

-----  
 (1) Idle Parts Total Value  
 (2) Current Parts Total .00  
 (3) Total Parts .00

Idle Capital Percentage (1)/(3) .00%

Off the Shelf Fill Rate  
 -----  
 Quantity

(1) Total Off the Shelf 0  
 (2) Total Other 0  
 (3) Total Quantity Sold 0  
 Off the Shelf Fill Rate (1)/(3) .0%

True Turn  
 -----  
 Value

(1) Annualization Ratio (365/30) = 12.166  
 (2) Total Stock Orders .00  
 (3) Annualized Stock Orders .00  
 (4) Inventory Value .00  
 (5) True Turn (3)/(4) .00

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 0 .00 0 .00

Parts Without Cost  
 -----  
 Part Numbers

Total Parts Without Cost 1

Parts With No Bin Location  
 -----  
 Part Numbers Cost Qty Extended

Total Parts with No Bin Location 0 .00 0 .00

PD3011R  
BBAIL630

KING COAL CHEVROLET CO  
Inventory Analysis

11/18/20 11:32:28

=====  
All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
===== Active Parts: Stocked	9.6	493	369	17930.04
Active Parts: With Excess Stock	40.1	1056	3747	74819.53
Active Parts: Understocked	4.0	249	97	7374.62
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	53.7	1798	4213	100124.19
Superseded With On Hand	4.4	42	1839	8241.15
Inactive With On Hand	41.9	962	1977	78247.85
Total Inventory To Sell	100.0	2802	8029	186613.19
Cores on Hand		29	32	8595.00
Negative On Hand		1	1	15.50
Total of Inventory		2832	8060	195192.69
Parts on Open Repair Orders		131	253	13886.62
Value of Inventory		2963	8313	209079.31
Not on Factory Master		16606	278	21344.95
Parts Without Cost		2742	3	.00

PD3022R  
BBAIL630

KING COAL CHEVROLET CO 11/18/20  
Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts	Parts		Value	% Acum%		
	Parts	% Acum%		% Acum%	% Acum%	
Never Sold	151	6.3	6.3	27336	14.7	14.7
2019 November or Older	414	17.4	23.8	23352	12.5	27.2
2019 December	66	2.8	26.5	4315	2.3	29.5
2020 January	67	2.8	29.4	4612	2.5	32.0
2020 February	96	4.0	33.4	4615	2.5	34.4
2020 March	101	4.2	37.6	6002	3.2	37.7
2020 April	86	3.6	41.3	4478	2.4	40.1
2020 May	97	4.1	45.3	4906	2.6	42.7
2020 June	125	5.3	50.6	8999	4.8	47.5
2020 July	141	5.9	56.5	7836	4.2	51.7
2020 August	181	7.6	64.1	9066	4.9	56.6
2020 September	192	8.1	72.2	12019	6.4	63.0
2020 October	321	13.5	85.7	30770	16.5	79.5
2020 November	340	14.3	100.0	38179	20.5	100.0
Totals	2378	100.0		186484	100.0	
Cores With On Hand	29			8595		

PD3041R  
BBAIL630

KING COAL CHEVROLET CO  
Inventory Adjustments

11/18/20 11:35:32

=====

From 9/01/20 to 9/30/20	All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases		61	2659	14871.01
Manual Decreases		124	-318	-20073.47
Net Manual Adjustments		185	2341	-5202.46
Physical Inventory Increases				
Physical Inventory Decreases				
Net Physical Inventory Adjustments				
LIFO Increases		9	32	1937.08
LIFO Decreases		4	4	-92.66
Net LIFO Adjustments		13	36	1844.42

=====

LIFO Increases: 9 32 1937.08  
LIFO Decreases: 4 4 -92.66  
Net LIFO Adjustments: 13 36 1844.42

PD3081R  
BBAIL630

KING COAL CHEVROLET CO  
Phase-In/Phase-Out

11/18/20 11:35:59

=====  
All Manf, All Stocking Groups  
=====

Changes to Status:				Phase-In	Phase-Out
November	2020			20	116
July	2020 To October	2020		98	257
April	2020 To July	2020		134	329
January	2020 To April	2020		130	252
October	2019 To January	2020		103	238
July	2019 To October	2019		97	208
July	2019 and Older			716	3105
Inactive Parts to Phase-In					
Parts to Phase-Out					
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				962	
Superceded Parts with On Hand				42	
Active Parts with No Sales				20	

