

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

|                            | 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               | 1950         | 18.1  | 191101.66 | 61.2  | 8836                |                 |         |       |          |         |       |
| AUTO PHASE-OUT PARTS       | 2678         | 24.8  | 37040.23  | 11.9  | 8352                |                 |         |       |          |         |       |
| DEALER PHASE-OUT PARTS     | 0            |       | 0.00      |       | 0                   |                 |         |       |          |         |       |
| MANUAL ORDER PARTS         | 0            |       | 0.00      |       | 0                   |                 |         |       |          |         |       |
| NON-STOCK PARTS            | 6153         | 57.1  | 84193.43  | 27.0  | 1926                |                 |         |       |          |         |       |
| TOTAL INVENTORY            | 10781        | 100.0 | 312335.32 | 100.0 | 19114               |                 |         |       |          |         |       |
| CLEAN CORES VALUE          | 477          |       | 18570.00  |       | 134                 |                 |         |       |          |         |       |
| INVENTORY WITH CLEAN CORES | 0            |       | 330905.32 |       | 0                   |                 |         |       |          |         |       |

INVENTORY BY GL

|                       |       |      |           |      |       |             |
|-----------------------|-------|------|-----------|------|-------|-------------|
| INV-PARTS & ACCESS-DC | 10522 | 97.6 | 322872.94 | 97.6 | 19061 | COI GL: 130 |
| INV-TIRES AND TUBES   | 259   | 2.4  | 8032.38   | 2.4  | 53    | COI GL: 133 |

SALES (AT COST)

|                        |      |       |           |       |      |
|------------------------|------|-------|-----------|-------|------|
| ACTIVE PARTS           | 688  | 49.9  | 106533.58 | 45.6  | 5377 |
| AUTO PHASE-OUT PARTS   | 30   | 2.2   | 2481.96   | 1.1   | 270  |
| DEALER PHASE-OUT PARTS | 0    |       | 0.00      |       | 0    |
| MANUAL ORDER PARTS     | 0    |       | 0.00      |       | 0    |
| NON-STOCK PARTS        | 662  | 48.0  | 124832.98 | 53.4  | 2525 |
| TOTAL SALES (AT COST)  | 1380 | 100.0 | 233848.52 | 100.0 | 8172 |

|                           |     |      |          |      |     |
|---------------------------|-----|------|----------|------|-----|
| TOTAL LOST SALES          | 0   |      | 0.00     |      | 0   |
| TOTAL EMERGENCY PURCHASES | 109 |      | 12162.98 |      | 152 |
| LEVEL OF SERVICE          |     | 92.1 |          | 94.8 |     |

INVENTORY BY SOURCE

|                     |      |      |           |      |      |     |      |          |     |     |          |
|---------------------|------|------|-----------|------|------|-----|------|----------|-----|-----|----------|
| SRC 101 STANDARD    | 8585 | 79.6 | 264894.92 | 84.8 | 7501 | 606 | 1830 | 49609.09 | 114 | 145 | 10909.56 |
| SRC 105 OIL FILTER  | 33   | .3   | 9579.45   | 3.1  | 1365 | 40  | 363  | 2812.95  | 0   | 0   | 0.00     |
| SRC 106 AIR FILTER  | 59   | .5   | 2468.14   | .8   | 115  | 16  | 19   | 414.30   | 4   | 4   | 57.38    |
| SRC 108 BATTERY     | 39   | .4   | 6872.00   | 2.2  | 56   | 15  | 26   | 3250.00  | 2   | 2   | 194.60   |
| SRC 110 AFTERMARKET | 8    | .1   | 1263.14   | .4   | 42   | 0   | 0    | 0.00     | 0   | 0   | 0.00     |
| SRC 111 BELT HOSES  | 28   | .3   | 1211.65   | .4   | 39   | 18  | 24   | 696.65   | 0   | 0   | 0.00     |
| SRC 113 FLUIDS      | 5    |      | 5081.75   | 1.6  | 662  | 0   | 0    | 0.00     | 0   | 0   | 0.00     |
| SRC 115 SPARK PLUGS | 24   | .2   | 2914.50   | .9   | 403  | 10  | 294  | 1905.90  | 0   | 0   | 0.00     |
| SRC 117 ACCESSORY   | 68   | .6   | 5827.90   | 1.9  | 70   | 16  | 16   | 1533.30  | 1   | 1   | 44.22    |
| SRC 300 1STWRITEOFF | 5    |      | 0.00      |      | 0    | 0   | 0    | 0.00     | 0   | 0   | 0.00     |
| SRC 400 TIRES       | 259  | 2.4  | 8032.38   | 2.6  | 53   | 13  | 48   | 7534.40  | 0   | 0   | 0.00     |
| SRC 500 OIL         | 3    |      | 4112.30   | 1.3  | 1278 | 0   | 0    | 0.00     | 0   | 0   | 0.00     |
| SRC 600 2NDWRITEOFF | 10   | .1   | 11.20     |      | 8    | 0   | 0    | 0.00     | 0   | 0   | 0.00     |
| SRC 900 TOOLS       | 1655 | 15.4 | 65.99     |      | 7522 | 0   | 0    | 0.00     | 0   | 0   | 0.00     |

