

DMS Generating Man ① Report.

All Manf, All OEM Cd, All SGrp

	From	8/01/19	8/01/19	8/01/19	8/01/19
	To	8/31/19	8/31/19	8/31/19	8/31/19
		Sales	Cost	Gross	GP %
Counter Retail Sales		7872.61	4622.90	3249.71	41.3
Counter Internal Sales		584.38	391.27	193.11	33.0
Counter Wholesale Sales		29023.37	23782.04	5241.33	18.1
Total Counter Sales		37480.36	28796.21	8684.15	23.2
RO Customer Pay Sales		56390.17	33606.09	22784.08	40.4
RO Internal Pay Sales		8090.33	5110.46	2979.87	36.8
RO Warranty Sales		111866.01	82707.89	29158.12	26.1
RO Service Contract Sales		7580.11	5042.29	2537.82	33.5
Total RO Sales		183926.62	126466.73	57459.89	31.2
Total Sales		221406.98	155262.94	66144.04	29.9
Total Returns		-14877.60	-14312.27	-565.33	-3.8
Total Net Sales		206529.38	140950.67	65578.71	31.8



From	8/01/19 to	8/31/19	All HY	Stocking #	Groups Pieces	Cost	Value
Stock Orders Placed				424	1090	17509.85	24438.06
Stock Orders Received				533	5334	44993.71	63798.84
Special Orders Placed				362	591	62182.08	65511.82
Special Orders Received				359	583	62440.60	65838.48
Parts Canceled				12	33	893.04	1319.82
Factory Returns				10	17	1798.35	2032.16
Core Returns				7	8	6800.00	7800.00
Parts On Order					970	7237.61	9686.60
Parts On Backorder					5	457.55	493.64
Parts Referred					8	4999.61	4999.61

SOP

(2)

C/W R.O.	PART DESCRIPTION	ADVISOR NAME	PAID IN FULL	DATE ORDERED	DATE ARRIVED	DATE CUST NOTIFIED	APPT DATE	TOTAL DMS ON SHELF	COST \$	RETURN TO OE DATE	PUT IN STOCK DATE
10132	SNAP-RING	PETER	NO	9/23/19	9/25/19	9/25/19		7	\$4.56	10/25/19	
10110-1	MEMBER ASSY-RR FLR 5	COUNTER INV	NO	9/30/2019	10/2/2019	10/2/19		2	365.63	11/1/2019	
RO10202-1	DUCT ASSY-SIDE AIR V	CARL HAMILTON	NO	9/30/2019	10/2/2019	10/2/19		2	41.62	11/1/2019	
RO10221	COIL ASSY-IGNITION	CARL HAMILTON	NO	9/30/2019	10/2/2019	10/2/19		2	69.83	11/1/2019	
RO10187	REMAN ATM ASSY	PETER ARMANICUS	NO	10/1/2019	10/03/19	10/3/19		1	630	11/2/2019	
10115-1	KEY-BLANKING PIC	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	11.47	11/2/2019	
10115-1	FOB-SMART KEY	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	153.99	11/2/2019	
10117	LAMP ASSY-HEAD LH	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	834.34	11/2/2019	
10117	SUB ASSY-HEAD LAMP R	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	518.69	11/2/2019	
10118	GUIDE CHAIN LOWER	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	2.72	11/2/2019	
10118	GUIDE-CHAIN UPPER	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	4.35	11/2/2019	
RO10076	S/BELT ASSY-FR LH	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	760.34	11/2/2019	
RO10035	MOTOR ASSY-R/ROOFRO	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	249.93	11/2/2019	
RO10261	PIN-DOWEL	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	0.37	11/2/2019	
RO10261	GASKET KIT-ENGINE OV	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	149.21	11/2/2019	
RO10261	NIPPLE-HEATER	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	14.44	11/2/2019	
RO10261	NIPPLE-HEATER	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	6.28	11/2/2019	
RO10261	COVER ASSY-TIMING CH	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	321.84	11/2/2019	
RO10261	BOLT-CYLINDER HEAD	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	6.18	11/2/2019	
RO10261	BOLT-CYLINDER HEAD	BENEDICTO GONZALEZ	NO	10/1/2019	10/03/19	10/3/19		1	5.71	11/2/2019	
10118	GUIDE CHAIN LOWER	COUNTER INV	NO	10/1/2019	10/03/19	10/3/19		1	2.72	11/03/19	

