

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = VW / Audi

	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	1381	16.5	133429.71	44.0	8572						
AUTO PHASE-OUT PARTS	3524	42.0	140269.10	46.2	5813						
DEALER PHASE-OUT PARTS	14	.2	1273.50	.4	39						
MANUAL ORDER PARTS	153	1.8	1994.61	.7	-1						
NON-STOCK PARTS	3315	39.5	26425.09	8.7	2123						
TOTAL INVENTORY	8387	100.0	303392.01	100.0	16546						
CLEAN CORES VALUE	142		5325.00		25						
INVENTORY WITH CLEAN CORES	0		308717.01		0						

INVENTORY BY GL

INV - VW PARTS	8270	98.6	269830.66	87.4	12184	COI GL: 1442
INV - TIRES	101	1.2	24016.00	7.8	168	COI GL: 1447
INV - GAS OIL GREASE	16	.2	14870.35	4.8	4320	COI GL: 1492

SALES (AT COST)

ACTIVE PARTS	511	55.5	66087.85	53.9	4425
AUTO PHASE-OUT PARTS	163	17.7	13731.72	11.2	236
DEALER PHASE-OUT PARTS	0		0.00		0
MANUAL ORDER PARTS	47	5.1	10699.82	8.7	79
NON-STOCK PARTS	199	21.6	32057.81	26.2	2153
TOTAL SALES (AT COST)	920	100.0	122577.20	100.0	6893

TOTAL LOST SALES	14		2229.52		24
TOTAL EMERGENCY PURCHASES	0		0.00		0
LEVEL OF SERVICE		98.5		98.2	

INVENTORY BY SOURCE

SRC 300 VW STANDARD	7359	87.7	214887.72	70.8	6177	338	999	25291.03	404	619	45286.16
SRC 301 VW PARTS NO MATRIX	235	2.8	22239.92	7.3	1735	118	984	11914.35	3	4	235.42
SRC 303 VW TIRES	98	1.2	24016.00	7.9	174	51	127	15220.00	1	4	316.00
SRC 310 VW NEVER STOCK	443	5.3	7644.52	2.5	1060	3	16	230.80	39	56	2803.79
SRC 320 VW DRIVERGEAR	36	.4	787.31	.3	54	0	0	0.00	3	3	26.73
SRC 500 GOG	16	.2	14870.35	4.9	4194	7	4180	16195.40	0	0	0.00
SRC 701 MZ TIRES	3		0.00		0	0	0	0.00	0	0	0.00
SRC 920 OUTSIDE VENDOR PAR	195	2.3	19019.19	6.3	3223	5	49	532.38	1	4	664.00
SRC 996 TIRE DISPOSAL PT#	1		-26.00		-13	0	0	0.00	0	0	0.00
SRC 997 TIRE TAX PT# TT	1		-47.00		-47	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 300 VW STANDARD	691	74.7	81238.30	63.4	1634
SRC 301 VW PARTS NO MATRIX	80	8.6	11657.37	9.1	1067
SRC 303 VW TIRES	26	2.8	14919.00	11.6	123
SRC 310 VW NEVER STOCK	79	8.5	3797.50	3.0	136
SRC 320 VW DRIVERGEAR	1	.1	17.82		2
SRC 500 GOG	9	1.0	13881.15	10.8	3702
SRC 920 OUTSIDE VENDOR PAR	38	4.1	2589.36	2.0	219
SRC 997 TIRE TAX PT# TT	1	.1	5.00		5

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = VW / Audi

SALES MOVEMENT

Month End Tot	1241	14.8	82827.28	27.3	9128
NO-SALE 1 TO 3 MONTHS	2220	26.5	60147.47	19.8	2240
NO-SALE 4 TO 6 MONTHS	1147	13.7	22438.59	7.4	1022
NO-SALE 7 TO 9 MONTHS	1566	18.7	40807.72	13.5	1209
NO-SALE 10 TO 12 MONTHS	1435	17.1	27748.86	9.1	605
NO-SALE 13 TO 15 MONTHS	248	3.0	27081.99	8.9	637
NO-SALE OVER 15 MONTHS	530	6.3	42340.10	14.0	1705

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	16		2459.12		353
PARTS PHASED OUT	245		1878.05		272
PARTS DROPPED	459		0.00		0

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = VW / Audi

DataPoint	Description	
	Number of Parts on ROs	6167
	Number of Parts Filled OSF	3769
DP1	RO Off the Shelf Fill %	61.12 %
DP2	Total Idle Capital %	25.33 %
DP3	Negative On Hand	5464.51
DP4	Parts with no Bin	159.20
DP5	Parts with no Cost	19
DP6	Monthly Closing Inventory Value	303392.01
DP7	Lost Sales	2229.52
DP8	True Turns $((R-S)*12/Y)*(V/100)$	2.8134

