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LAKE WALES CHRYSLER DODGE JEEP RAM
MONTHLY SUMMARY REPORT

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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	5,192		19,852		150,115.16	
Active Parts	2,231	42.96	19,190	96.66	130,059.25	86.63
NS Parts	2,480	47.76	203	1.02	10,263.65	6.83
MO Parts	5	0.09				
AP Parts	476	9.16	459	2.31	9,792.26	6.52
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand	2	0.03	2		-154.70	
Core/Exchange	30	0.57	42	0.21	7,710.00	
Memos On File	530					
Parts Added	180	3.46	50	0.25	2,696.05	1.79
Active Parts	6	3.33	13	26.00	108.75	4.03
NS Parts	174	96.66	37	74.00	2,587.30	95.96
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	232					
Inventory Movement - Sales						
0 to 3 Months	1,386	26.69	18,172	91.53	100,121.85	66.69
4 to 6 Months	604	11.63	489	2.46	18,352.30	12.22
7 to 12 Months	983	18.93	720	3.62	16,253.85	10.82
Over 12 Months	1,281	24.67	381	1.91	8,934.48	5.95
New Parts No Sales	938	18.06	90	0.45	6,452.68	4.29
Inventory Movement - Receipts						
0 to 3 Months	1,247	24.01	17,353	87.41	92,893.78	61.88
4 to 6 Months	636	12.24	876	4.41	24,357.49	16.22
7 to 12 Months	962	18.52	566	2.85	13,739.79	9.15
Over 12 Months	1,405	27.06	1,056	5.31	19,051.30	12.69
New Parts No Receipts	942	18.14	1	0.00	72.80	0.04
Outstanding Orders	55	1.05	75		5,323.85	
Stockorders	11	20.00	22	29.33	842.90	15.83
Supplemental Orders						
Customer Orders	5	9.09	5	6.66	190.55	3.57
Backorders	39	70.90	48	64.00	4,290.40	80.58
Stockorder Backorders	23	41.81	29	38.66	3,396.65	63.80
Supplemntl Backorders						
Customer Backorders	16	29.09	19	25.33	893.75	16.78
Outstanding Forced Orders						

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	563	10.84	3,215		85,453.82		1,494
Regular	526	93.42	3,145	97.82	81,659.02	95.55	1,446
No History	42	7.46	70	2.17	3,794.80	4.44	48
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	65	1.25	84		6,779.70		67
Return Sales	69	1.32	205		10,350.10		87
Regular	66	95.65	201	98.04	9,944.80	96.08	83
No History	4	5.79	4	1.95	405.30	3.91	4
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	388	7.47	3,120		69,720.73		517
Stockorders	165	42.52	872	27.94	25,753.58	36.93	238
Supplemental Orders	4	1.03	4	0.12	337.05	0.48	4
Customer Orders	157	40.46	230	7.37	16,263.25	23.32	159
Emergency Purchases	31	7.98	200	6.41	5,507.55	7.89	32
Other Receipts	65	16.75	1,814	58.14	21,859.30	31.35	84
Overages							
Net Adjustments	4	0.07	13		-53.65		4
Plus							
Minus	4	100.00	13	100.00	-53.65		4
Factory Returns							
Net Appreciation	22	0.42	41	0.20	-82.35		98
Positive	7	31.81	22	53.65	92.25		45
Negative	15	68.18	19	46.34	-174.60		53
Parts Updated With Cost							
Parts With Comments	5						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			115		3,400.04		113
Lost Sales							
Return Sales			15		399.24		14

