

PD2007R
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FOWLER HONDA
Inventory Analysis Month End Apr 2020

5/27/20
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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	43.5	2722	3635	208799
Active Parts: With Excess Stock	36.9	1376	9843	176886
Active Parts: Understocked	4.2	575	2687	20302
Active Parts: To Phase Out	.4	39	278	1780
Total Active Parts	85.0	4712	16443	407768
Superceded With On Hand	.1	2	15	441
Inactive With On Hand	14.9	797	1300	71706
Total Inventory To Sell	100.0	5511	17758	479915
Cores on Hand		12	19	982
Negative On Hand		0	0	0
Total of Inventory		5523	17777	480897
Parts on Open Repair Orders		157	365	8599
Value of Inventory		5680	18142	489496
Not on Factory Master		7036	9562	50040
Parts Without Cost		275	0	0

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Inventory Aging by Last Sold

5/27/20

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	53	1.2	1.2	6477	1.4	1.4
2019 May or Older	155	3.4	4.6	11137	2.4	3.8
2019 June	67	1.5	6.1	6191	1.3	5.1
2019 July	114	2.5	8.6	8147	1.7	6.8
2019 August	163	3.6	12.3	14305	3.1	9.9
2019 September	123	2.7	15.0	9394	2.0	11.9
2019 October	149	3.3	18.3	14198	3.0	14.9
2019 November	218	4.8	23.1	19133	4.1	19.0
2019 December	241	5.3	28.5	26179	5.6	24.6
2020 January	326	7.2	35.7	27637	5.9	30.5
2020 February	483	10.7	46.4	47378	10.1	40.6
2020 March	625	13.9	60.3	59872	12.8	53.4
2020 April	657	14.6	74.9	62177	13.3	66.7
2020 May	1132	25.1	100.0	156102	33.3	100.0
Totals	4506	100.0		468329	100.0	
Cores With On Hand	15			1791		

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All Manf. All OEM Cd. All SGrp	From	4/01/20	4/01/20	4/01/20	4/01/20
	To	4/30/20	4/30/20	4/30/20	4/30/20
		Sales	Cost	Gross	GP %
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Counter Retail Sales		6236.89	3712.13	2524.76	40.5
Counter Internal Sales		587.88	355.15	232.73	39.6
Counter Wholesale Sales		134345.15	133678.14	667.01	.5
Total Counter Sales		141169.92	137745.42	3424.50	2.4
RO Customer Pay Sales		75705.10	51356.44	24348.66	32.2
RO Internal Pay Sales		44079.88	28473.97	15605.91	35.4
RO Warranty Sales		22569.62	12689.27	9880.35	43.8
RO Service Contract Sales		3142.33	2285.57	856.76	27.3
Total RO Sales		145496.93	94805.25	50691.68	34.8
Total Sales		286666.85	232550.67	54116.18	18.9
Total Returns		-16896.60	-16027.68	-868.92	-5.1
Total Net Sales		269770.25	216522.99	53247.26	19.7

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All Manf.	All Stocking Groups.	All Parts.	All Sales Types		
	From	4/01/20	4/01/20	4/01/20	4/01/20
	To	4/30/20	4/30/20	4/30/20	4/30/20
		Sales	Cost	Gross	GP %
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Sales Filled From Shelf		222395.86	178215.21	44180.65	19.9
Sales Filled By NG		139.28	94.12	45.16	32.4
Sales Filled By EP		13394.70	9620.07	3774.63	28.2
Sales Filled By SO		50737.01	44621.27	6115.74	12.1
Total Sales		286666.85	232550.67	54116.18	18.9
Returns To Inventory		-16860.31	-15994.69	-865.62	-5.1
Returns Not To Inventory		-36.29	-32.99	-3.30	-9.1
Total Returns		-16896.60	-16027.68	-868.92	-5.1
Net Sales		269770.25	216522.99	53247.26	19.7
Filled From Shelf-Counter		67.4%	70.0%	36.9%	
Filled From Shelf-Service		87.6%	86.4%	89.7%	
Filled Same Day--Counter		68.0%	70.6%	33.3%	
Filled Same Day--Service		96.1%	95.7%	96.9%	

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All Manf. All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
May	2020			420	201
January	2020	To April	2020	889	429
October	2019	To January	2020	777	497
July	2019	To October	2019	348	542
April	2019	To July	2019	303	400
January	2019	To April	2019	202	369
January	2019	and Older		1732	6149
Inactive Parts to Phase-In				33	
Parts to Phase-Out				31	
Parts Excluded From Phase-In				411	
Non-Stocked Parts with On Hand				860	
Superceded Parts with On Hand				4	
Active Parts with No Sales				1	

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From 4/01/20 to 4/30/20 All Manf. All Stocking Groups
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	#	Pieces	Value
Manual Increases	39	950	4493.82
Manual Decreases	51	-465	-5570.81
Net Manual Adjustments	90	485	-1076.99

Physical Inventory Increases
Physical Inventory Decreases
Net Physical Inventory Adjustments

LIFO Increases	17	30	226.67
LIFO Decreases	39	179	-409.25
Net LIFO Adjustments	56	209	-182.58

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Stock Order Analysis

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From	4/01/20 to	4/30/20	All Manf.	All OEM Cd.	All SGrp		
			#	Pieces		Cost	Value
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Stock Orders Placed			1607	2763		110783.68	129905.64
Stock Orders Received			1545	5424		100158.57	136396.07
Special Orders Placed			668	898		62423.20	66496.34
Special Orders Received			632	859		54153.28	57946.88
Parts Canceled			99	147		11493.03	12414.76
Factory Returns			94	106		6483.33	6709.55
Core Returns							
Parts On Order				70		1966.57	5139.37
Parts On Backorder				12		1377.26	1377.26
Parts Referred				19		1905.02	2157.90