

ANALYSIS FOR MONTH ENDING 06/30/2020 VENDOR = GM

	No. of Parts	%	VALUE	%	ON-HAND Piece Count	R E C E I P T S				
						STOCKS		SPECIALS		
					PT Ct.	Pc. Ct.	Value	PT Ct.	Pc. Ct.	Value
INVENTORY										
ACTIVE PARTS	1874	13.7	174093.00	31.4	9245					
AUTO PHASE-OUT PARTS	5072	37.0	197077.74	35.5	6272					
DEALER PHASE-OUT PARTS	0		0.00		0					
MANUAL ORDER PARTS	0		0.00		0					
NON-STOCK PARTS	6746	49.3	183626.52	33.1	24084					
TOTAL INVENTORY	13692	100.0	554797.26	100.0	39601					
CLEAN CORES VALUE	664		9031.00		144					
INVENTORY WITH CLEAN CORES	0		563828.26		0					

INVENTORY BY GL

PARTS & ACCESSORIES-INV-G	13147	96.0	486883.84	86.4	31272	COI GL: 242
TIRES-GM	525	3.8	50591.02	9.0	265	COI GL: 243
GAS OIL GREASE-INV-GM	20	.1	26353.40	4.7	8064	COI GL: 244

SALES (AT COST)

ACTIVE PARTS	636	57.1	68250.10	38.7	2919
AUTO PHASE-OUT PARTS	63	5.7	5629.76	3.2	110
DEALER PHASE-OUT PARTS	0		0.00		0
MANUAL ORDER PARTS	0		0.00		0
NON-STOCK PARTS	414	37.2	102543.33	58.1	6293
TOTAL SALES (AT COST)	1113	100.0	176423.19	100.0	9322

TOTAL LOST SALES	10		632.24		21
TOTAL EMERGENCY PURCHASES	152		59790.25		528
LEVEL OF SERVICE		85.6		65.9	

INVENTORY BY SOURCE

SRC 001 STANDARD	11448	83.6	320971.87	57.9	25380	476	1478	26265.58	579	828	80237.44
SRC 003 SPRAY LINER	1		15840.00	2.9	88	0	0	0.00	0	0	0.00
SRC 005 WIPER BLADES	13	.1	310.70	.1	88	8	80	276.00	0	0	0.00
SRC 009 ACCESSORIES-GM	285	2.1	23829.65	4.3	197	9	91	4843.40	20	24	4639.20
SRC 020 TEG CHEMICALS	28	.2	69009.00	12.4	1711	8	247	8330.50	7	249	13272.15
SRC 070 GM OIL	20	.1	26353.40	4.8	8064	11	4712	15486.40	0	0	0.00
SRC 096 TIRES	525	3.8	50591.02	9.1	265	20	58	7602.69	33	85	12780.07
SRC 098 BATTERIES	37	.3	6307.94	1.1	57	8	27	3099.21	2	2	273.51
SRC 099 BEDLINERS/PRO SHOP	1335	9.8	41583.68	7.5	3765	135	286	6230.61	63	170	1423.08

SALES (AT COST) BY SOURCE

SRC 001 STANDARD	836	74.4	132416.30	67.1	2538
SRC 005 WIPER BLADES	11	1.0	300.81	.2	84
SRC 009 ACCESSORIES-GM	17	1.5	6865.50	3.5	95
SRC 020 TEG CHEMICALS	13	1.2	7647.05	3.9	173
SRC 070 GM OIL	13	1.2	17288.37	8.8	5366
SRC 096 TIRES	53	4.7	21622.42	11.0	154
SRC 098 BATTERIES	14	1.2	3862.68	2.0	34
SRC 099 BEDLINERS/PRO SHOP	166	14.8	7196.43	3.6	868

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SALES MOVEMENT

Month End Tot	1866	13.6	160384.56	28.9	27789
NO-SALE 1 TO 3 MONTHS	3502	25.6	107211.02	19.3	2637
NO-SALE 4 TO 6 MONTHS	2535	18.5	56717.95	10.2	1443
NO-SALE 7 TO 9 MONTHS	2065	15.1	53740.92	9.7	2064
NO-SALE 10 TO 12 MONTHS	2061	15.1	25618.18	4.6	1217
NO-SALE 13 TO 15 MONTHS	265	1.9	37166.33	6.7	705
NO-SALE OVER 15 MONTHS	1398	10.2	113958.30	20.5	3746

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	38		2563.06		316
PARTS PHASED OUT	289		1616.06		114
PARTS DROPPED	650		0.00		0