SALES (AT COST) BY SOURCE

|                     |      |      |           |      |      |
|---------------------|------|------|-----------|------|------|
| SRC 101 STANDARD    | 1265 | 90.4 | 202706.50 | 81.0 | 5413 |
| SRC 105 OIL FILTER  | 20   | 1.4  | 4291.55   | 1.7  | 568  |
| SRC 106 AIR FILTER  | 17   | 1.2  | 977.02    | .4   | 44   |
| SRC 108 BATTERY     | 10   | .7   | 4355.00   | 1.7  | 36   |
| SRC 110 AFTERMARKET | 4    | .3   | 2589.29   | 1.0  | 75   |
| SRC 111 BELT HOSES  | 11   | .8   | 664.45    | .3   | 23   |
| SRC 113 FLUIDS      | 2    | .1   | 485.50    | .2   | 19   |
| SRC 115 SPARK PLUGS | 6    | .4   | 1231.20   | .5   | 184  |
| SRC 117 ACCESSORY   | 17   | 1.2  | 2400.70   | 1.0  | 30   |
| SRC 400 TIRES       | 43   | 3.1  | 24671.13  | 9.9  | 188  |

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|               |   |    |         |     |      |
|---------------|---|----|---------|-----|------|
| SRC 500 OIL   | 3 | .2 | 5802.88 | 2.3 | 1334 |
| SRC 900 TOOLS | 1 | .1 | 0.00    |     | 231  |

SALES MOVEMENT

|                         |      |      |           |      |      |
|-------------------------|------|------|-----------|------|------|
| Month End Tot           | 1804 | 16.7 | 105367.78 | 33.7 | 6935 |
| NO-SALE 1 TO 3 MONTHS   | 2674 | 24.8 | 98969.33  | 31.7 | 1975 |
| NO-SALE 4 TO 6 MONTHS   | 1319 | 12.2 | 27214.85  | 8.7  | 812  |
| NO-SALE 7 TO 9 MONTHS   | 1623 | 15.1 | 33702.48  | 10.8 | 750  |
| NO-SALE 10 TO 12 MONTHS | 1383 | 12.8 | 15635.67  | 5.0  | 484  |
| NO-SALE 13 TO 15 MONTHS | 135  | 1.3  | 10123.67  | 3.2  | 286  |
| NO-SALE OVER 15 MONTHS  | 1843 | 17.1 | 21321.54  | 6.8  | 7872 |

STATUS CHANGES & PARTS DROPPED

|                  |     |  |         |  |    |
|------------------|-----|--|---------|--|----|
| PARTS PHASED IN  | 3   |  | 8.94    |  | 6  |
| PARTS PHASED OUT | 386 |  | 2646.60 |  | 76 |
| PARTS DROPPED    | 390 |  | 0.00    |  | 0  |

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| DataPoint | Description                       |           |
|-----------|-----------------------------------|-----------|
|           | Number of Parts on ROs            | 7180      |
|           | Number of Parts Filled OSF        | 4468      |
| DP1       | RO Off the Shelf Fill %           | 62.23 %   |
| DP2       | Total Idle Capital %              | 11.42 %   |
| DP3       | Negative On Hand                  | 7578.35   |
| DP4       | Parts with no Bin                 | .00       |
| DP5       | Parts with no Cost                | 1656      |
| DP6       | Monthly Closing Inventory Value   | 312335.32 |
| DP7       | Lost Sales                        | .00       |
| DP8       | True Turns $((R-S)*12/Y)*(V/100)$ | 7.5907    |

