To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
36 To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
101 To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
501 To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Stock Order Criteria

BG & GENERIC

Daily Demand: **60** percent of recent **90** days demand

40 percent of previous **240** days demand

Days Supply: Based on demand of **240** days

	Demand	Days Supply	Reorder Point
00To	3	35	34
40To	12	28	27
130To	35	21	20
360To	100	16	15
1010To	500	14	13
5010To	99999	10	9

Do not order if less than **5** days in inventory

Stock Order Criteria

BULK FLUIDS

Daily Demand: percent of recent days demand
 percent of previous days demand
Days Supply: Based on demand of days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="34"/>
4 To	<input type="text" value="12"/>	<input type="text" value="28"/>	<input type="text" value="27"/>
13 To	<input type="text" value="35"/>	<input type="text" value="21"/>	<input type="text" value="20"/>
36 To	<input type="text" value="100"/>	<input type="text" value="16"/>	<input type="text" value="15"/>
101 To	<input type="text" value="500"/>	<input type="text" value="14"/>	<input type="text" value="13"/>
501 To	<input type="text" value="99999"/>	<input type="text" value="10"/>	<input type="text" value="9"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than days in inventory

Phase In/Phase Out Criteria

STANDARD

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

CRASH PARTS

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

TIRES

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

A period equals **7** days.

To phase in, a part must have a demand of **4** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

Monthly Review

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

MOTORCRAFT

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.



Phase In/Phase Out Criteria

MOTORCRAFT TOP RETAIL

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **1** period(s) out of the last **360** days.

To phase out, a part must have no demand in the last **360** days.

Phase In/Phase Out Criteria

MOTORCRAFT AT LIST

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

FORD TOP RETAIL

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **1** period(s) out of the last **360** days.

To phase out, a part must have no demand in the last **360** days.

Phase In/Phase Out Criteria

REMANUFACTURED

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

BG & GENERIC

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.

Phase In/Phase Out Criteria

BULK FLUIDS

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

A period equals **7** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.