\$4,174.22

Print this out and bring to parts class. Write your name, class # and brand on the top right.

Please add up the cost of all parts that are entered into column "J".

PLEASE POST THE OLDEST
SOP'S FIRST

Please place this into your class site drop box called 20 SOP
Exercise when completed

~~EO~~ OE parts (5)

FACTORY RETURN
#

Dealer	CA376 : HUNTINGTON BEACH HYUNDAI
Your Next Semi-Annual Return Period	
Prior Year	\$4,948.86
Current Year	\$15,226.94
Accrued Allowance	\$20,175.80
YTD Allowance Consumed	\$17,497.55
YTD Allowance Pending	\$0.00
Available Allowance	\$2,678.25



HUNTINGTON BEACH HYUNDAI

16751 Beach Blvd - Huntington Beach, CA 92647
(714) 594-1000 www.huntingtonbeachhyundai.com

②

PURCHASE ORDER	
70013184	1
DATE	AMOUNT
3/04/19	50.89

VENDOR
RUSSELL WESTBROOK HYUNDAI OF ANAHEIM 1271 AUTO CENTER DR ANAHEIM, CA 92806

WRITTEN BY
Jose Banuelos 3/04/19 10:21:06 RO# 60025856 INV# 50029530 For: CPID: 917

QTY	DESCRIPTION OF PURCHASE	ACCOUNT : CONTROL	EACH	EXTENDED
1	392502G100:SENSOR ASSY-KNOCK	242A:RUSS001	50.89	50.89

TOTAL PURCHASE ORDER 50.89

Authorized By _____



	Value
(1)Idle Parts Total	6435.72
(2)Current Parts Total	117962.52
(3)Total Parts	124398.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	5.17%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	2406
(2)Total Other	69
(3)Total Quantity Sold	2475
Off the Shelf Fill Rate (1)/(3)	97.2%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	129208.00
(3) Annualized Stock Orders	1521294.99
(4) Inventory Value	124398.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	12.23

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	37.44	4-	149.76-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	32	4433.80	37	4646.59

Parts Without Cost

	Part Numbers
Total Parts Without Cost	28

Parts With No Bin Location

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

All HY Stocking Groups

	%	#	Pieces	Value
Active Parts: Stocked	14.1	316	605	17554.42
Active Parts: With Excess Stock	37.4	376	5213	46567.52
Active Parts: Understocked	2.5	94	421	3171.54
Active Parts: To Phase Out	2.0	27	41	2458.18
Total Active Parts	56.1	813	6280	69751.66
Superceded With On Hand	.0	0	0	.00
Inactive With On Hand	43.9	443	900	54646.58
Total Inventory To Sell	100.0	1256	7180	124398.24
Cores on Hand		6	10	9800.00
Negative On Hand		1	4	149.76
Total of Inventory		1263	7186	134048.48
Parts on Open Repair Orders		96	145	9202.07
Value of Inventory		1359	7331	143250.55
Not on Factory Master		144	10	295.56
Parts Without Cost		28	0	.00

