

From 1/01/17 to 1/31/17 All Manf, All Stocking Groups			
	#	Pieces	Value
Manual Increases	3	6	104.50
Manual Decreases	14	-15	-2351.06
Net Manual Adjustments	17	-9	-2246.56
Physical Inventory Increases	4	4	13.53
Physical Inventory Decreases	12	-35	-1545.53
Net Physical Inventory Adjustments	16	-31	-1532.00
LIFO Increases	15	117	57.06
LIFO Decreases	6	9	-70.80
Net LIFO Adjustments	21	126	-13.74



All KI Stocking Groups	All Parts			Value	%	Acum%
	Parts	%	Acum%			
Never Sold	270	40.1	40.1	16706	33.3	33.3
2016 February or Older	76	11.3	51.4	3909	7.8	41.0
2016 March	12	1.8	53.2	726	1.4	42.5
2016 April	12	1.8	55.0	654	1.3	43.8
2016 May	10	1.5	56.5	159	.3	44.1
2016 June	17	2.5	59.0	1221	2.4	46.5
2016 July	14	2.1	61.1	601	1.2	47.7
2016 August	22	3.3	64.3	2031	4.0	51.8
2016 September	20	3.0	67.3	1310	2.6	54.4
2016 October	38	5.6	73.0	2244	4.5	58.9
2016 November	23	3.4	76.4	2263	4.5	63.4
2016 December	52	7.7	84.1	4698	9.4	72.7
2017 January	45	6.7	90.8	2201	4.4	77.1
2017 February	62	9.2	100.0	11499	22.9	100.0
Totals	673	100.0		50221	100.0	
Cores With On Hand	2			150		

All MT Stocking Groups	All Parts			Value	%	Acum%
	Parts	%	Acum%			
Never Sold	471	62.5	62.5	37741	51.6	51.6
2016 February or Older	197	26.2	88.7	18509	25.3	76.8
2016 March	7	.9	89.6	253	.3	77.2
2016 April	8	1.1	90.7	315	.4	77.6
2016 May	3	.4	91.1	55	.1	77.7
2016 June	5	.7	91.8	155	.2	77.9
2016 July						
2016 August	1	.1	91.9	12		77.9
2016 September	9	1.2	93.1	1084	1.5	79.4
2016 October	1	.1	93.2	113	.2	79.6
2016 November	7	.9	94.2	744	1.0	80.6
2016 December	7	.9	95.1	589	.8	81.4
2017 January	13	1.7	96.8	3437	4.7	86.1
2017 February	24	3.2	100.0	10201	13.9	100.0
Totals	753	100.0		73207	100.0	
Cores With On Hand						

**Some of these items are due the  
Monday before your class starts.**

### **Pre-Parts Class Preparation – Fixed Operations 1 Parts**

Below is a list of instructions and items which you need to bring for your next classroom session, Fixed Operations I – Parts class.

1. Bring a copy of your Parts Department's DMS generated management reports for the month showing your inventory sales profile, sales movement, aging, etc. Select the month that is two (2) months before your class month which would be. See the attached DMS examples. This document is usually only 2-3 pages long. Please have someone put some ink (change the ribbon!) in the printer before this report is run. This report can be available on the first day of the new business month. Ask for a copy in advance so that one is available for you for this class. **This is a paper turn in on Monday of your class week.**
2. Complete the 3 Steps to Basic Understanding Parts Processes (Pre parts Class Exercise) and please upload the Excel template to Pre work the **DROPBOX** location on your class site. **This is due by Monday the week before your class starts** (This is not necessary for visiting students inbound with current students)
3. Bring your dealership's organizational chart as it pertains to the Parts department. It is okay to do a stick chart so that **you** know who is working in that department.
4. Find out and bring to class how much of your OE parts factory return dollars you have accumulated in parts for the year, how much you still have not claimed and, and when your next return is scheduled for. **This is a paper turn in during class week.**
5. Bring the dealership's Financial Statement (F/S) that matches #1.
6. Bring a **Copy** of 5 Parts Invoices for parts that you have purchased from your same make competitor (not NAPA/AutoZone) that have already been entered into the General Ledger/Accounts Payable system).
7. Bring a **Copy** of the last Parts Inventory Price Value Update Change report from the last monthly price tape run that matches #1 & #5.
8. Bring a **Copy** of your Parts Deviation report for the month that matches #1 & #5.
  - a. Reynolds 2542
  - b. CDK RIC/ROV
9. Bring a copy of your pay plans for your Parts Manager and one Counterperson (no names).
10. Bring your oldest: We will use these numbers in class.
  - a. Oldest part in inventory by sales date.
  - b. Oldest open P.O. (Purchase Order).
  - c. Oldest saved counter ticket. *- WE DONT keep counter tickets AT KIA*
  - d. Oldest parts A/R (accounts receivable). *we DONT HAVE Any in parts*

