

Porcaro Ford

Sales Summary - Source 1

05/01/2020

Scan Date:05/01/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	116	403
Sales	\$ 4,270.46	9,260.23
Cost	2,810.93	7,439.36
Gross Profit	\$ 1,459.53	1,820.87
Profitability	34.18%	19.66%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1411	1415	85
Sales	\$ 49,782.55	82,475.92	6,400.51
Cost	31,366.74	44,433.51	4,826.29
Gross Profit	\$ 18,415.81	38,042.41	1,574.22
Profitability	36.99%	46.13%	24.60%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost .....	.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Pieces	3430
Sales	152,189.67
Cost	90,876.83
Gross	61,312.84
Profitability	40.29%
Gross Turn39
True Turn36
Return On Investment	26.32%

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Sales Summary - Source 2

05/01/2020

Scan Date:05/01/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	5	6
Sales	\$ 44.04	323.95
Cost	22.20	268.00
Gross Profit	\$ 21.84	55.95
Profitability	49.59%	17.27%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	155	63	14
Sales	\$ 4,999.11	365.68	637.01
Cost	2,875.15	83.89	432.89
Gross Profit	\$ 2,123.96	281.79	204.12
Profitability	42.49%	77.06%	32.04%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	1
Sales	\$.00	.00	50.00
Cost .....	.00	.00	25.00
Gross Profit	\$.00	.00	25.00
Profitability .....	.00%	.00%	50.00%

Total Pieces	244
Sales	6,419.79
Cost	3,707.13
Gross	2,712.66
Profitability	42.25%
Gross Turn22
True Turn22
Return On Investment	16.37%

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Received Stock For Month

05/01/2020

Scan Date:05/01/20
Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 48,238.26	2,130	66.92
In Special Orders	\$ 36,152.22	1,057	33.21
In Emergency Purchases	\$ -20.48	-4	-.13
Total Stocked In	\$ 84,370.00	3,183	
Total Sold Out	\$ 90,876.83	3,430	107.76
Net Increase/Decrease	\$ -6,506.83	-247	

Source 2

	Cost	Pieces	% Total Pieces
In Regular Stock	\$.00	0	.00
In Special Orders	\$ 3,721.74	108	100.00
In Emergency Purchases	\$.00	0	.00
Total Stocked In	\$ 3,721.74	108	
Total Sold Out	\$ 3,707.13	244	225.93
Net Increase/Decrease	\$ 14.61	-136	

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Parts On Purchase Orders/Service RO's

05/01/2020

Scan Date:05/01/20

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	36	69	2697.78
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	170	258	14079.74
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

For Source 2

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	0	0	.00
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	25	27	1275.77
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

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Inventory Analysis - Source 1

05/01/2020

Scan Date:05/01/20

	Part No's	Pcs	Total Cost	% Of Total
From 0 Thru 3 Months	1324	15048	141,152.79	60.6%
From 4 Thru 6 Months	438	1536	39,817.74	17.1%
From 7 Thru 9 Months	209	521	12,434.24	5.3%
From 10 Thru 12 Months	166	439	8,483.21	3.6%
From 13 Thru 18 Months	287	744	17,739.34	7.6%
From 19 Thru 24 Months	147	329	5,916.90	2.5%
Greater Than 24 Months	155	408	7,386.32	3.2%
Total Of Parts Over 365 Days	578	1469	31,042.56	13.3%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	2726	19025	232,930.54	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	128	271	{ 28,009.00}	12.0%
Total Of Inventory Including Cores	2726	19025	232,930.54	100.0%
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Total Of Lost Sales (Non-Stk).....	3	3	119.71	.1%
Of Lost Sales (Stock).....	2	2	165.50	.1%
Total Of Lost Sales (Non-Stk Value)	3	0	.00	.0%
Of Lost Sales (Stock Value) ..	2	37	668.24	.3%
Total Of Returnable Items.....	2332	9069	140,160.51	60.2%
Of Last-Time Returnable.....	27	52	2,698.88	1.2%
Of Non-Returnable Items.....	284	9633	76,108.15	32.7%
Parts With Negative On-Hand.....	13	23	1,728.60	.7%
Normal Stocking With 0 On-Hand....	56	0	.00	.0%
Part Numbers Added W/O Stock	11	0	.00	.0%
Part Numbers Added With Stock	173	73	3,113.11	1.3%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	15	63	316.66	
Manual Adjustments Down (-)	1	18	64.08	

