

PD3011R  
JHERN9610

NEWINS BAY SHORE FORD  
Inventory Analysis

11/05/24 13:24:35

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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	6.3	547	722	36805.31
Active Parts: With Excess Stock	30.0	1268	9771	174978.56
Active Parts: Understocked	1.2	352	216	6795.47
Active Parts: To Phase Out	11.6	1625	2660	67533.70
Total Active Parts	49.0	3792	13369	286113.04
Superceded With On Hand	1.3	87	383	7531.09
Inactive With On Hand	49.7	2948	8541	290132.82
Total Inventory To Sell	100.0	6827	22293	583776.95
Cores on Hand		191	322	70538.00
Negative On Hand		313	706	113969.55
Total of Inventory		7331	21909	540345.40
Parts on Open Repair Orders		895	1852	51695.92
Value of Inventory		8226	23761	592041.32
Not on Factory Master		4992	2235	22889.23
Parts Without Cost		190	192	.00

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NEWINS BAY SHORE FORD  
Stock Order Analysis

11/05/24 13:20:22

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From 10/01/24 to 10/31/24	All Manf, #	All OEM Cd, Pieces	All SGrp	Cost	Value
Stock Orders Placed	1	6		2.02	12.12
Stock Orders Received	1597	4040		65531.27	103453.75
Special Orders Placed	968	2620		108621.39	140483.88
Special Orders Received	934	2376		110096.95	133769.18
Parts Canceled	54	196		8853.16	9438.78
Factory Returns					
Core Returns					
Parts On Order		625		32921.65	38664.49
Parts On Backorder		221		11283.12	12388.84
Parts Referred		2		590.72	590.72

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NEWINS BAY SHORE FORD  
Sales Source Analysis

11/05/24 13:16:46

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

	From 10/01/24	10/01/24	10/01/24	10/01/24
	To 10/31/24	10/31/24	10/31/24	10/31/24
	Sales	Cost	Gross	GP %
Sales Filled From Shelf	250117.49	183168.69	66948.80	26.8
Sales Filled By NG	76865.11	58480.85	18384.26	23.9
Sales Filled By EP	5950.45	3369.40	2581.05	43.4
Sales Filled By SO	163896.05	122048.64	41847.41	25.5
Total Sales	496829.10	367067.58	129761.52	26.1
Returns To Inventory	-33565.72	-32562.48	-1003.24	-3.0
Returns Not To Inventory	-11.85	-10.77	-1.08	-9.1
Total Returns	-33577.57	-32573.25	-1004.32	-3.0
Net Sales	463251.53	334494.33	128757.20	27.8
Filled From Shelf-Counter	63.5%	63.1%	66.6%	
Filled From Shelf-Service	67.5%	68.7%	65.6%	
Filled Same Day--Counter	63.6%	63.2%	66.7%	
Filled Same Day--Service	69.6%	70.5%	68.0%	

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NEWINS BAY SHORE FORD  
Unrealized Sales

11/05/24 13:17:19

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All Manf, All OEM Cd, All SGrp  
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	Sale Amt	Gross Profit	Pieces
Parts on Open Repair Orders	83114.65	31418.73	1852
Parts at Cashier	4605.19	492.32	30
Parts on Hold			
Held for Special Order	80.00	.80	3
Filled Special Orders	18311.60	7777.80	220
Unfilled Special Orders	57223.30	17335.20	432
Special Orders to Order	5661.35	1488.19	79
Total Unrealized Sales	168996.09	58513.04	2616
Special Order Deposit	1870.42		

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NEWINS BAY SHORE FORD  
Sales Analysis

11/05/24 13:14:00

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All Manf, All OEM Cd, All SGrp

From 10/01/24 10/01/24 10/01/24 10/01/24  
To 10/31/24 10/31/24 10/31/24 10/31/24  
Sales Cost Gross GP %

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Counter Retail Sales 23976.61 15213.35 8763.26 36.5  
Counter Internal Sales 298.10 194.28 103.82 34.8  
Counter Wholesale Sales 187199.74 171432.63 15767.11 8.4  
Total Counter Sales 211474.45 186840.26 24634.19 11.6  
  
RO Customer Pay Sales 116466.05 73864.91 42601.14 36.6  
RO Internal Pay Sales 16839.28 10336.43 6502.85 38.6  
RO Warranty Sales 88968.47 55532.42 33436.05 37.6  
RO Service Contract Sales 63080.85 40493.56 22587.29 35.8  
Total RO Sales 285354.65 180227.32 105127.33 36.8  
  
Total Sales 496829.10 367067.58 129761.52 26.1  
Total Returns -33577.57 -32573.25 -1004.32 -3.0  
Total Net Sales 463251.53 334494.33 128757.20 27.8

PD3022R  
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NEWINS BAY SHORE FORD  
Inventory Aging by Last Sold

11/05/24

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	381	6.3	6.3	44006	9.5	9.5
2023 November or Older	1733	28.6	34.9	59068	12.7	22.2
2023 December	109	1.8	36.7	3330	.7	22.9
2024 January	144	2.4	39.0	3952	.9	23.8
2024 February	177	2.9	41.9	19960	4.3	28.1
2024 March	137	2.3	44.2	796	.2	27.9
2024 April	197	3.2	47.5	7854	1.7	29.6
2024 May	288	4.7	52.2	14960	3.2	32.8
2024 June	229	3.8	56.0	20763	4.5	37.3
2024 July	348	5.7	61.7	34641	7.5	44.8
2024 August	428	7.1	68.8	35901	7.7	52.5
2024 September	416	6.9	75.6	51908	11.2	63.7
2024 October	1148	18.9	94.6	134147	28.9	92.6
2024 November	330	5.4	100.0	34293	7.4	100.0
Totals	6065	100.0		463987	100.0	
Cores With On Hand	191			70538		

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