

PD2007R  
KBAUR7

ST. MARYS CHRYSLER DODGE JEEP  
Inventory Analysis Month End Nov 2020

12/22/20  
12:08:15

CH Stocking Group 100 *Chrysler*

	%	#	Pieces	Value
Active Parts: Stocked	6.9	92	79	4695
Active Parts: With Excess Stock	53.4	487	3215	36160
Active Parts: Understocked	1.8	51	30	1212
Active Parts: To Phase Out	0	0	0	0
Total Active Parts	62.1	630	3324	42068
Superceded With On Hand	5.3	45	143	3561
Inactive With On Hand	32.6	191	1268	22080
Total Inventory To Sell	100.0	866	4735	67708
Cores on Hand		9	9	690
Negative On Hand		0	0	0
Total of Inventory		875	4744	68398
Parts on Open Repair Orders		23	37	537
Value of Inventory		898	4781	68936
Not on Factory Master		403	5	239
Parts Without Cost		32	0	0

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ST. MARYS CHRYSLER DODGE JEEP  
Inventory Analysis Month End Nov 2020

12/22/20  
12:08:41

OT Stocking Group 200 *after market*

	%	#	Pieces	Value
Active Parts: Stocked	0	32	0	0
Active Parts: With Excess Stock	4.9	12	180	268
Active Parts: Understocked	0	21	0	0
Active Parts: To Phase Out	7.8	97	187	432
Total Active Parts	12.7	162	367	700
Superceded With On Hand	0	0	0	0
Inactive With On Hand	87.3	33	705	4826
Total Inventory To Sell	100.0	195	1072	5527
Cores on Hand		0	0	0
Negative On Hand		0	0	0
Total of Inventory		195	1072	5527
Parts on Open Repair Orders		8	12	436
Value of Inventory		203	1084	5963
Not on Factory Master		3118	1072	5527
Parts Without Cost		53	0	0

CH Stocking Group 100 <b>CHRYSLER</b>	, All Parts			Value	%	Acum%
	Parts	%	Acum%			
Never Sold	58	7.4	7.4	13267	19.9	19.9
2019 December or Older	97	12.4	19.8	6250	9.4	29.3
2020 January	22	2.8	22.6	809	1.2	30.5
2020 February	30	3.8	26.4	1951	2.9	33.5
2020 March	12	1.5	27.9	710	1.1	34.5
2020 April	12	1.5	29.5	218	.3	34.9
2020 May	29	3.7	33.2	1556	2.3	37.2
2020 June	33	4.2	37.4	1869	2.8	40.0
2020 July	49	6.3	43.6	3109	4.7	44.7
2020 August	51	6.5	50.1	2641	4.0	48.7
2020 September	78	9.9	60.1	5162	7.8	56.4
2020 October	73	9.3	69.4	5202	7.8	64.2
2020 November	84	10.7	80.1	7797	11.7	76.0
2020 December	156	19.9	100.0	15995	24.0	100.0
Totals	784	100.0		66535	100.0	
Cores With On Hand	9			1025		

OT Stocking Group 200 <b>AFTERMARKET</b>	, All Parts			Value	%	Acum%
	Parts	%	Acum%			
Never Sold	11	20.4	20.4	2234	41.2	41.2
2019 December or Older	15	27.8	48.1	1420	26.2	67.4
2020 January	2	3.7	51.9	24	.4	67.8
2020 February	1	1.9	53.7	8	.1	68.0
2020 March						
2020 April						
2020 May	2	3.7	57.4	62	1.1	69.1
2020 June	1	1.9	59.3	23	.4	69.5
2020 July	5	9.3	68.5	219	4.0	73.6
2020 August	2	3.7	72.2	27	.5	74.1
2020 September	1	1.9	74.1	2		74.1
2020 October	2	3.7	77.8	83	1.5	75.7
2020 November	2	3.7	81.5	34	.6	76.3
2020 December	10	18.5	100.0	1286	23.7	100.0
Totals	54	100.0		5422	100.0	
Cores With On Hand						