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	3918
B	Number of Stocking Parts Filled OSF	3812
C	RO Off the Shelf Fill % (B/A)*100	97.29 %
D	Value of Stocking Parts with MNS 6-11	26973.67
E	Value of Stocking Parts with MNS 12+	.00
F	Value of Non-Stock Parts with MNS 3-5	15519.64
G	Value of Non-Stock Parts with MNS 6-8	9813.81
H	Value of Non-Stock Parts with MNS 9-11	36014.08
I	Value of Non-Stock Parts with MNS 12+	76853.27
J	Total Idle Capital $((E+I)/Y)*100$	25.33 %
K	Number of Parts with Negative O.H.	116
L	Value of Parts with Negative O.H.	5464.51
M	Number of Parts with No Bin	2
N	Value of Parts with No Bin	159.20
O	Number of Parts with No Cost	19

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	14
Q	Value of Lost Sales	2229.52

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	122577.20
S	Monthly Returns From Customers	884.75
	Monthly Cycle Returns to Vendor	8705.02
	Decreasing Manual Onhand Adjustments	2888.89
	Increasing Manual Onhand Adjustments	1447.93
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	69383.96
U	Monthly Receipts	118716.06
V	Stock Order Utilization (T/U)*100	58.45 %
W	Month Close Inventory - Stock Parts	133429.71
X	Month Close Inventory- Non-Stock Parts	169962.30
Y	Month Close Inventory - All Parts	303392.01
	I/O Part Sales	20514.07
	I/O Part Returns and Deletes	-1636.50

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = Mazda

	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	649	11.9	59539.61	57.6	1962						
AUTO PHASE-OUT PARTS	1826	33.4	21789.32	21.1	573						
DEALER PHASE-OUT PARTS	4	.1	252.96	.2	5						
MANUAL ORDER PARTS	1		0.00		0						
NON-STOCK PARTS	2984	54.6	21853.12	21.1	400						
TOTAL INVENTORY	5464	100.0	103435.01	100.0	2940						
CLEAN CORES VALUE	69		210.00		3						
INVENTORY WITH CLEAN CORES	0		103645.01		0						

INVENTORY BY GL

INV - MAZDA PARTS	5390	98.6	83914.38	81.0	2805	COI GL: 1450
INV - VW PARTS	2		93.63	.1	1	COI GL: 1442
INV - TIRES	72	1.3	19637.00	18.9	134	COI GL: 1447

SALES (AT COST)

ACTIVE PARTS	245	48.8	44047.12	57.4	1639
AUTO PHASE-OUT PARTS	50	10.0	5247.28	6.8	71
DEALER PHASE-OUT PARTS	1	.2	170.37	.2	3
MANUAL ORDER PARTS	0		0.00		0
NON-STOCK PARTS	206	41.0	27311.01	35.6	312
TOTAL SALES (AT COST)	502	100.0	76775.78	100.0	2025

TOTAL LOST SALES	4		419.29		5
TOTAL EMERGENCY PURCHASES	0		0.00		0
LEVEL OF SERVICE		99.2		99.5	

INVENTORY BY SOURCE

SRC 100 MAZDA STANDARD TES	4740	86.7	53934.29	52.1	1186	206	472	20753.72	237	272	25027.30
SRC 101 CLASS A PARTS	375	6.9	18415.35	17.8	1187	159	1154	9133.94	29	44	1051.46
SRC 103 CLASS B PARTS	182	3.3	9133.30	8.8	397	41	103	4224.78	14	17	1180.22
SRC 104 MAZDA TIRES	72	1.3	19637.00	19.0	134	39	130	16942.00	4	16	2332.00
SRC 116 CLASS C PARTS	93	1.7	2221.44	2.1	37	6	8	113.95	8	8	664.67
SRC 920 OUTSIDE VENDOR PAR	2		93.63	.1	1	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100 MAZDA STANDARD TES	334	65.0	41868.27	55.2	671
SRC 101 CLASS A PARTS	106	20.6	8661.40	11.4	1070
SRC 103 CLASS B PARTS	38	7.4	4489.53	5.9	106
SRC 104 MAZDA TIRES	23	4.5	19952.00	26.3	144
SRC 116 CLASS C PARTS	13	2.5	865.76	1.1	21