11. Participate in the Parts Pre-class Introduction Threaded Discussion found on your class site which will close on the Sunday before your class starts. (You may be quizzed on this Monday morning)
12. Class will be dismissed at 1:00 p.m. on Friday of your Parts class week. Visiting students not attending the next class can leave at 11:00 am.
13. Please contact us via your cell phone at Mark Michalski [mmichalski@nada.org](mailto:mmichalski@nada.org) at 443-801-7768 cell or Chris Bavis [cbavis@nada.org](mailto:cbavis@nada.org) or 301-401-3301 cell if any questions.

## **Class Paper Turn in**

- #1 DMS Report (early Monday morning)
- #4 Parts Accumulated Return \$'s
- #10 oldest part in inventory by sales date.
- #10 oldest open P.O. (Purchase Order).
- #10 oldest saved counter ticket.
- #10 oldest parts A/R (accounts receivable)

## **Class site location**

- #2 20 SOP Template

OLDEST PO

PO#	Date	Vendor Name	User	Account	Control	Description	Qty	Amount	Extension
57550524	2/16/17	6603 WOODHOUSE MAZDA	MROTSC	514000	6603	56611965	1		
57550525	2/16/17	9134 FACTORY MOTOR PARTS CO.	XDCAARRIES	514000	9134	56611968	1	84.08	84.08
57550526	2/16/17	9134 FACTORY MOTOR PARTS CO.	XDCAARRIES	514000	9134	56611968	1		
57550526	2/16/17	9134 FACTORY MOTOR PARTS CO.	XDCAARRIES	514000	9134	TORIN	1		
57550526	2/16/17	9134 FACTORY MOTOR PARTS CO.	XDCAARRIES	514000	9134	EMPLOYEE PRICE	1		
57550527	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	CONNECTION - WATER OUTLET	1	12.69	12.69
57550527	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	PUT ON SPD SHELF W/OTHER PARTS	1		
57550528	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	DIFFERENCE	1	- .51	- .51
57550528	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	CYLINDER	1	29.65	29.65
57550528	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	GASKET	1	3.40	3.40
57550528	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	THERMOSTAT ASY	1	9.23	9.23
57550529	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	DISCOUNT	1	- .51	- .51
57550529	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	KIT - BRAKE SHOE AND LINING	1	35.15	35.15
57550530	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	WHEEL CYL	1	29.65	29.65
57550530	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	DRUM - BRAKE	2	58.41	116.82
57550532	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	TORIN	1		
57550532	2/16/17	9134 FACTORY MOTOR PARTS CO.	CPID: CS	514000	9134	BLADE ASY - WIPER	1	6.49	6.49
57550533	2/16/17	9134 FACTORY MOTOR PARTS CO.	MROTSC	514000	9134	56611955	1		
57550533	2/16/17	9134 FACTORY MOTOR PARTS CO.	MROTSC	514000	9134	GIVE TO MATT	1		