DSP Totals

| Line | Description                            |          |
|------|--|----------|
| A    | Number of Stocking Parts on ROs        | 4691     |
| B    | Number of Stocking Parts Filled OSF    | 4537     |
| C    | RO Off the Shelf Fill % (B/A)*100      | 96.72 %  |
| D    | Value of Stocking Parts with MNS 6-11  | 32517.20 |
| E    | Value of Stocking Parts with MNS 12+   | 841.70   |
| F    | Value of Non-Stock Parts with MNS 3-5  | 17440.42 |
| G    | Value of Non-Stock Parts with MNS 6-8  | 13795.70 |
| H    | Value of Non-Stock Parts with MNS 9-11 | 11076.75 |
| I    | Value of Non-Stock Parts with MNS 12+  | 34826.91 |
| J    | Total Idle Capital $\%((E+I)/Y)*100$   | 11.42 %  |
| K    | Number of Parts with Negative O.H.     | 10       |
| L    | Value of Parts with Negative O.H.      | 7578.35  |
| M    | Number of Parts with No Bin            |          |
| N    | Value of Parts with No Bin             | .00      |
| O    | Number of Parts with No Cost           | 1656     |

Month to Date Totals (Current through

|   |                                       |     |
|---|---------------------------------------|-----|
| P | Number of Parts/Trans with Lost Sales |     |
| Q | Value of Lost Sales                   | .00 |

Monthly Totals for (Month) Closed on

|   |  |            |
|---|--|------------|
| R | Monthly Cost of Sales                  | 233848.52  |
| S | Monthly Returns From Customers         | 3606.51    |
|   | Monthly Cycle Returns to Vendor        | .00        |
|   | Decreasing Manual Onhand Adjustments   | 2939559.69 |
|   | Increasing Manual Onhand Adjustments   | 287666.40  |
|   | Physical Inventory Adjustments (Net)   | .00        |
| T | Monthly Stock Order Receipts           | 67756.59   |
| U | Monthly Receipts                       | 78962.35   |
| V | Stock Order Utilization (T/U)*100      | 85.81 %    |
| W | Month Close Inventory - Stock Parts    | 191101.66  |
| X | Month Close Inventory- Non-Stock Parts | 121233.66  |
| Y | Month Close Inventory - All Parts      | 312335.32  |
|   | I/O Part Sales                         | 6771.00    |
|   | I/O Part Returns and Deletes           | -1443.13   |

ANALYSIS FOR MONTH ENDING 09/30/2020

| SALES BY TYPE   | SALES     | COST      | W-COMP  | PROFIT    |
|-----------------|-----------|-----------|---------|-----------|
| 1 RETAIL        | 21273.44  | 15798.65  | 137.19  | 5611.98   |
| 2 WHOLESALE     | 28931.60  | 23707.42  | 120.52  | 5344.70   |
| 3 INTERNAL      | 126.50    | 115.00    | 0.00    | 11.50     |
| 4 EMPLOYEE      | 876.05    | 797.55    | 0.00    | 78.50     |
| 5 NC ACCESS     | 0.00      | 0.00      | 0.00    | 0.00      |
| TOTAL           | 51207.59  | 40418.62  | 257.71  | 11046.68  |
| 6 RO CUST PAY   | 100793.22 | 61467.05  | 1406.19 | 40732.36  |
| 7 WOIL          | 713.62    | 594.65    | 1.41    | 120.38    |
| 8 OIL           | 18230.01  | 14583.70  | 341.45  | 3987.76   |
| 9 EASTBAY       | 2882.96   | 2280.67   | 0.00    | 602.29    |
| 10 RO WARRANTY  | 72791.46  | 40755.89  | 0.00    | 32035.57  |
| 11 RO INTERNAL  | 35628.53  | 24642.88  | -445.44 | 10540.21  |
| 12 RO SVC CONT  | 19161.13  | 12156.30  | 0.00    | 7004.83   |
| 13 RO CORNER LO | 537.90    | 405.15    | 39.62   | 172.37    |
| 14 RO NC ACCESS | 0.00      | 0.00      | 0.00    | 0.00      |
| 15 RO LIST      | 33264.17  | 23606.22  | 253.40  | 9911.35   |
| TOTAL           | 284003.00 | 180492.51 | 1596.63 | 105107.12 |