SALES MOVEMENT

Month End Tot	838	15.3	39724.41	38.4	1107
NO-SALE 1 TO 3 MONTHS	1696	31.0	32600.68	31.5	943
NO-SALE 4 TO 6 MONTHS	654	12.0	10281.55	9.9	342
NO-SALE 7 TO 9 MONTHS	1147	21.0	9324.79	9.0	327
NO-SALE 10 TO 12 MONTHS	1046	19.1	5957.17	5.8	92
NO-SALE 13 TO 15 MONTHS	40	.7	2375.20	2.3	38
NO-SALE OVER 15 MONTHS	43	.8	3171.21	3.1	91

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	18		1619.88		21
-----------------	----	--	---------	--	----

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = Mazda

PARTS PHASED OUT	325	1978.33	108
PARTS DROPPED	343	0.00	0

DataPoint	Description		
	Number of Parts on ROs	1805	
	Number of Parts Filled OSF	1446	
DP1	RO Off the Shelf Fill %	80.11 %	
DP2	Total Idle Capital %	7.31 %	
DP3	Negative On Hand	1541.44	
DP4	Parts with no Bin	.00	
DP5	Parts with no Cost	5	
DP6	Monthly Closing Inventory Value	103435.01	
DP7	Lost Sales	419.29	
DP8	True Turns ((R-S)*12/Y)*(V/100)	5.5887	

DSP Totals

Line	Description		
A	Number of Stocking Parts on ROs	1482	
B	Number of Stocking Parts Filled OSF	1465	
C	RO Off the Shelf Fill % (B/A)*100	98.85 %	
D	Value of Stocking Parts with MNS 6-11	6462.17	
E	Value of Stocking Parts with MNS 12+	.00	
F	Value of Non-Stock Parts with MNS 3-5	4325.91	
G	Value of Non-Stock Parts with MNS 6-8	5405.21	
H	Value of Non-Stock Parts with MNS 9-11	6355.00	
I	Value of Non-Stock Parts with MNS 12+	7558.39	
J	Total Idle Capital %((E+I)/Y)*100	7.31 %	
K	Number of Parts with Negative O.H.	36	
L	Value of Parts with Negative O.H.	1541.44	
M	Number of Parts with No Bin		
N	Value of Parts with No Bin	.00	
O	Number of Parts with No Cost	5	

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	4
Q	Value of Lost Sales	419.29

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	76775.78
S	Monthly Returns From Customers	116.82
	Monthly Cycle Returns to Vendor	3521.60
	Decreasing Manual Onhand Adjustments	2335.13
	Increasing Manual Onhand Adjustments	2823.63
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	51168.39
U	Monthly Receipts	81424.04
V	Stock Order Utilization (T/U)*100	62.84 %
W	Month Close Inventory - Stock Parts	59539.61
X	Month Close Inventory- Non-Stock Parts	43895.40
Y	Month Close Inventory - All Parts	103435.01
	I/O Part Sales	4303.97
	I/O Part Returns and Deletes	-116.00

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = TOTAL

	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	2030	14.7	192969.32	47.4	10534					
AUTO PHASE-OUT PARTS	5350	38.6	162058.42	39.8	6386					
DEALER PHASE-OUT PARTS	18	.1	1526.46	.4	44					
MANUAL ORDER PARTS	154	1.1	1994.61	.5	-1					
NON-STOCK PARTS	6299	45.5	48278.21	11.9	2523					
TOTAL INVENTORY	13851	100.0	406827.02	100.0	19486					
CLEAN CORES VALUE	211		5535.00		28					
INVENTORY WITH CLEAN CORES	0		412362.02		0					

INVENTORY BY GL

INV - VW PARTS	8272	59.7	269924.29	65.5	12185	COI GL: 1442
INV - TIRES	173	1.2	43653.00	10.6	302	COI GL: 1447
INV - GAS OIL GREASE	16	.1	14870.35	3.6	4320	COI GL: 1492
INV - MAZDA PARTS	5390	38.9	83914.38	20.3	2805	COI GL: 1450

SALES (AT COST)

ACTIVE PARTS	756	53.2	110134.97	55.2	6064
AUTO PHASE-OUT PARTS	213	15.0	18979.00	9.5	307
DEALER PHASE-OUT PARTS	1	.1	170.37	.1	3
MANUAL ORDER PARTS	47	3.3	10699.82	5.4	79
NON-STOCK PARTS	405	28.5	59368.82	29.8	2465
TOTAL SALES (AT COST)	1422	100.0	199352.98	100.0	8918
TOTAL LOST SALES	18		2648.81		29
TOTAL EMERGENCY PURCHASES	0		0.00		0
LEVEL OF SERVICE		98.8		98.7	