57550533	2/16/17	9134 FACTORY MOTOR PARTS CO.	MROTSC	514000	9134	GIVE TO CARRIE	1		
57550534	2/16/17	9134 FACTORY MOTOR PARTS CO.	XDCAARRIES	514000	9134	SIR PLASTIC FLOOR COVERING	16	15.00	240.00
67009880	2/03/17	SIR SIR FABRICATORS, LLC	XD3JWAHLG	314000					
67009915	2/08/17	500293 AUTOZONE	EPAATI	614000	500293	DIFF MOTOR	1	350.01	350.01
67009919	2/09/17	501214 AMERICAN TIRE DISTRIBUTORS	RCONK8802	614000	501214	215/60R16	1	181.28	181.28
67009922	2/09/17	9134 FACTORY MOTOR PARTS CO.	EPAATI	614000	9134	FILTERS	1	77.40	77.40
67009925	2/09/17	S150672 REED CHEVROLET LLC.	EPAATI	614000	S150672	ANTENNA/FILTERS	1	88.89	88.89
67009926	2/09/17	500293 AUTOZONE	EPAATI	614000	500293	AIR FILTER	1	7.49	7.49
67009927	2/09/17	501214 AMERICAN TIRE DISTRIBUTORS	RCONK8802	614000	501214	225/65R17	1	307.12	307.12
67009928	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	BRAKE PADS	1	28.99	28.99
67009929	2/10/17	13684 O'REILLY AUTOMOTIVE INC	EPAATI	614000	13684	CALIPER	1	70.51	70.51
67009930	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	AIR FILTER	1	11.99	11.99
67009931	2/10/17	501214 AMERICAN TIRE DISTRIBUTORS	EPAATI	614000	501214	TIRES	1	896.00	896.00
67009933	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	MISC PARTS	1	130.04	130.04
67009934	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	CABIN AIR	1	14.19	14.19
67009934	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	OIL FILTER	1	5.21	5.21
67009935	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	FILTER/PADS	1	62.45	62.45
67009936	2/10/17	501214 AMERICAN TIRE DISTRIBUTORS	EPAATI	614000	501214	TIRES	1	217.80	217.80
67009937	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	SPARK PLUGS	1	44.30	44.30
67009938	2/10/17	500293 AUTOZONE	EPAATI	614000	500293	PADS	1	30.02	30.02
67009939	2/11/17	500293 AUTOZONE	EPAATI	614000	500293	STARTER	1	151.59	151.59
67009940	2/11/17	500293 AUTOZONE	EPAATI	614000	500293	BLUB	1	13.87	13.87
67009941	2/13/17	501214 AMERICAN TIRE DISTRIBUTORS	EPAATI	614000	501214	4 NEXEN TIRES	4	288.12	1152.48
67009942	2/13/17	500293 AUTOZONE	EPAATI	614000	500293	BRAKE PADS	1	38.21	38.21
67009943	2/13/17	500293 AUTOZONE	RCONK8802	614000	500293	FILTERS	1	17.48	17.48
67009944	2/13/17	119848 RJ ROBERTS & CO	XD3JWAHLG	614000					
67009945	2/13/17	500293 AUTOZONE	EPAATI	614000	500293	PLUGS	1	26.76	26.76
67009946	2/13/17	500293 AUTOZONE	RCONK8802	614000	500293	BRAKE PADS	1	57.98	57.98
67009947	2/13/17	13684 O'REILLY AUTOMOTIVE INC	EPAATI	614000	13684	SPARK PLUGS	1	27.96	27.96
67009948	2/13/17	500293 AUTOZONE	EPAATI	614000	500293	SPARK PLUGS	1	18.48	18.48
67009949	2/13/17	501214 AMERICAN TIRE DISTRIBUTORS	EPAATI	614000	501214	TIRES	1	269.60	269.60

