

ANALYSIS FOR MONTH ENDING 09/30/2020 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	2485	10.5	280206.82	35.5	13123						
AUTO PHASE-OUT PARTS	9709	41.0	242434.05	30.7	5905						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	7		9224.90	1.2	6577						
NON-STOCK PARTS	11489	48.5	256669.90	32.6	8185						
TOTAL INVENTORY	23690	100.0	788535.67	100.0	33790						
CLEAN CORES VALUE	1313		17563.00		191						
INVENTORY WITH CLEAN CORES	0		806098.67		0						

INVENTORY BY GL

PARTS&ACCESS-INV-GM	23646	99.8	787067.73	97.6	31408	COI GL: 242
GAS OIL GREASE-INV-GM	12	.1	9059.53	1.1	2295	COI GL: 244
TIRES-GM	32	.1	9971.41	1.2	87	COI GL: 243

SALES (AT COST)

ACTIVE PARTS	874	60.7	70882.64	48.3	3907
AUTO PHASE-OUT PARTS	176	12.2	17770.85	12.1	217
DEALER PHASE-OUT PARTS	0		0.00		0
MANUAL ORDER PARTS	5	.3	5890.12	4.0	1873
NON-STOCK PARTS	386	26.8	52186.88	35.6	534
TOTAL SALES (AT COST)	1441	100.0	146730.49	100.0	6531
TOTAL LOST SALES	10		1597.62		10
TOTAL EMERGENCY PURCHASES	0		0.00		0
LEVEL OF SERVICE		99.3		98.9	

INVENTORY BY SOURCE

SRC 001 STANDARD	22900	96.7	683474.70	86.7	18120	1128	1624	80199.57	553	901	52538.13
SRC 002 TOUCHUP PAINT	1		725.34	.1	22	0	0	0.00	0	0	0.00
SRC 004 SPECIAL ORDER	22	.1	233.81		19	0	0	0.00	1	1	39.78
SRC 005 DIRECT SHIP	645	2.7	49841.48	6.3	2560	57	121	3129.19	3	3	74.07
SRC 007 STANDARD PARTS	2		288.00		72	0	0	0.00	0	0	0.00
SRC 008 OIL CASE GOODS	4		5263.26	.7	1019	0	0	0.00	0	0	0.00
SRC 009 CREATED PART #	4		190.94		195	0	0	0.00	0	0	0.00
SRC 010 CHEMICALS	38	.2	14509.05	1.8	6426	2	24	132.12	1	2	15.00
SRC 011 ACCESSOR SHIP DIRE	8		5213.25	.7	48	0	0	0.00	0	0	0.00
SRC 013 OIL CASE GOODS	8		3796.27	.5	1276	1	1	11.27	0	0	0.00
SRC 016 TIRES	32	.1	9971.41	1.3	87	3	9	1190.10	0	0	0.00
SRC 017 OIL FILTERS	26	.1	15028.16	1.9	3956	11	205	667.08	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 001 STANDARD	1368	91.1	127271.53	86.1	2320
SRC 002 TOUCHUP PAINT	1	.1	32.97		1
SRC 005 DIRECT SHIP	86	5.7	7299.25	4.9	220
SRC 008 OIL CASE GOODS	2	.1	628.70	.4	150
SRC 009 CREATED PART #	2	.1	1.71		23
SRC 010 CHEMICALS	15	1.0	807.85	.5	123
SRC 011 ACCESSOR SHIP DIRE	2	.1	195.00	.1	4
SRC 013 OIL CASE GOODS	7	.5	8909.72	6.0	3094
SRC 016 TIRES	3	.2	884.48	.6	7
SRC 017 OIL FILTERS	15	1.0	1867.57	1.3	502

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SALES MOVEMENT

Month End Tot	2743	11.6	174886.06	22.2	15125
NO-SALE 1 TO 3 MONTHS	6110	25.8	141430.31	17.9	5225
NO-SALE 4 TO 6 MONTHS	4085	17.2	224523.74	28.5	7481
NO-SALE 7 TO 9 MONTHS	4047	17.1	58998.01	7.5	1291
NO-SALE 10 TO 12 MONTHS	4957	20.9	54093.05	6.9	1085
NO-SALE 13 TO 15 MONTHS	373	1.6	29277.45	3.7	709
NO-SALE OVER 15 MONTHS	1375	5.8	105327.05	13.4	2874

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	6		1718.94		62
PARTS PHASED OUT	1474		4196.20		106
PARTS DROPPED	729		0.00		0

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DataPoint	Description	
	Number of Parts on ROs	4839
	Number of Parts Filled OSF	4294
DP1	RO Off the Shelf Fill %	88.74 %
DP2	Total Idle Capital %	19.58 %
DP3	Negative On Hand	2060.78
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	15
DP6	Monthly Closing Inventory Value	788535.67
DP7	Lost Sales	1597.62
DP8	True Turns $((R-S)*12/Y)*(V/100)$	1.3135

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	4451
B	Number of Stocking Parts Filled OSF	4318
C	RO Off the Shelf Fill % (B/A)*100	97.01 %
D	Value of Stocking Parts with MNS 6-11	2366.25
E	Value of Stocking Parts with MNS 12+	205.36
F	Value of Non-Stock Parts with MNS 3-5	44922.06
G	Value of Non-Stock Parts with MNS 6-8	213292.08
H	Value of Non-Stock Parts with MNS 9-11	60096.39
I	Value of Non-Stock Parts with MNS 12+	154183.65
J	Total Idle Capital $\%((E+I)/Y)*100$	19.58 %
K	Number of Parts with Negative O.H.	14
L	Value of Parts with Negative O.H.	2060.78
M	Number of Parts with No Bin	
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	15

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	10
Q	Value of Lost Sales	1597.62

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	146730.49
S	Monthly Returns From Customers	7134.05
	Monthly Cycle Returns to Vendor	10837.12
	Decreasing Manual Onhand Adjustments	10946.10
	Increasing Manual Onhand Adjustments	87810.62
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	85329.33
U	Monthly Receipts	137996.31
V	Stock Order Utilization $(T/U)*100$	61.83 %
W	Month Close Inventory - Stock Parts	280206.82
X	Month Close Inventory- Non-Stock Parts	508328.85
Y	Month Close Inventory - All Parts	788535.67
	I/O Part Sales	6188.86
	I/O Part Returns and Deletes	-154.61

ANALYSIS FOR MONTH ENDING 09/30/2020

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	30096.38	21977.11	0.00	8119.27
2 WHOLESALE	65466.10	53441.90	0.00	12024.20
3 INTERNAL	0.00	0.00	0.00	0.00
4 EMPLOYEE	0.00	0.00	0.00	0.00
5 WHSE	0.00	0.00	0.00	0.00
6	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	95562.48	75419.01	0.00	20143.47
9 RO CUST PAY	59967.24	39822.14	0.00	20145.10
10 RO WARRANTY	26364.67	19561.51	0.00	6803.16
11 RO INTERNAL	6954.71	5757.01	0.00	1197.70
12 RO SERV CONT	0.00	0.00	0.00	0.00
13 RO EMPLOYEE	0.00	0.00	0.00	0.00
14	0.00	0.00	0.00	0.00
15	0.00	0.00	0.00	0.00
TOTAL	93286.62	65140.66	0.00	28145.96