PD3062R  
BBAIL630

KING COAL CHEVROLET CO  
Sales Source Analysis

11/18/20 11:37:26

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	9/01/20	9/01/20	9/01/20	9/01/20
	To	9/01/20	9/01/20	9/01/20	9/01/20
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		3159.26	1983.00	1176.26	37.2
Sales Filled By NG					
Sales Filled By EP		2868.38	1803.00	1065.38	37.1
Sales Filled By SO		2973.97	2520.68	453.29	15.2
Total Sales		9001.61	6306.68	2694.93	29.9
Returns To Inventory		-230.00	-230.00		
Returns Not To Inventory		-111.58	-98.19	-13.39	-12.0
Total Returns		-341.58	-328.19	-13.39	-3.9
Net Sales		8660.03	5978.49	2681.54	31.0
Filled From Shelf-Counter		14.7%	15.5%	11.3%	
Filled From Shelf-Service		50.2%	47.0%	55.4%	
Filled Same Day--Counter		27.0%	21.9%	49.1%	
Filled Same Day--Service		96.6%	97.3%	95.6%	

FD352R  
 BBA1430

YONG GONG CHEVROLET CO  
 Sales Analysis

11/18/20 11:38:29

All Mand, All OEM Cd, All SOep

	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		11087.39	7296.46	3890.93	34.3
Counter Internal Sales		265.08	188.38	76.70	28.9
Counter Wholesale Sales		50136.37	40664.42	9471.95	18.9
Total Counter Sales		61488.84	48149.26	12349.58	20.1
90 Customer Pay Sales		62769.71	44079.40	18690.31	29.3
90 Internal Pay Sales		65767.28	41388.86	24378.42	36.9
90 Warranty Sales		20946.47	15247.80	5698.67	27.2
90 Service Contract Sales		149463.46	101124.58	48338.88	32.3
Total 90 Sales		253932.92	161839.64	92166.28	36.3
Total Sales		315421.76	209988.90	104515.86	33.1
Total Returns		-4204.28	-5873.75	-1669.47	-3.3
Total Net Sales		311217.48	204115.15	102846.39	33.1

PD3071R  
BBAIL630

KING COAL CHEVROLET CO  
Stock Order Analysis

11/18/20 11:39:13

From	9/01/20 to 9/30/20	All Manf, #	All OEM Cd, Pieces	All SGrp	Cost	Value
Stock Orders Placed		618	1417		21307.03	29203.93
Stock Orders Received		614	1389		22917.82	30634.94
Special Orders Placed		433	543		57303.38	61464.85
Special Orders Received		430	508		57338.17	61698.78
Parts Canceled		20	25		1290.99	1359.03
Factory Returns		101	132		3767.03	4106.25
Core Returns						
Parts On Order			66		1804.33	1988.33
Parts On Backorder						
Parts Referred			73		5405.41	5670.06

Do not order if less than 4 days in inventory

**Stock Order Criteria**

**Default**

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>
0 To	<input type="text" value="3"/>	<input type="text" value="35"/>	<input type="text" value="25"/>
4 To	<input type="text" value="12"/>	<input type="text" value="25"/>	<input type="text" value="20"/>
13 To	<input type="text" value="35"/>	<input type="text" value="20"/>	<input type="text" value="15"/>
36 To	<input type="text" value="100"/>	<input type="text" value="15"/>	<input type="text" value="11"/>
101 To	<input type="text" value="500"/>	<input type="text" value="11"/>	<input type="text" value="8"/>
501 To	<input type="text" value="99999"/>	<input type="text" value="8"/>	<input type="text" value="6"/>
	<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

**Phase In/Phase Out Criteria**

**Default**

Evaluate for phase-in/phase-out **A**

A period equals **30** days.

To phase in, a part must have a demand of **2** or more in any **3** period(s) out of the last **270** days.

To phase out, a part must have no demand in the last **270** days.