**OLDEST PART**  
**BY SALES DATE**

MF Part Number/Description	Invent	Sale	Bln/Shelf	Qty	Cost	Ext Cost
MT MR574181 : COVER,FR FOG LAMP	3/24/10	11/19/10	502	1	2.05	2.05
MT MR587237 : SUB KEY,TRANSPONDER BLA	9/15/09	9/15/09	KEY	1	37.51	37.51
MT MR587977 : TRANSMITTER,KEYLESS ENT	6/09/03	11/16/11	KEY	2	110.84	221.68
MT MR589316 : JACK	5/17/11	11/10/11	9	1	25.88	25.88
MT MR589431 : * HUB ASSY,FR WHEEL	2/16/06	3/09/09	21	1	131.79	131.79
MT MR589432 : INSULATOR,FR SUSP STRUT	12/12/12	11/19/14	18	1	35.71	35.71
MT MR589518 : HUB ASSY,RR WHEEL	5/31/11	7/30/11	18	1	125.65	125.65
MT MR589766XB : * ? MUD GUARD,FR RH	4/12/10	1/15/15	501	1	23.25	23.25
MT MR59965 : WEATHERSTRIP,FR DOOR OP	9/22/11	9/27/11	M14	1	28.48	28.48
MT MR59966 : WEATHERSTRIP,FR DOOR OP	6/06/06	9/27/11	M14	2	28.48	56.96
MT MR59969 : WEATHERSTRIP,RR DOOR OP	9/22/11	9/27/11	M14	1	32.71	32.71
MT MR59970 : WEATHERSTRIP,RR DOOR OP	9/22/11	9/27/11	M14	1	31.06	31.06
MT MR611890 : MIRROR ASSY, DOOR, RH	2/04/09	6/27/13	505	1	93.19	93.19
MT MR621712 : SCUFF PLATE, LH	11/02/11	11/08/11	504	1	38.06	38.06
MT MR653142 : CAP,DISC WHEEL CTR	7/18/05	3/08/14	2/D	8	5.95	47.60
MT MR791348 : ASHTRAY, INSTRUMENT PANE	4/16/10	5/22/08	506	1	43.26	43.26
MT MR791367 : AIR OUTLET, INSTRUMENT P	6/13/08	2/13/13	506	1	37.40	37.40
MT MR950161 : PANEL, AIR GUIDE	3/14/06	8/06/11	501	1	15.47	15.47
MT MR953548 : SCREW,GEARSHIFT LINK	10/17/06	10/07/11	1/D	1	.38	.38
MT MR958600 : * ? CORE,HEATER	5/26/09	12/02/10	M20	1	158.30	158.30
MT MR959963 : CABLE,TRUNK LID LOCK RE	2/23/10	2/27/10	500	1	7.43	7.43
MT MR971507 : ARM ASSY,RR WINDOW WIPE	3/15/06	7/06/11	502	1	29.97	29.97
MT MR972841 : SHIELD KIT ,SPASH,FR LH	8/18/10	6/08/11	M13	1	129.05	129.05
MT MR972842 : SHIELD KIT ,SPASH,FR RH	8/18/12	8/18/12	509	1	129.67	129.67
MT MR974871 : COVER,ENG ROOM UNDER,CT	2/07/07	9/29/08	504	1	31.17	31.17
MT MR984943 : SPARK PLUG	8/08/05	2/17/11	2	6	8.24	49.44