All HY Stocking Groups		In	Last				
MF	Part Number/Description	Invent	Sale	Bin/Shelf	Qty	Cost	Ext Cost
HY	28312-2G000 : GASKET-THROTTLE BODY	8/26/19	8/27/19	109	1	3.84	3.84
HY	28313-2G010 : GASKET-INTAKE MANIFOLD.FR	8/26/19	8/27/19	109	2	4.78	9.56
HY	28314-2G010 : GASKET-INTAKE MANIFOLD.RR	8/26/19	8/27/19	109	2	4.55	9.10
HY	44500-18EA0 : GEAR DRIVE UNIT ASSY	8/13/19		SPORD	1	994.31	994.31
HY	46313-39051 : VALVE-SOLENOID	8/30/19	9/18/19	SPORD	1	56.08	56.08
HY	54651-G2600 : STRUT ASSY-FR.LH	8/30/19	8/30/19	SPORD	1	113.80	113.80
HY	56390-F2501 : COLUMN & HOUSING ASSY	8/15/19	8/15/19	SPORD	2	566.05	1132.10
HY	69510-3X000 : DOOR ASSY-FUEL FILLER	8/30/19	8/30/19	124	1	36.96	36.96
HY	81230-B1000 : LATCH ASSY-TRUNK LID	8/05/19	8/07/19	124	1	116.66	116.66
HY	88110-B1160 : TRACK ASSY-FR SEAT DRIVER	8/30/19	8/30/19	SPORD	1	1401.74	1401.74
HY	92142-C1000 : BRACKET-H/LAMP MTG SUPT,RH	8/16/19	8/16/19	134	1	4.10	4.10

Grand Total: 3878.25

From 8/01/19 to 8/31/19 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases			
Manual Decreases	2	-4	-126.67
Net Manual Adjustments	2	-4	-126.67
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	6	2118	224.22
LIFO Decreases	3	335	-69.34
Net LIFO Adjustments	9	2453	154.88

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 All HY Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
September	2019			44	35
May	2019	To August	2019	212	77
February	2019	To May	2019	114	136
November	2018	To February	2019	147	146
August	2018	To November	2018	13	35
May	2018	To August	2018	7	20
May	2018	and Older		113	451
Inactive Parts to Phase-In				3	
Parts to Phase-Out				27	
Parts Excluded From Phase-In				2217	
Non-Stocked Parts with On Hand				443	
Superceded Parts with On Hand					
Active Parts with No Sales				4	

All HY Stocking Groups, Active Parts, All Sales Types					
	From	8/01/19	8/01/19	8/01/19	8/01/19
	To	8/31/19	8/31/19	8/31/19	8/31/19
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		41228.02	26754.94	14473.08	35.1
Sales Filled By NG		943.13	662.98	280.15	29.7
Sales Filled By EP		990.61	587.73	402.88	40.7
Sales Filled By SO		2858.88	1967.01	891.87	31.2
Total Sales		46020.64	29972.66	16047.98	34.9
Returns To Inventory		-1242.66	-1148.84	-93.82	-7.5
Returns Not To Inventory					
Total Returns		-1242.66	-1148.84	-93.82	-7.5
Net Sales		44777.98	28823.82	15954.16	35.6
Filled From Shelf-Counter		79.7%	81.6%	72.6%	
Filled From Shelf-Service		94.7%	94.7%	94.6%	
Filled Same Day--Counter		82.9%	84.3%	77.3%	
Filled Same Day--Service		96.6%	96.4%	96.8%	

Initial Values

Clear Counterperson Name
 Cashier To Print Invoices
 Parts Entry Additional Info Default
 Special Order Fill Method*
 Special Order Deposit %: Parts
 Days to Retain: On Hold
 Number Of Days On Ranking Report
 Lost Sale Logging Option*
 Add Stocked Returns To Inventory
 Allow Negative On Hand
 Print Invoice If No Deposit
 Print Special Order Tag
 Allow Flat Pricing On: Internal RO
 Enter Packing Slip Number
 Parts Retrieval By OEM Code
 Accounts: Spec Order Deposit* 317 Freight* 073D

Order Number
 100 Service 100
 1 Quotes 5
 365
 Parts with Lost Sale Only

Include Neg on hand qty
 in order calculation

All Price Levels