		Non-Ret
Total Normal Stocking Part Numbers	823	84
Of On-Hand Stock At Current Cost	68,400.08	19,819.29
Of On-Hand Pieces	7397	
Current Month Unit Sales	1105	
Of 12-Month Unit Sales	19071	
Percent Of On-Hand To Unit Sales	257.8%	
Total Special Order & Other Non-Stocking	1829	191
Of On-Hand Stock At Current Cost	135,394.91	44,701.21
Of On-Hand Pieces	11345	
Current Month Unit Sales	1361	
Of 12-Month Unit Sales	24729	
Percent Of On-Hand To Unit Sales	218.0%	

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Inventory Analysis - Source 2

05/01/2020

Scan Date:05/01/20

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	60	6703	9,025.59	54.5%
From 4 Thru 6 Months	17	692	3,259.99	19.7%
From 7 Thru 9 Months	10	71	666.05	4.0%
From 10 Thru 12 Months	7	46	587.48	3.5%
From 13 Thru 18 Months	5	15	673.63	4.1%
From 19 Thru 24 Months	6	27	840.45	5.1%
Greater Than 24 Months	15	54	1,513.42	9.1%
Total Of Parts Over 365 Days	26	96	3,027.50	18.3%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	120	7608	16,566.61	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	1	2	{ 30.00}	.2%
Total Of Inventory Including Cores	120	7608	16,566.61	100.0%
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Total Of Lost Sales (Non-Stk)	0	0	.00	.0%
Of Lost Sales (Stock)	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	120	7606	16,536.61	99.8%
Parts With Negative On-Hand.....	3	3	14.84	.1%
Normal Stocking With 0 On-Hand....	0	0	.00	.0%
Part Numbers Added W/O Stock	0	0	.00	.0%
Part Numbers Added With Stock	0	0	.00	.0%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	0	0	.00	
Manual Adjustments Down (-)	1	1	1.39	

		Non-Ret
Total Normal Stocking Part Numbers	4	4
Of On-Hand Stock At Current Cost	550.95	550.95
Of On-Hand Pieces	65	
Current Month Unit Sales	2	
Of 12-Month Unit Sales	38	
Percent Of On-Hand To Unit Sales	58.5%	
Total Special Order & Other Non-Stocking	115	115
Of On-Hand Stock At Current Cost	15,854.20	15,854.20
Of On-Hand Pieces	7520	
Current Month Unit Sales	121	
Of 12-Month Unit Sales	2879	
Percent Of On-Hand To Unit Sales	38.3%	

Porcaro Ford

True Turns/Fill Y Stock Status Source 1

05/01/2020

Scan Date:05/01/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 501)

Total In-Stock Value Of Inventory	3,278.41
12-Month Cost Of Sales	24,093.75
Turns	7.35
 Total Part Numbers	 4
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class B Parts (Four Quarter Sales From 102 To 501)

Total In-Stock Value Of Inventory	6,142.29
12-Month Cost Of Sales	56,715.14
Turns	9.23
 Total Part Numbers	 30
Part Numbers with Zero On Hand	2
Fill Ratio	93.33%

Class C Parts (Four Quarter Sales From 37 To 101)

Total In-Stock Value Of Inventory	9,724.72
12-Month Cost Of Sales	88,266.51
Turns	9.08
 Total Part Numbers	 67
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class D Parts (Four Quarter Sales From 14 To 36)

Total In-Stock Value Of Inventory	14,797.70
12-Month Cost Of Sales	70,886.38
Turns	4.79
 Total Part Numbers	 117
Part Numbers with Zero On Hand	2
Fill Ratio	98.29%

Class E Parts (Four Quarter Sales From 0 To 13)

Total In-Stock Value Of Inventory	34,456.96
12-Month Cost Of Sales	70,640.08
Turns	2.05
 Total Part Numbers	 605
Part Numbers with Zero On Hand	52
Fill Ratio	91.40%

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True Turns/Fill Y Stock Status Source 2

05/01/2020

Scan Date:05/01/20

Class A Parts (Four Quarter Sales Greater Than 48)

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class B Parts (Four Quarter Sales From 37 To 48)

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class C Parts (Four Quarter Sales From 25 To 36)

Total In-Stock Value Of Inventory	220.15
12-Month Cost Of Sales	349.65
Turns	1.59
Total Part Numbers	1
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class D Parts (Four Quarter Sales From 13 To 24)

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class E Parts (Four Quarter Sales From 0 To 12)

Total In-Stock Value Of Inventory	330.80
12-Month Cost Of Sales	48.00
Turns .....	.15
Total Part Numbers	3
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Porcaro Ford

Sales Summary - All Sources

05/01/2020

Scan Date:05/01/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	121	409
Sales	\$ 4,314.50	9,584.18
Cost	2,833.13	7,707.36
Gross Profit	\$ 1,481.37	1,876.82
Profitability	34.33%	19.58%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1566	1478	99
Sales	\$ 54,781.66	82,841.60	7,037.52
Cost	34,241.89	44,517.40	5,259.18
Gross Profit	\$ 20,539.77	38,324.20	1,778.34
Profitability	37.49%	46.26%	25.27%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	1
Sales	\$.00	.00	50.00
Cost .....	.00	.00	25.00
Gross Profit	\$.00	.00	25.00
Profitability .....	.00%	.00%	50.00%

