

	Value
(1)Idle Parts Total	31732.88
(2)Current Parts Total	415965.44
(3)Total Parts	447698.32
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	7.09%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	5189
(2)Total Other	8
(3)Total Quantity Sold	5197
Off the Shelf Fill Rate (1)/(3)	99.8%

True Turn

	Value	
(1) Annualization Ratio (365/ 31) =	11.774	
(2) Total Stock Orders	287809.00	
(3) Annualized Stock Orders	3388663.17	
(4) Inventory Value	447698.32	*Note: Does NOT include Negative on Hand or "Dirty Cores"
(5) True Turn (3)/(4)	7.57	

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	136	23806.92	147	24925.92

Parts Without Cost

	Part Numbers
Total Parts Without Cost	88

Parts With No Bin Location

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

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	15.3	923	1196	74404.14
Active Parts: With Excess Stock	36.2	923	10376	175502.78
Active Parts: Understocked	2.5	165	747	11918.57
Active Parts: To Phase Out	3.3	576	2450	16216.15
Total Active Parts	57.3	2587	14769	278041.64
Superceded With On Hand	4.2	113	747	20515.51
Inactive With On Hand	38.4	1440	6744	186417.11
Total Inventory To Sell	100.0	4140	22260	484974.26
Cores on Hand		50	13	4083.50
Negative On Hand		4	4	200.50
Total of Inventory		4194	22269	488857.26
Parts on Open Repair Orders		295	710	29590.78
Value of Inventory		4489	22979	518448.04
Not on Factory Master		6733	4162	21626.57
Parts Without Cost		88	0	.00

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MERCEDES BENZ OF FARMINGTON 10/01/20  
Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	634	18.3	18.3	83469	17.3	17.3
2019 October or Older	383	11.0	29.3	29279	6.1	23.3
2019 November	73	2.1	31.4	7045	1.5	24.8
2019 December	103	3.0	34.4	9403	1.9	26.7
2020 January	96	2.8	37.1	9321	1.9	28.6
2020 February	90	2.6	39.7	15387	3.2	31.8
2020 March	129	3.7	43.4	23723	4.9	36.7
2020 April	108	3.1	46.6	14971	3.1	39.8
2020 May	106	3.1	49.6	14479	3.0	42.8
2020 June	205	5.9	55.5	25043	5.2	48.0
2020 July	246	7.1	62.6	35858	7.4	55.4
2020 August	347	10.0	72.6	52157	10.8	66.2
2020 September	789	22.7	95.3	148279	30.7	96.9
2020 October	162	4.7	100.0	15163	3.1	100.0
Totals	3471	100.0		483579	100.0	
Cores With On Hand	29			3617		

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MERCEDES BENZ OF FARMINGTON  
Inventory Adjustments

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From 9/01/20 to 9/30/20 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	49	744	4743.04
Manual Decreases	38	-236	-4462.32
Net Manual Adjustments	87	508	280.72
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	13	36	230.00
LIFO Decreases	20	28	-603.00
Net LIFO Adjustments	33	64	-373.00

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All Manf. All Stocking Groups  
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Changes to Status:	Phase-In	Phase-Out
October 2020	81	19
June 2020 To September 2020	184	54
March 2020 To June 2020	133	23
December 2019 To March 2020	102	32
September 2019 To December 2019	113	41
June 2019 To September 2019	73	55
June 2019 and Older	1214	1125
Inactive Parts to Phase-In	14	
Parts to Phase-Out	576	
Parts Excluded From Phase-In	555	
Non-Stocked Parts with On Hand	1441	
Superseded Parts with On Hand	113	
Active Parts with No Sales	18	

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	9/01/20	9/01/20	9/01/20	9/01/20
	To	9/30/20	9/30/20	9/30/20	9/30/20
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		262369.66	168449.60	93920.06	35.8
Sales Filled By NG		755.63	532.50	223.13	29.5
Sales Filled By EP		22364.67	15851.49	6513.18	29.1
Sales Filled By SO		208025.33	145230.50	62794.83	30.2
Total Sales		493515.29	330064.09	163451.20	33.1
Returns To Inventory		-25887.69	-21937.54	-3950.15	-15.3
Returns Not To Inventory		-1.15	-.50	-.65	-56.5
Total Returns		-25888.84	-21938.04	-3950.80	-15.3
Net Sales		467626.45	308126.05	159500.40	34.1
Filled From Shelf-Counter		28.7%	28.9%	28.1%	
Filled From Shelf-Service		63.1%	62.8%	63.6%	
Filled Same Day--Counter		34.2%	34.9%	31.1%	
Filled Same Day--Service		67.3%	67.0%	67.8%	

All Manf, All OEM Cd, All SGrp	From	9/01/20	9/01/20	9/01/20	9/01/20
	To	9/30/20	9/30/20	9/30/20	9/30/20
		Sales	Cost	Gross	GP %
Counter Retail Sales		19786.93	13036.30	6750.63	34.1
Counter Internal Sales		781.73	403.50	378.23	48.4
Counter Wholesale Sales		120129.05	99585.58	20543.47	17.1
Total Counter Sales		140697.71	113025.38	27672.33	19.7
RO Customer Pay Sales		210984.33	124590.40	86393.93	40.9
RO Internal Pay Sales		52364.62	32528.63	19835.99	37.9
RO Warranty Sales		89468.63	59919.68	29548.95	33.0
RO Service Contract Sales					
Total RO Sales		352817.58	217038.71	135778.87	38.5
Total Sales		493515.29	330064.09	163451.20	33.1
Total Returns		-25888.84	-21938.04	-3950.80	-15.3
Total Net Sales		467626.45	308126.05	159500.40	34.1

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MERCEDES BENZ OF FARMINGTON  
Stock Order Analysis

10/01/20 14:18:24

From	9/01/20 to	9/30/20	All Manf,	All OEM Cd,	All SGrp		
			#	Pieces		Cost	Value
Stock Orders Placed			710	2201		50545.28	78025.81
Stock Orders Received			869	5665		71085.39	145151.11
Special Orders Placed			1117	2541		141552.25	158480.53
Special Orders Received			1100	2537		142243.95	157594.27
Parts Canceled			10	27		1081.60	1489.80
Factory Returns			85	126		15584.24	22358.24
Core Returns			22	27		2208.75	2973.75
Parts On Order				723		27109.94	32832.92
Parts On Backorder				99		2530.35	3263.05
Parts Referred							

**Stock Order Criteria**

**Main Source - Mercedes**

Daily Demand:  percent of recent  days demand  
 percent of previous  days demand  
Days Supply: Based on demand of  days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	<input type="text" value="3"/>	<input type="text" value="18"/>	<input type="text"/>
40To	<input type="text" value="12"/>	<input type="text" value="18"/>	<input type="text" value="40"/>
130To	<input type="text" value="35"/>	<input type="text" value="20"/>	<input type="text" value="40"/>
360To	<input type="text" value="100"/>	<input type="text" value="25"/>	<input type="text" value="40"/>
1010To	<input type="text" value="500"/>	<input type="text" value="30"/>	<input type="text"/>
5010To	<input type="text" value="99999"/>	<input type="text" value="30"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>


Do not order if less than  days in inventory