Inventory Detail

Value of Inventory Parts on 6/30	1418
Value of Inventory Parts Filled 6/30	3788
Value of Inventory Parts Filled 6/30	8676.48
Value of Inventory Parts with 4-8	4229.44
Value of Inventory Parts with 12-	20.41
Value of Non-Stock Parts with 4-8	43066.43
Value of Non-Stock Parts with 4-8	53109.48
Value of Non-Stock Parts with 8-12	32188.85
Value of Non-Stock Parts with 12-	11713.77
Total Idle Capital (Value/30-6/30)	29.18
Number of Parts with Negative QTY	21
Value of Parts with Negative QTY	7650.00
Number of Parts with No Bin	1
Value of Parts with No Bin	4.68
Value of Parts with No Cost	

Month to Date Details (Current through)

Number of Parts/Items with Last Sale	10
Value of Last Sales	602.24

Month's Details for Month Closed on

Monthly Cost of Sales	309423.19
Monthly Expense Film Deposits	2453.24
Monthly Cycle Returns to Vendor	.00
Carrying Forward Closed Adjustments	27779.28
Carrying Forward Inland Adjustments	4289.48
Physical Inventory Adjustments (Net)	.00
Monthly Cash Sales Receipts	70294.33
Monthly Sales Tax	181709.34
Stock Order Billings (Y/M)*100	29.94
Month Close Inventory - Stock Parts	174093.00
Month Close Inventory - Non-Stock Parts	380704.26
Month Close Inventory - All Parts	554797.26
Net Part Sales	10235.02
Net Part Vendor and Dealer	-7527.35

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DataPoint	Description		
	Number of Parts on ROs	8719	
	Number of Parts Filled OSF	2152	
DP1	RO Off the Shelf Fill %	24.68 %	
DP2	Total Idle Capital %	29.15 %	
DP3	Negative On Hand	7658.00	
DP4	Parts with no Bin	4.68	
DP5	Parts with no Cost		
DP6	Monthly Closing Inventory Value	554797.26	
DP7	Lost Sales	632.24	
DP8	True Turns $((R-S)+12/Y)*(V/100)$	1.4692	

DSP Totals

Line	Description		
A	Number of Stocking Parts on ROs	2418	
B	Number of Stocking Parts Filled OSF	2388	
C	RO Off the Shelf Fill % $(B/A)*100$	98.76 %	
D	Value of Stocking Parts with MNS 6-11	4229.14	
E	Value of Stocking Parts with MNS 12+	20.41	
F	Value of Non-Stock Parts with MNS 3-5	49666.43	
G	Value of Non-Stock Parts with MNS 6-8	53100.08	
H	Value of Non-Stock Parts with MNS 9-11	32138.85	
I	Value of Non-Stock Parts with MNS 12+	161713.77	
J	Total Idle Capital $\%((E+I)/Y)*100$	29.15 %	
K	Number of Parts with Negative O.H.	23	
L	Value of Parts with Negative O.H.	7658.00	
M	Number of Parts with No Bin	1	
N	Value of Parts with No Bin	4.68	
O	Number of Parts with No Cost		

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	10
Q	Value of Lost Sales	632.24

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	176423.19
S	Monthly Returns From Customers	2433.24
	Monthly Cycle Returns to Vendor	.00
	Decreasing Manual Onhand Adjustments	17779.20
	Increasing Manual Onhand Adjustments	4388.86
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	72134.39
U	Monthly Receipts	184759.84
V	Stock Order Utilization $(T/U)*100$	39.04 %
W	Month Close Inventory - Stock Parts	174093.00
X	Month Close Inventory- Non-Stock Parts	380704.26
Y	Month Close Inventory - All Parts	554797.26
	I/O Part Sales	15215.02
	I/O Part Returns and Deletes	-3537.19

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SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	7493.43	5712.27	0.00	1781.16
2 WHOLESALE	25550.90	21245.73	0.00	4305.17
3 INTERNAL	4499.30	2741.25	0.00	1758.05
4 EMPLOYEE	3017.49	2744.02	0.00	273.47
5 MATRIX	812.63	413.17	0.00	399.46
6 TRADE	2958.65	2192.73	0.00	765.92
7 EMPLOYEE+	215.81	182.89	0.00	32.92
TOTAL	44548.21	35232.06	0.00	9316.15
8 RO MATRIX	43106.70	27036.01	0.00	16070.69
9 RO CUST PAY	92953.91	57001.20	0.00	35952.71
10 RO WARRANTY	46639.63	32765.65	0.00	13873.98
11 RO INTERNAL	54952.88	31414.83	0.00	23538.05
12 RO SRV CONT	1304.34	719.91	0.00	584.43
13 RO EMPLOYEE	2898.11	2640.11	0.00	258.00
14 RO WHOLESALE	3689.23	2930.04	0.00	759.19
15 RO INT/WHSL	1372.21	1016.53	0.00	355.68
TOTAL	246917.01	155524.28	0.00	91392.73