MT MR987848 : * REFLECTOR,RH	10/21/05	1/21/11	506	6	11.08	66.48
MT MR990819 : HEADLAMP KIT,LH	5/10/05	10/29/11	505	1	83.00	83.00
MT MR990823 : LAMP KIT,TURN SIGNAL,FR	11/16/10	1/17/11	500	1	15.00	15.00
MT MR991202 : CLIP,RR BUMPER	4/07/10	8/17/15	12	1	1.37	1.37
MT MU000504 : CLIP,RETAINING	12/08/11	9/11/15	2/D	1	1.52	1.52
MT MU000637 : CLIP,RETAINING	11/12/03	11/08/11	2/D	16	1.05	16.80
MT MU481011 : CLIP,TAILGATE LOCKING	7/30/14	8/14/14	3	3	1.30	3.90
MT MZ313487 : TOUCH-UP PAINT M03	6/06/05	7/11/14	2	1	7.95	7.95
MT MZ313517 : NOSE MASK,ECLIPSE	5/28/09	5/28/09	4	1	104.95	104.95
MT MZ313984 : AIR SPOILER,SERVICE KIT	1/06/11	4/07/11	M13	1	28.95	28.95
MT MZ314612 : TOW HITCH WIRE HARNESS	2/05/14	4/14/14	5	1	59.00	59.00
MT MZ314710 : TOW HITCH,W/DRAWBAR & B	10/16/13	2/05/14	M20	1	270.00	270.00
MT MZ380373EX : MUD GUARD SET,GALANT,CO	8/10/06	5/12/11	16	2	59.95	119.90
MT MZ380379EX : MUDGUARDS, OUTLANDER (4	11/09/06	5/30/12	11	1	89.95	89.95
MT MZ562880EX : SIDE WINDOW DEFLECTOR S	10/29/11	4/14/14	44	1	54.95	54.95
MT MZ569716EX : COVER,DOOR MIRROR,CHROM	9/01/09	11/12/09	4	1	63.95	63.95
MT MZ690001 : ? PAD SET,FR BRAKE	6/09/03	9/05/14	17	2	39.95	79.90
MT MZ690173 : PAD SET,RR BRAKE	5/19/06	12/04/12	17	1	39.95	39.95
MT MZ690186 : * PAD SET,FR BRAKE	2/08/06	3/29/13	17	3	39.95	119.85
MT MZ690198 : ELEMENT,AIR CLEANER	9/25/08	2/27/16	38	7	11.00	77.00
MT M04667772 : * PULLEY,CRANKSHAFT DAMPE	1/30/09	1/23/15	3	1	94.44	94.44
MT SBPSU07YA : * SEAT BELT KIT,RECALL GR	5/27/09	3/02/12	M14	2	119.73	239.46
MT ZCTPMSKIT : VALVE,TIRE,SET,W/NUT	11/18/13	1/21/14	10	13	158.00	2054.00
MT 04667660AE : WATER PUMP ASSY	6/09/03	1/23/15	12	1	91.51	91.51
MT 05083745AA : O-RING SET,FUEL INJECTO	2/25/15	3/23/15	3	1	12.98	12.98
MT 05143350AB : * PAD SET,FR BRAKE	10/13/05	6/24/10	17	1	82.63	82.63
MT 05161685AB : BALL JOINT KIT,FR SUSP	6/26/08	6/25/12	18	2	82.36	164.72