Total Pieces.....	3674
Sales	158,609.46
Cost	94,583.96
Gross	64,025.50
Profitability	40.37%
Gross Turn38
True Turn35
Return On Investment	25.66%

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Receipted Stock For Month

05/01/2020

Scan Date:05/01/20
For All Sources

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 48,238.26	2,130	64.72
In Special Orders	\$ 39,873.96	1,165	35.40
In Emergency Purchases	\$ -20.48	-4	-.12
Total Stocked In	\$ 88,091.74	3,291	
Total Sold Out	\$ 94,583.96	3,674	111.64
Net Increase/Decrease	\$ -6,492.22	-383	

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Parts On Purchase Orders/Service RO's

05/01/2020

Scan Date:05/01/20

For All Sources

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	36	69	2697.78
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	195	285	15355.51
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

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Inventory Analysis - All Sources

05/01/2020

Scan Date:05/01/20

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	1384	21751	150,178.38	60.2%
From 4 Thru 6 Months	455	2228	43,077.73	17.3%
From 7 Thru 9 Months	219	592	13,100.29	5.3%
From 10 Thru 12 Months	173	485	9,070.69	3.6%
From 13 Thru 18 Months	292	759	18,412.97	7.4%
From 19 Thru 24 Months	153	356	6,757.35	2.7%
Greater Than 24 Months	170	462	8,899.74	3.6%
Total Of Parts Over 365 Days	604	1565	34,070.06	13.7%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	2846	26633	249,497.15	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	129	273	{ 28,039.00}	11.2%
Total Of Inventory Including Cores	2846	26633	249,497.15	100.0%
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Total Of Lost Sales (Non-Stk)	3	3	119.71	.0%
Of Lost Sales (Stock)	2	2	165.50	.1%
Total Of Lost Sales (Non-Stk Value)	3	0	.00	.0%
Of Lost Sales (Stock Value) ..	2	37	668.24	.3%
Total Of Returnable Items.....	2332	9069	140,160.51	56.2%
Of Last-Time Returnable.....	27	52	2,698.88	1.1%
Of Non-Returnable Items.....	404	17239	92,644.76	37.1%
Parts With Negative On-Hand.....	16	26	1,743.44	.7%
Normal Stocking With 0 On-Hand....	56	0	.00	.0%
Part Numbers Added W/O Stock	11	0	.00	.0%
Part Numbers Added With Stock	173	73	3,113.11	1.2%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	15	63	316.66	
Manual Adjustments Down (-)	2	19	65.47	

		Non-Ret
Total Normal Stocking Part Numbers	827	88
Of On-Hand Stock At Current Cost	68,951.03	20,370.24
Of On-Hand Pieces	7462	
Current Month Unit Sales	1107	
Of 12-Month Unit Sales	19109	
Percent Of On-Hand To Unit Sales	256.1%	
Total Special Order & Other Non-Stocking	1944	306
Of On-Hand Stock At Current Cost	151,249.11	60,555.41
Of On-Hand Pieces	18865	
Current Month Unit Sales	1482	
Of 12-Month Unit Sales	27608	
Percent Of On-Hand To Unit Sales	146.3%	

Porcaro Ford

True Turn/Fill Y Stock Status All Source

05/01/2020

Scan Date:05/01/20 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 885)

Total In-Stock Value Of Inventory	3,278.41
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	4
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class B Parts (Four Quarter Sales From 398 To 885)

Total In-Stock Value Of Inventory	6,142.29
12-Month Cost Of Sales	1.00
Turns .....	.00
Total Part Numbers	30
Part Numbers with Zero On Hand	2
Fill Ratio	93.33%

Class C Parts (Four Quarter Sales From 237 To 389)

Total In-Stock Value Of Inventory	9,944.87
12-Month Cost Of Sales	2.00
Turns .....	.00
Total Part Numbers	68
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class D Parts (Four Quarter Sales From 118 To 228)

Total In-Stock Value Of Inventory	14,797.70
12-Month Cost Of Sales	3.00
Turns .....	.00
Total Part Numbers	117
Part Numbers with Zero On Hand	2
Fill Ratio	98.29%

Class E Parts (Four Quarter Sales From 0 To 109)

Total In-Stock Value Of Inventory	34,787.76
12-Month Cost Of Sales	4.00
Turns .....	.00
Total Part Numbers	608
Part Numbers with Zero On Hand	52
Fill Ratio	91.45%