

ANALYSIS FOR MONTH ENDING 09/30/2024 VENDOR = Kia

	No. of Parts	%	VALUE	%	ON-HAND Piece Count	R E C E I P T S					
						STOCKS			SPECIALS		
						PT Ct.	Pc. Ct.	Value	PT Ct.	Pc. Ct.	Value
INVENTORY											
ACTIVE PARTS	522	11.3	65599.85	52.3	6097						
AUTO PHASE-OUT PARTS	2267	49.2	40828.78	32.6	1086						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	0		0.00		0						
NON-STOCK PARTS	1822	39.5	18976.06	15.1	431						
TOTAL INVENTORY	4611	100.0	125404.69	100.0	7614						
CLEAN CORES VALUE	136		6300.00		7						
INVENTORY WITH CLEAN CORES	0		131704.69		0						

INVENTORY BY GL

P&A INVENTORY-KIA	4611	100.0	131704.69	100.0	7614	COI GL: 2410					
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SALES (AT COST)

ACTIVE PARTS	204	51.6	23507.67	37.7	4984						
AUTO PHASE-OUT PARTS	54	13.7	5276.84	8.5	69						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	0		0.00		0						
NON-STOCK PARTS	137	34.7	33521.37	53.8	208						
TOTAL SALES (AT COST)	395	100.0	62305.88	100.0	5261						
TOTAL LOST SALES	0		0.00		0						
TOTAL EMERGENCY PURCHASES	0		0.00		0						
LEVEL OF SERVICE		100.0		100.0							

INVENTORY BY SOURCE

SRC 100 KIA MOTORS AMERICA	4472	97.0	87829.74	70.0	3349	162	689	11617.67	320	974	39337.38
SRC 105 BULK OIL	5	.1	7443.24	5.9	2128	2	1364	4345.96	0	0	0.00
SRC 107 KIA CHEMICALS	29	.6	5582.84	4.5	405	3	32	470.24	0	0	0.00
SRC 108 KIA BATTERIES	11	.2	3049.90	2.4	22	1	3	539.85	0	0	0.00
SRC 109 KIA TIRE SOURCE	57	1.2	16872.00	13.5	102	9	18	2659.00	1	4	932.00
SRC 110 NON KIA ACCESSORIE	18	.4	2103.67	1.7	173	0	0	0.00	0	0	0.00
SRC 900 NON-KIA (AFTERMAR	19	.4	2523.30	2.0	1435	3	68	707.32	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100 KIA MOTORS AMERICA	370	90.7	58528.94	83.1	1346						
SRC 105 BULK OIL	5	1.2	4511.19	6.4	1279						
SRC 107 KIA CHEMICALS	9	2.2	1040.21	1.5	74						
SRC 108 KIA BATTERIES	4	1.0	1156.65	1.6	7						
SRC 109 KIA TIRE SOURCE	12	2.9	4301.00	6.1	26						
SRC 900 NON-KIA (AFTERMAR	8	2.0	862.83	1.2	2514						

SALES MOVEMENT

Month End Tot	507	11.0	37335.50	29.8	5186						
NO-SALE 1 TO 3 MONTHS	1339	29.0	41570.82	33.1	1132						
NO-SALE 4 TO 6 MONTHS	952	20.6	18572.72	14.8	536						
NO-SALE 7 TO 9 MONTHS	891	19.3	13265.29	10.6	226						
NO-SALE 10 TO 12 MONTHS	890	19.3	11421.46	9.1	289						
NO-SALE 13 TO 15 MONTHS	32	.7	3238.90	2.6	245						
NO-SALE OVER 15 MONTHS	0		0.00		0						

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	2		111.84		19						
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PARTS PHASED OUT	216	2928.89	48
PARTS DROPPED	129	0.00	0

DataPoint	Description		
	Number of Parts on ROs	5086	
	Number of Parts Filled OSF	4807	
DP1	RO Off the Shelf Fill %	94.51 %	
DP2	Total Idle Capital %	5.04 %	
DP3	Negative On Hand	1187.51	
DP4	Parts with no Bin	.00	
DP5	Parts with no Cost		
DP6	Monthly Closing Inventory Value	125404.69	
DP7	Lost Sales	.00	
DP8	True Turns ((R-S)*12/Y)*(V/100)	1.7331	

DSP Totals

Line	Description		
A	Number of Stocking Parts on ROs	4844	
B	Number of Stocking Parts Filled OSF	4710	
C	RO Off the Shelf Fill % (B/A)*100	97.23 %	
D	Value of Stocking Parts with MNS 6-11	.00	
E	Value of Stocking Parts with MNS 12+	.00	
F	Value of Non-Stock Parts with MNS 3-5	8768.51	
G	Value of Non-Stock Parts with MNS 6-8	15440.88	
H	Value of Non-Stock Parts with MNS 9-11	11464.84	
I	Value of Non-Stock Parts with MNS 12+	6321.49	
J	Total Idle Capital %((E+I)/Y)*100	5.04 %	
K	Number of Parts with Negative O.H.	10	
L	Value of Parts with Negative O.H.	1187.51	
M	Number of Parts with No Bin		
N	Value of Parts with No Bin	.00	
O	Number of Parts with No Cost		

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	
Q	Value of Lost Sales	.00

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	62305.88
S	Monthly Returns From Customers	8336.82
	Monthly Cycle Returns to Vendor	4129.62
	Decreasing Manual Onhand Adjustments	1202.50
	Increasing Manual Onhand Adjustments	.00
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	20340.04
U	Monthly Receipts	60609.42
V	Stock Order Utilization (T/U)*100	33.56 %
W	Month Close Inventory - Stock Parts	65599.85
X	Month Close Inventory- Non-Stock Parts	59804.84
Y	Month Close Inventory - All Parts	125404.69
	I/O Part Sales	6557.18
	I/O Part Returns and Deletes	-35.42

ANALYSIS FOR MONTH ENDING 09/30/2024

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	1850.56	1290.64	0.00	559.92
2 WHSALE 25A	0.00	0.00	0.00	0.00
3 WHSALE 20A	9552.09	5815.91	0.00	3736.18
4 INTERNAL	161.94	118.66	0.00	43.28
5 EMPLOYEE	1790.94	1760.94	0.00	30.00
6 LIST	0.00	0.00	0.00	0.00
7	0.00	0.00	0.00	0.00
8	0.00	0.00	0.00	0.00
TOTAL	13355.53	8986.15	0.00	4369.38
9 RO RETAIL	36828.91	22048.27	0.00	14780.64
10 RO WARRANTY	35936.11	25624.94	0.00	10311.17
11 RO INTERNAL	7473.97	5239.39	0.00	2234.58
12 RO SERV CONT	5704.25	3521.35	0.00	2182.90
13 RO EMPLOYEE	254.42	221.23	0.00	33.19
14 RO LIST	432.05	259.23	0.00	172.82
15	0.00	0.00	0.00	0.00
TOTAL	86629.71	56914.41	0.00	29715.30