**Obsolescence Return Cycle History**

Search  Refresh

Feb 16, 2017

Dealer	MO013 Anderson Kia	Year	2016 <input type="button" value="v"/>
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Return Cycle Frequency : Q (Q=Quarterly, S=Semi-Annual)

**Obsolescence Return Schedule**

Print Screen

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
	X			X			X			X	

Cycle	Stock Order Amount	Accrued Amount	Returned Amount	Carry Over Amount	Max Carry Over Amount
1	35,136.04	1,379.33	0.00	689.66	689.66
2	32,232.31	1,151.62	1,706.79	134.49	575.81
3	27,853.71	1,134.15	1,268.11	0.53	567.07
4	29,411.15	717.06	707.58	10.01	358.53

Total Count : 4

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Date	CTP/SWR	Part Number/Description	Ord Qty	Fill Qty	O/H Qty	O/O Qty	Net Price	\$	Status	P	Original Document	Order Number	----- Date ----- Ord Arr Ship	Customer	Phone
1/20/17	EP	MN103632 : KEY,BLANK	1	1	1		15.17	N	Filled	M	65008588	0120D	1/20 1/25	WIEDMER, STACEY	816-261-3360
1/23/17	RDC*RDC	M0824 88049 : CLIP-OHM	13	13	26		47.58	N	Filled	R	66025989	0123KS	1/23 1/25	MORTON, JENNIFER	816-352-0125
1/23/17	RDC RDC	88190 1U030 : HEATER-FR SEAT CUSHI	1	1	1		150.09	N	Filled	R	66025989	0123KS	1/23 1/25	MORTON, JENNIFER	816-352-0125
1/31/17	EP	84830 B2000EQ : PANEL ASSY-CLUSTER F	1	1	1		124.85	N	Filled	E	65008668	0131EK	1/31 2/02	COX, DENISE ANN	816-344-9698
2/01/17	EP	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	364.59	N	Filled	M	65008686	0202D	2/02 2/07	EBERHARDT, BONNIE L	816-364-1485
2/02/17	EP	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	364.59	N	Filled	M	65008691	0202D	2/02 2/07	DEMPSEY, SHEILA M	816-752-4029
2/03/17	MT	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	291.67	N	Filled	M	65008700	0203D	2/03 2/08	PARMENTER, WHITNEY M	
2/03/17	MT	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	291.67	N	Filled	M	65008703	0203D	2/03 2/08	BOZARTH, JAMIE	816-752-7309
2/06/17	EP MT	MR970229 : HANDLE,FR DOOR OUTSIDE	1	1	1		101.15	N	Filled	M	66026321	0206D	2/06 2/10	WILLIAMSON, DONALD	
2/08/17	EP	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	364.59	N	Filled	M	65008728	0209S	2/09 2/14	DAY, MARLENA	760-703-3413
2/08/17	EP	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	364.59	N	Filled	M	65008729	0209S	2/09 2/14	MEYER, SHELLY A	816-390-3577
2/09/17	EP	OK071 55433 : BULB	1	1	1		9.48	N	Filled	R	65008733	0209KS	2/09 2/13	HENDERSON, BOB	785-850-0010
2/10/17	EP	MW400223 : WINDSHIELD WIPER MOTOR	1	1	16	6	364.59	N	Filled	M	65008745	0210D	2/10 2/15	CARTER, DAVID	785-742-3095

Final Total: 2854.61

\* Indicates this counterperson was not the first to add special order parts to the RO and thus may not be responsible for notifying customer that parts have arrived.

Stock Order Criteria

**MITS-MAIN**

Ser				
Sto	Daily Demand:	<u>70</u> percent of recent <u>30</u> days demand		
		<u>30</u> percent of previous <u>365</u> days demand		
Lin	Days Supply:	Based on demand of <u>365</u> days		
Cus		<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
Int		0 To <u>3</u>	<u>35</u>	<u>25</u>
War		4 To <u>12</u>	<u>25</u>	<u>20</u>
Ser		13 To <u>35</u>	<u>20</u>	<u>15</u>
Ser		36 To <u>100</u>	<u>15</u>	<u>11</u>
Ser		101 To <u>500</u>	<u>11</u>	<u>8</u>
Ser		501 To <u>99999</u>	<u>8</u>	<u>6</u>
Ser		<u>          </u>	<u>          </u>	<u>          </u>
		<u>          </u>	<u>          </u>	<u>          </u>
		<u>          </u>	<u>          </u>	<u>          </u>
		<u>          </u>	<u>          </u>	<u>          </u>

Do not order if less than 5 days in inventory

**F3=E**    **F3=Exit**    **F12=Cancel**

PD3071R  
XD3JWAHLG

ANDERSON KIA MITSUBISHI  
Stock Order Analysis

2/16/17 8:56:18

From 1/01/17 to 1/31/17	All Manf.	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	61	103	1369.52	1594.40	
Stock Orders Received	101	1465	4388.81	9902.70	
Special Orders Placed	150	535	11093.62	16171.56	
Special Orders Received	157	529	12709.66	15554.64	
Parts Canceled	1	1	175.00	175.00	
Factory Returns					
Core Returns					
Parts On Order		41	2346.52	3003.68	
Parts On Backorder		3	151.80	151.80	
Parts Referred		1	50.24	50.24	



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A11 Manf, A11 Stocking Groups, A11 Parts, A11 Sales Types  
=====  
From 1/01/17 To 1/31/17

