
 All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	13.6	854	2090	55909.69
Active Parts: With Excess Stock	17.4	909	6292	71616.12
Active Parts: Understocked	.2	24	199	1019.05
Active Parts: To Phase Out	28.5	2628	4840	117477.08
Total Active Parts	59.7	4415	13421	246021.94
Superceded With On Hand	9.4	421	2227	38763.90
Inactive With On Hand	30.9	1249	7027	127213.68
Total Inventory To Sell	100.0	6085	22675	411999.52
Cores on Hand		121	136	20254.50
Negative On Hand		0	0	.00
Total of Inventory		6206	22811	432254.02
Parts on Open Repair Orders		262	486	11463.07
Value of Inventory		6468	23297	443717.09
Not on Factory Master		31643	5450	36961.42
Parts Without Cost		234	20	.00

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 All Manf, All OEM Cd, All SGrp, All Parts

	Parts	%	Acum%	Value	%	Acum%
Never Sold	587	10.5	10.5	36982	9.0	9.0
2019 March or Older	3009	53.7	64.2	182757	44.6	53.6
2019 April	92	1.6	65.8	5360	1.3	54.9
2019 May	81	1.4	67.3	7434	1.8	56.7
2019 June	89	1.6	68.9	4866	1.2	57.9
2019 July	100	1.8	70.7	6135	1.5	59.4
2019 August	108	1.9	72.6	7670	1.9	61.3
2019 September	125	2.2	74.8	8613	2.1	63.4
2019 October	184	3.3	78.1	11605	2.8	66.2
2019 November	159	2.8	80.9	16101	3.9	70.2
2019 December	262	4.7	85.6	18390	4.6	74.8
2020 January	291	5.2	90.8	28495	7.0	81.7
2020 February	497	8.9	99.7	62272	15.2	96.9
2020 March	18	.3	100.0	12525	3.1	100.0
Totals	5602	100.0		409805	100.0	
Cores With On Hand	130			21121		

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NERESON CHEVROLET CADILLAC INC
Sales Analysis

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All Manf, All OEM Cd, All SGrp

	From	2/01/20	2/01/20	2/01/20	2/01/20
	To	2/29/20	2/29/20	2/29/20	2/29/20
		Sales	Cost	Gross	GP %
===== Counter Retail Sales		4147.29	2631.80	1515.49	36.5
Counter Internal Sales		2200.66	1248.44	952.22	43.3
Counter Wholesale Sales		24626.07	18732.29	5993.78	23.9
Total Counter Sales		30974.02	22612.53	8361.49	27.0
RO Customer Pay Sales		189056.97	122400.12	66656.85	35.3
RO Internal Pay Sales		23888.96	14041.08	9847.88	41.2
RO Warranty Sales		28073.02	14417.22	13655.80	48.6
RO Service Contract Sales		9404.66	6679.87	2724.79	29.0
Total RO Sales		250423.61	157538.29	92885.32	37.1
Total Sales		281397.63	180150.82	101246.81	36.0
Total Returns		-11756.40	-11428.55	-327.85	-2.8
Total Net Sales		269641.23	168722.27	100918.96	37.4

RRICH619 Sales Source Analysis

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All Manf, All Stocking Groups, All Parts, All Sales Types
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      From 2/01/20 2/01/20 2/01/20 2/01/20
      To 2/29/20 2/29/20 2/29/20 2/29/20
      Sales      Cost      Gross      GP %
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Sales Filled From Shelf      86026.13  49455.71  36570.42   42.5
Sales Filled By NG           14.72     5.14     9.58      65.1
Sales Filled By EP      187241.78  126586.75  60655.03   32.4
Sales Filled By SO           8115.00   4103.22   4011.78   49.4
Total Sales                281397.63  180150.82  101246.81   36.0

Returns To Inventory      -11204.59 -11009.58  -195.01   -1.7
Returns Not To Inventory   -551.81   -418.97   -132.84  -24.1
Total Returns              -11756.40 -12428.55  -327.95   -2.8

Net Sales                  269641.23  168722.27  100918.96   37.4

Filled From Shelf-Counter    56.3%     57.3%     53.4%
Filled From Shelf-Service    27.4%     23.2%     34.6%
Filled Same Day--Counter     97.1%     97.4%     96.2%
Filled Same Day--Service     97.1%     97.8%     96.0%
    
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All Manf, All Stocking Groups
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Changes to Status:			Phase-In	Phase-Out
March	2020		24	10
November	2019 To February	2020	27	41
August	2019 To November	2019	9	34
May	2019 To August	2019	4	35
February	2019 To May	2019	36	21
November	2018 To February	2019	35	24
November	2018 and Older		2277	1337
Inactive Parts to Phase-In			216	
Parts to Phase-Out			2628	
Parts Excluded From Phase-In			257	
Non-Stocked Parts with On Hand			1249	
Superseded Parts with On Hand			421	
Active Parts with No Sales			51	

RRICH619 Inventory Adjustments

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From 2/01/20 to 2/29/20 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	152	2962	8385.30
Manual Decreases	32	-52	-2460.02
Net Manual Adjustments	184	2910	5925.28

Physical Inventory Increases
 Physical Inventory Decreases
 Net Physical Inventory Adjustments

LIFO Increases	78	171	791.61
LIFO Decreases	6	43	-54.35
Net LIFO Adjustments	84	214	737.26

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NERESON CHEVROLET CADILLAC INC
Stock Order Analysis

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From 2/01/20 to 2/29/20 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	432	763	15370.97	19038.26
Stock Orders Received	533	2088	23775.80	39506.00
Special Orders Placed	92	115	8626.44	8731.87
Special Orders Received	85	108	6950.62	7056.65
Parts Canceled	17	71	1195.47	2244.93
Factory Returns	60	68	4114.21	4254.31
Core Returns	23	31	7250.00	7900.00
Parts On Order		25	2540.73	2937.42
Parts On Backorder		9	334.89	410.99
Parts Referred		2	136.65	136.65

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(1) Idle Parts Total 159259.91
 (2) Current Parts Total 190563.41
 (3) Total Parts 349823.32

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

Idle Capital Percentage (1)/(3) 45.53%

Off the Shelf Fill Rate

	Quantity
(1) Total Off the Shelf	2202
(2) Total Other	134
(3) Total Quantity Sold	2336
Off the Shelf Fill Rate (1)/(3)	94.2%

True Turn

	Value
(1) Annualization Ratio (365/ 29) =	12.586
(2) Total Stock Orders	41036.00
(3) Annualized Stock Orders	516479.10
(4) Inventory Value	351756.32
(5) True Turn (3)/(4)	1.47

Parts with Negative on Hand

Part Numbers	Cost	Qty	Extended
	18.79	1-	18.79-

Lost Sales

Part Numbers	Cost	Qty	Extended
	28.98	1	28.98

Total Lost Sales

Part Numbers	Cost	Qty	Extended
	28.98	1	28.98

Parts Without Cost

Part Numbers	Cost	Qty	Extended
	.00	0	.00

Total Parts Without Cost

Parts With NO Bin Location

Part Numbers	Cost	Qty	Extended
	.00	0	.00

Total Parts with NO Bin Location