INVENTORY BY SOURCE

SRC 100 MAZDA STANDARD TES	4740	34.2	53934.29	13.3	1186	206	472	20753.72	237	272	25027.30
SRC 101 CLASS A PARTS	375	2.7	18415.35	4.5	1187	159	1154	9133.94	29	44	1051.46
SRC 103 CLASS B PARTS	182	1.3	9133.30	2.2	397	41	103	4224.78	14	17	1180.22
SRC 104 MAZDA TIRES	72	.5	19637.00	4.8	134	39	130	16942.00	4	16	2332.00
SRC 116 CLASS C PARTS	93	.7	2221.44	.5	37	6	8	113.95	8	8	664.67
SRC 300 VW STANDARD	7359	53.1	214887.72	52.8	6177	338	999	25291.03	404	619	45286.16
SRC 301 VW PARTS NO MATRIX	235	1.7	22239.92	5.5	1735	118	984	11914.35	3	4	235.42
SRC 303 VW TIRES	98	.7	24016.00	5.9	174	51	127	15220.00	1	4	316.00
SRC 310 VW NEVER STOCK	443	3.2	7644.52	1.9	1060	3	16	230.80	39	56	2803.79
SRC 320 VW DRIVERGEAR	36	.3	787.31	.2	54	0	0	0.00	3	3	26.73
SRC 500 GOG	16	.1	14870.35	3.7	4194	7	4180	16195.40	0	0	0.00
SRC 701 MZ TIRES	3		0.00		0	0	0	0.00	0	0	0.00
SRC 920 OUTSIDE VENDOR PAR	197	1.4	19112.82	4.7	3224	5	49	532.38	1	4	664.00
SRC 996 TIRE DISPOSAL PT#	1		-26.00		-13	0	0	0.00	0	0	0.00
SRC 997 TIRE TAX PT# TT	1		-47.00		-47	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100 MAZDA STANDARD TES	334	23.2	41868.27	20.5	671
SRC 101 CLASS A PARTS	106	7.4	8661.40	4.2	1070
SRC 103 CLASS B PARTS	38	2.6	4489.53	2.2	106
SRC 104 MAZDA TIRES	23	1.6	19952.00	9.8	144
SRC 116 CLASS C PARTS	13	.9	865.76	.4	21
SRC 300 VW STANDARD	691	48.0	81238.30	39.8	1634
SRC 301 VW PARTS NO MATRIX	80	5.6	11657.37	5.7	1067

ANALYSIS FOR MONTH ENDING 09/30/2020 VENDOR = TOTAL

SRC 303 VW TIRES	26	1.8	14919.00	7.3	123
SRC 310 VW NEVER STOCK	79	5.5	3797.50	1.9	136
SRC 320 VW DRIVERGEAR	1	.1	17.82		2
SRC 500 GOG	9	.6	13881.15	6.8	3702
SRC 920 OUTSIDE VENDOR PAR	38	2.6	2589.36	1.3	219
SRC 997 TIRE TAX PT# TT	1	.1	5.00		5

SALES MOVEMENT

Month End Tot	2079	15.0	122551.69	30.1	10235
NO-SALE 1 TO 3 MONTHS	3916	28.3	92748.15	22.8	3183
NO-SALE 4 TO 6 MONTHS	1801	13.0	32720.14	8.0	1364
NO-SALE 7 TO 9 MONTHS	2713	19.6	50132.51	12.3	1536
NO-SALE 10 TO 12 MONTHS	2481	17.9	33706.03	8.3	697
NO-SALE 13 TO 15 MONTHS	288	2.1	29457.19	7.2	675
NO-SALE OVER 15 MONTHS	573	4.1	45511.31	11.2	1796

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	34		4079.00		374
PARTS PHASED OUT	570		3856.38		380
PARTS DROPPED	802		0.00		0

ANALYSIS FOR MONTH ENDING 09/30/2020

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	19834.57	13692.81	0.00	6141.76
2 WHOLESALE-15	1703.75	1520.66	0.00	183.09
3 INTERNAL	254.15	209.30	0.00	44.85
4 EMPLOYEE	1245.12	1132.28	0.00	112.84
5 WHOLESALE-20	21788.29	17032.84	0.00	4755.45
6 WHOLESALE-25	0.00	0.00	0.00	0.00
7	0.00	0.00	0.00	0.00
8	0.00	0.00	0.00	0.00
TOTAL	44825.88	33587.89	0.00	11237.99
9 RO CUST PAY	180703.52	122806.71	0.00	57896.81
10 RO WARRANTY	61775.73	39111.57	0.00	22664.16
11 RO INTERNAL	37075.30	30181.35	0.00	6893.95
12 RO SVC CONT	0.00	0.00	0.00	0.00
13 RO EMPLOYEE	131.36	119.40	0.00	11.96
14	0.00	0.00	0.00	0.00
15	0.00	0.00	0.00	0.00
TOTAL	279685.91	192219.03	0.00	87466.88