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Grand Total

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	5,192	47,303	5,256	62,646	5,221
Parts Pieces	19,852	177,387	19,710	239,958	19,997
Parts Cost	150,115.16	1,415,663.48	157,295.94	1,914,288.75	159,524.06
Parts With Negative OH	-154.70	-4,843.29	-538.14	-5,714.49	-476.21
Core/Exchange	7,710.00	61,135.00	6,792.78	81,235.00	6,769.58
Gross Sales	85,453.82	988,276.54	109,808.50	1,662,044.16	138,503.68
Net Sales	75,103.72	683,135.93	75,903.99	904,243.67	75,353.64
Lost Sales	6,779.70	85,993.97	9,554.89	103,866.21	8,655.52
Outstanding Orders	5,323.85	59,586.90	6,620.77	91,108.52	7,592.38
Total Receipts	69,720.73	680,482.09	75,609.12	900,966.00	75,080.50
Customer Orders	16,263.25	165,965.40	18,440.60	226,458.70	18,871.56
Emergency Purchases	5,507.55	39,377.21	4,375.25	50,986.76	4,248.90
Net Adjustments	-53.65	-14,207.57	-1,578.62	-14,704.82	-1,225.40
Net Appreciation	-82.35	516.92	57.44	1,598.64	133.22
NS Parts					
Number of Parts	2,480	23,278	2,586	30,612	2,551
Parts Pieces	203	1,449	161	1,947	162
Parts Cost	10,263.65	91,764.25	10,196.03	134,979.13	11,248.26
Gross Sales	28,573.01	477,939.17	53,104.35	588,338.78	49,028.23
Net Sales	24,880.81	242,443.97	26,938.22	340,911.58	28,409.30
Lost Sales	5,034.15	61,424.89	6,824.99	70,844.41	5,903.70
Outstanding Orders	998.35	18,495.35	2,055.04	30,660.55	2,555.05
Receipts	26,254.01	263,044.90	29,227.21	360,557.44	30,046.45
Inventory Movement - Sales					
0 to 3 Months	100,121.85	929,187.69	103,243.08	1,212,893.36	101,074.45
4 to 6 Months	18,352.30	157,650.02	17,516.67	234,099.43	19,508.29
7 to 12 Months	16,253.85	156,186.10	17,354.01	200,122.38	16,676.87
Over 12 Months	8,934.48	79,092.20	8,788.02	113,278.39	9,439.87
New Parts No Sales	6,452.68	93,547.47	10,394.16	153,895.19	12,824.60
Non-Productive Parts					
Excess Stock MNS < 12	48,952.82	443,926.37	49,325.15	593,833.27	49,486.11
Stock MNS > 11	9,059.33	96,052.99	10,672.55	133,857.91	11,154.83
NS Parts Not Sold	6,098.30	54,856.55	6,095.17	82,252.25	6,854.35
Now Obsolescence					
Stock 9 Months	2,437.74	33,056.82	3,672.98	48,514.04	4,042.84
NS Parts 2 Months	1,926.05	11,125.15	1,236.13	18,105.85	1,508.82
Early Phase In					
NS Parts With YRSL > 2	399.85	2,475.55	275.06	2,618.35	218.20
True Turn	4.26		4.05		3.93
Purchase to Stock Ratio					
By Number of Parts	51.54		55.06		54.50
By Piece	86.21		90.33		90.64
By Cost	68.77		69.82		69.20
Sales Closing Ratio					
By Number of Parts	88.37		86.73		87.37
By Piece	97.28		96.92		97.13
By Cost	91.72		88.81		89.69
Demand Filled from Stock Ratio					
By Number of Parts	54.74		53.80		54.46
By Piece	83.38		87.59		87.92
By Cost	65.13		62.12		62.17
NS Parts Sales Efficiency	108.83		181.69		163.17