	1/01/17	1/31/17	1/01/17	1/31/17	1/01/17	1/31/17
Sales Filled From Shelf	21771.87	15866.71	5905.16	27.1		
Sales Filled By NG	26853.27	19037.65	7815.62	29.1		
Sales Filled By EP	13794.97	10359.71	3435.26	24.9		
Sales Filled By SO	62420.11	45264.07	17156.04	27.5		
Total Sales	-1523.75	-1523.75	-24.95	-52.0		
Returns To Inventory	-47.98	-23.03	-24.95			
Returns Not To Inventory	-1571.73	-1546.78	-24.95	-1.6		
Total Returns	60848.38	43717.29	17131.09	28.2		
Net Sales	11.9%	19.2%	57.2%			
Filled From Shelf-Counter	42.5%	42.2%	43.2%			
Filled Same Day--Counter	61.0%	64.6%	27.0%			
Filled Same Day--Service	83.5%	82.8%	85.1%			

=====  
 A11 Manf. A11 Stocking Groups  
 =====

Changes to Status:		Phase-In	Phase-Out
February 2017			1
October 2016 To January 2017			4
July 2016 To October 2016			4
April 2016 To July 2016			
January 2016 To April 2016			2
October 2015 To January 2016		30	983
October 2015 and Older		109	2228
Inactive Parts to Phase-In		179	
Parts to Phase-Out		52	
Parts Excluded From Phase-In		1536	
Non-Stocked Parts with On Hand		1385	
Superseded Parts with On Hand		102	
Active Parts with No Sales			

cm 1/01/17 to 1/31/17 All Manf, All Stocking Groups

Part Number/Description	Date	CP	Qty	Value
D9F40 AK900 : SPARE TIRE KIT	1/31/17		-1	-100.00
P8790 1P200A : CABIN AIR FILTER	1/23/17		-1	-13.95
UKH15 1856S : SOLUS KH-16 BW	1/23/17		-4	-292.00
26300 35504 : FILTER ASSY-ENGINE O	1/23/17		-2	-7.90
28113 2S000 : FILTER-AIR CLEANER	1/23/17		-1	-10.00
81926 1U000 : PIN	1/09/17		-10	-4.70
82652 2T000KCSOK : COVER-FR DR O/S HDL	1/31/17		-1	-4.05
82652 2T000STMOK : COVER-FR DR O/S HDL	1/31/17		-1	-4.05
97200 B2020 : HEATER COMPLETE	1/31/17		-1	-638.14
D116 : WIPER	1/23/17		-8	-34.48
R7502 : OIL FILTER	1/23/17		-1	-2.22
13637MXK : 265/70R17 NEXEN RODIAN AT	1/09/17		-4	-434.04

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cm 1/01/17 to 1/31/17 All Manf, All Stocking Groups
Part Number/Description Reason Date CP Qty Value
-----
R6560 1U0000CA-C : Core Charge: R65601U0000CA 1/31/17 JCB -1 -1400.00
UHK17 13590 : S400 BW 1/26/17 EP -1 -95.00
09100 2K993 : SPARE TIRE KIT 1/20/17 JTW -1 -100.00
26410 2G100 : COOLER ASSY-ENG OIL 1/26/17 JCB -1 -224.14
26420 25400 : FIX BOLT-OIL COOLER 1/25/17 JCB -1 -17.40
36100 2B100RU-C : Core Charge: 361002B100RU 1/31/17 JCB -1 -75.00
4CF40 AC900 : SPARE TIRE KIT 1/20/17 JTW -1 -100.00
4CF40 AC950 : SPARE TIRE KIT 1/20/17 JTW -2 -200.00
81230 2W000 : #LATCH ASSY-TRAIL GAT 1/30/17 JCB -1 -49.29
91299 1F020QQK : HYDRAULIC MODULE CON 1/18/17 EP -1 -1.00
93741 1U000 : SWITCH ASSY-TIE ROD 1/23/17 JCB -1 -17.43
MR476457 : END ASSY,TIE ROD 1/05/17 JCB -1 -28.81
MR537964 : SWITCH,CRUISE CONTROL 1/31/17 EP -1 -27.94
MR589336 : LINK ASSY,RR SUSP STABI 1/31/17 EP -1 -15.05
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All Manf, All OEM Cd, All SGrp  
=====

	%	#	Pieces	Value
Active Parts: Stocked	.5	31	69	696.72
Active Parts: With Excess Stock	12.6	56	5936	17579.42
Active Parts: Understocked	.1	16	17	199.80
Active Parts: To Phase Out	.9	52	150	1290.72
Total Active Parts	14.2	155	6172	19766.66
Superceded With On Hand	8.2	102	270	11501.70
Inactive With On Hand	77.6	1385	4323	108190.38
Total Inventory To Sell	100.0	1642	10765	139458.74
Cores on Hand		2	2	150.00
Negative On Hand		0	0	.00
Total of Inventory		1644	10767	139608.74
Parts on Open Repair Orders		83	149	9359.03
Value of Inventory		1727	10916	148967.77
Not on Factory Master		8514	3399	15803.07
Parts Without Cost		282	44	.00

	Value
Idle Parts Total	55024.42
Current Parts Total	18319.77
Total Parts	73344.19
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Capital Percentage (1)/(3)	75.02%

the Shelf Fill Rate	
	Quantity
Total Off the Shelf	105
Total Other	0
Total Quantity Sold	105
the Shelf Fill Rate (1)/(3)	100.0%

e Turn	
	Value
Annualization Ratio (365/ 31) =	11.774
Total Stock Orders	9816.00
Annualized Stock Orders	115573.58
Inventory Value	73344.19
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
True Turn (3)/(4)	1.58

ts with Negative on Hand				
	Part Numbers	Cost	Qty	Extended
al of Negative on Hand	0	.00	0	.00

t Sales				
	Part Numbers	Cost	Qty	Extended
al Lost Sales	1	2.94	5	14.70

ts Without Cost				
	Part Numbers	Cost	Qty	Extended
al Parts Without Cost	32			

ts With No Bin Location				
	Part Numbers	Cost	Qty	Extended
al Parts with No Bin Location	0	.00	0	.00

	Value
Idle Parts Total	14956.67
Current Parts Total	35651.01
Total Parts	50607.68

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

Capital Percentage (1)/(3) 29.55%

the Shelf Fill Rate

	Quantity
Total Off the Shelf	327
Total Other	0
Total Quantity Sold	327
the Shelf Fill Rate (1)/(3)	100.0%

Turn

	Value
Annualization Ratio (365/ 31) =	11.774
Total Stock Orders	11287.00
Annualized Stock Orders	132893.14
Inventory Value	50607.68
True Turn (3)/(4)	2.63

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

ts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
al of Negative on Hand	3	106.27	10-	137.42-

t Sales

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

ts Without Cost

	Part Numbers
al Parts Without Cost	51

ts With No Bin Location

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

PD3022R  
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ANDERSON KIA MITSUBISHI  
Inventory Aging by Last Sold

2/16/17

TOTAL

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	795	50.0	50.0	57174	41.2	41.2
2016 February or Older	299	18.8	68.8	24853	17.9	59.1
2016 March	20	1.3	70.0	1057	.8	59.9
2016 April	23	1.4	71.5	1077	.8	60.7
2016 May	16	1.0	72.5	328	.2	60.9
2016 June	25	1.6	74.0	1849	1.3	62.2
2016 July	17	1.1	75.1	678	.5	62.7
2016 August	27	1.7	76.8	2138	1.5	64.3
2016 September	36	2.3	79.1	4118	3.0	67.2
2016 October	40	2.5	81.6	2516	1.8	69.0
2016 November	36	2.3	83.8	4042	2.9	71.9
2016 December	72	4.5	88.4	5975	4.3	76.3
2017 January	71	4.5	92.8	6469	4.7	80.9
2017 February	114	7.2	100.0	26480	19.1	100.0
Totals	1591	100.0		138754	100.0	
Cores With On Hand	2			150		