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Grand Total

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	5,182	5,262	5,247	5,232	5,279	5,337
Parts Pieces	20,774	18,808	20,862	20,310	18,495	18,872
Parts Cost	163,656.50	156,137.80	170,539.31	159,402.69	155,121.01	148,858.87
Parts With Negative OH	-332.75	-541.47	-3,034.50	-422.02	-8.70	-66.15
Core/Exchange	5,465.00	4,965.00	7,600.00	7,435.00	6,840.00	5,665.00
Gross Sales	95,373.57	96,973.92	94,396.25	83,817.04	78,683.70	85,295.25
Net Sales	73,491.24	88,658.21	84,127.10	78,703.75	65,844.45	76,423.92
Lost Sales	6,194.90	14,089.52	7,561.00	2,866.55	13,387.22	10,287.65
Outstanding Orders	7,513.05	6,272.15	8,893.25	7,391.40	6,928.85	3,943.50
Total Receipts	71,899.73	80,005.05	97,768.14	72,112.86	64,772.74	69,855.54
Customer Orders	20,881.10	25,919.85	20,051.85	17,030.65	15,700.10	18,269.55
Emergency Purchases	3,709.17	5,182.23	5,020.07	5,558.45	3,292.69	2,459.59
Net Adjustments	-804.40	-1,292.80	-983.56	-714.20	-4,114.91	-4.45
Net Appreciation	259.06	2,144.04	-.60	-627.15	-523.79	291.24
NS Parts						
Number of Parts	2,534	2,574	2,583	2,619	2,608	2,677
Parts Pieces	170	178	121	127	112	158
Parts Cost	14,169.60	11,802.05	8,602.35	9,152.10	6,228.45	9,294.09
Gross Sales	30,667.45	40,576.35	23,547.94	31,685.31	23,247.62	32,345.29
Net Sales	25,290.15	36,917.70	20,359.49	30,182.86	20,005.22	30,531.90
Lost Sales	2,754.50	10,277.26	5,648.70	1,567.10	8,135.24	8,809.30
Outstanding Orders	3,425.45	2,007.05	1,411.60	1,253.35	1,829.55	1,567.75
Receipts	28,496.95	34,658.58	20,820.79	33,202.49	19,640.29	34,645.94
Inventory Movement - Sales						
0 to 3 Months	92,329.03	96,687.33	115,425.47	108,694.20	105,913.74	97,809.52
4 to 6 Months	24,981.95	17,802.91	12,270.73	13,421.42	15,290.47	17,693.82
7 to 12 Months	18,240.05	19,277.60	20,204.83	18,242.78	16,690.32	17,196.97
Over 12 Months	9,589.86	10,204.80	9,391.95	8,234.51	8,902.80	7,013.34
New Parts No Sales	18,515.61	12,165.16	13,246.33	10,809.78	8,323.68	9,145.22
Non-Productive Parts						
Excess Stock MNS < 12	49,009.89	47,577.45	55,098.50	50,298.07	46,540.05	44,013.77
Stock MNS > 11	13,229.41	12,288.25	11,064.06	10,183.19	11,173.48	9,682.59
NS Parts Not Sold	9,611.65	8,868.05	4,842.30	6,638.10	4,339.85	4,169.90
New Obsolescence						
Stock 9 Months	3,228.63	6,990.19	4,241.00	2,858.97	4,663.00	3,173.25
NS Parts 2 Months	807.05	1,304.45	474.90	2,380.65	119.45	362.65
Early Phase In						
NS Parts With YRSL > 2	72.45	101.55	165.15	435.60	286.10	283.90
True Turn	3.59	4.42	4.16	4.22	3.62	4.49
Purchase to Stock Ratio						
By Number of Parts	55.60	52.71	57.63	51.09	57.10	56.68
By Piece	92.09	78.36	93.83	89.43	85.04	91.80
By Cost	65.79	61.12	74.35	68.67	70.67	70.32
Sales Closing Ratio						
By Number of Parts	89.13	85.00	90.01	92.00	84.34	85.37
By Piece	97.86	95.52	97.86	98.60	96.61	96.65
By Cost	92.22	86.28	91.75	96.48	83.10	88.13
Demand Filled from Stock Ratio						
By Number of Parts	56.02	50.44	57.44	56.40	51.01	55.00
By Piece	90.22	84.84	88.37	89.32	89.18	87.86
By Cost	61.36	56.01	64.40	68.79	59.13	64.22
NS Parts Sales Efficiency	107.61	117.07	113.09	95.43	118.36	93.35

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Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	5,327	5,245	5,082	5,069	5,133	5,141
Parts Pieces	19,661	19,753	20,532	21,703	19,786	21,082
Parts Cost	156,633.74	155,198.40	166,408.21	168,554.80	164,362.67	165,707.80
Parts With Negative OK	-263.10	-19.90	-186.55	-307.70	-318.85	-244.65
Core/Exchange	7,675.00	7,780.00	4,735.00	4,860.00	8,175.00	7,065.00
Gross Sales	87,691.21	280,591.78	74,954.36	82,847.21	75,007.62	515,912.79
Net Sales	74,477.46	66,306.08	66,279.38	73,870.69	68,386.85	78,850.20
Lost Sales	12,365.72	12,461.71	4,112.15	7,977.17	4,200.40	5,694.67
Outstanding Orders	7,185.50	6,135.35	8,194.25	12,170.10	9,707.77	9,643.75
Total Receipts	87,389.54	66,957.76	70,670.56	74,802.85	64,554.33	81,126.73
Customer Orders	15,079.00	16,770.05	17,589.65	25,566.40	16,984.35	17,942.55
Emergency Purchases	5,026.36	3,621.10	4,149.35	3,527.70	2,135.70	5,946.15
Net Adjustments	-5,353.60	-886.00	-310.55	-81.60	-363.05	-52.60
Net Appreciation	5.94	-949.47	813.47	1,161.43	-32.76	-46.95
NS Parts						
Number of Parts	2,609	2,594	2,343	2,407	2,449	2,478
Parts Pieces	168	212	190	142	184	172
Parts Cost	10,569.91	11,682.05	17,273.45	15,685.70	15,344.05	12,185.13
Gross Sales	30,836.27	236,459.93	28,725.24	35,545.77	34,311.35	40,542.49
Net Sales	27,268.56	27,007.28	24,800.98	30,634.62	31,609.55	36,223.44
Lost Sales	9,623.81	9,574.83	2,349.70	3,846.20	3,078.80	2,494.52
Outstanding Orders	3,790.30	2,211.95	3,851.00	4,020.25	2,838.40	5,306.55
Receipts	34,845.95	30,479.90	31,246.07	30,403.67	32,721.00	34,387.87
Inventory Movement - Sales						
0 to 3 Months	106,421.55	105,785.00	96,392.92	101,038.91	89,143.71	93,523.05
4 to 6 Months	18,413.06	19,423.36	18,299.73	19,600.61	28,115.27	28,733.53
7 to 12 Months	14,814.12	15,265.58	16,120.19	13,266.13	12,853.55	17,816.60
Over 12 Months	8,206.03	8,614.43	11,781.46	12,976.91	12,574.99	8,634.29
Now Parts No Sales	8,778.98	6,110.03	23,813.91	21,672.24	21,675.15	17,000.33
Non-Productive Parts						
Excess Stock MNS < 12	49,629.04	52,806.78	45,363.55	50,292.61	47,055.12	52,559.17
Stock MNS > 11	9,150.00	10,222.68	13,375.12	14,634.67	13,429.91	9,740.34
NS Parts Not Sold	4,516.75	5,771.65	10,829.05	8,707.15	9,397.55	9,291.00
New Obsolescence						
Stock 9 Months	2,416.33	3,047.71	2,621.60	6,344.75	4,380.85	4,731.62
NS Parts 2 Months	1,624.30	2,125.65	3,831.85	2,130.00	2,800.15	2,050.55
Early Phase In						
NS Parts With YRSL > 2	167.60	563.35	97.80	6.00	89.20	47.60
True Turn	4.17	3.55	3.21	3.19	3.60	3.98
Purchase to Stock Ratio						
By Number of Parts	59.41	52.58	57.10	50.12	54.23	53.91
By Piece	92.78	92.12	93.76	93.83	82.97	92.62
By Cost	76.99	69.54	69.23	61.10	70.38	70.55
Sales Closing Ratio						
By Number of Parts	83.16	84.03	91.06	86.31	92.18	89.94
By Piece	96.10	95.80	98.02	96.71	98.61	98.03
By Cost	85.76	84.17	94.15	90.25	94.21	93.26
Demand Filled from Stock Ratio						
By Number of Parts	52.69	50.95	59.04	54.74	61.45	53.13
By Piece	87.23	87.63	90.79	88.50	90.50	87.70
By Cost	62.60	58.29	63.27	54.70	67.87	65.00
NS Parts Sales Efficiency	88.49	775.78	91.93	116.91	104.86	117.89