CH Stocking Group 100

**CHRYSLER**

From	11/01/20	11/01/20	11/01/20	11/01/20
To	11/30/20	11/30/20	11/30/20	11/30/20
	Sales	Cost	Gross	GP %

Counter Retail Sales	2839.72	1930.80	908.92	32.0
Counter Internal Sales	4.60	2.75	1.85	40.2
Counter Wholesale Sales	10008.18	8055.10	1953.08	19.5
Total Counter Sales	12852.50	9988.65	2863.85	22.3
RO Customer Pay Sales	18257.60	13298.27	4959.33	27.2
RO Internal Pay Sales	8954.99	6175.85	2779.14	31.0
RO Warranty Sales	9529.87	6355.42	3174.45	33.3
RO Service Contract Sales	1317.75	789.50	528.25	40.1
Total RO Sales	38060.21	26619.04	11441.17	30.1
Total Sales	50912.71	36607.69	14305.02	28.1
Total Returns	-743.72	-562.60	-181.12	-24.4
Total Net Sales	50168.99	36045.09	14123.90	28.2

OT Stocking Group 200

**AFTERMARKET**

From	11/01/20	11/01/20	11/01/20	11/01/20
To	11/30/20	11/30/20	11/30/20	11/30/20
	Sales	Cost	Gross	GP %

Counter Retail Sales	63.96	45.69	18.27	28.6
Counter Internal Sales	2897.78	2074.74	823.04	28.4
Counter Wholesale Sales	264.47	156.49	107.98	40.8
Total Counter Sales	3226.21	2276.92	949.29	29.4
RO Customer Pay Sales	2481.87	1355.09	1126.78	45.4
RO Internal Pay Sales	7316.63	4465.34	2851.29	39.0
RO Warranty Sales				
RO Service Contract Sales				
Total RO Sales	9798.50	5820.43	3978.07	40.6
Total Sales	13024.71	8097.35	4927.36	37.8
Total Returns	-14.99	-6.72	-8.27	-55.2
Total Net Sales	13009.72	8090.63	4919.09	37.8

CH Stocking Group 100, All Parts, All Sales Types

**CHRYSLER**

From	11/01/20	11/01/20	11/01/20	11/01/20
To	11/30/20	11/30/20	11/30/20	11/30/20
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	39049.97	27902.86	11147.11	28.5
Sales Filled By NG	15.18	9.65	5.53	36.4
Sales Filled By EP	1696.47	1087.58	608.89	35.9
Sales Filled By SO	10151.09	7607.60	2543.49	25.1
Total Sales	50912.71	36607.69	14305.02	28.1
Returns To Inventory	-743.72	-562.60	-181.12	-24.4
Returns Not To Inventory				
Total Returns	-743.72	-562.60	-181.12	-24.4
Net Sales	50168.99	36045.09	14123.90	28.2
Filled From Shelf-Counter	69.7%	70.0%	68.7%	
Filled From Shelf-Service	79.1%	78.6%	80.3%	
Filled Same Day--Counter	77.9%	77.7%	78.9%	
Filled Same Day--Service	80.8%	79.8%	83.1%	

OT Stocking Group 200, All Parts, All Sales Types

**AFTERMARKET**

From	11/01/20	11/01/20	11/01/20	11/01/20
To	11/30/20	11/30/20	11/30/20	11/30/20
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	978.74	579.50	399.24	40.8
Sales Filled By NG				
Sales Filled By EP	12045.97	7517.85	4528.12	37.6
Sales Filled By SO				
Total Sales	13024.71	8097.35	4927.36	37.8
Returns To Inventory	-14.99	-6.72	-8.27	-55.2
Returns Not To Inventory				
Total Returns	-14.99	-6.72	-8.27	-55.2
Net Sales	13009.72	8090.63	4919.09	37.8
Filled From Shelf-Counter	.5%	.3%	.9%	
Filled From Shelf-Service	9.8%	9.8%	9.8%	
Filled Same Day--Counter	100.0%	100.0%	100.0%	
Filled Same Day--Service	100.0%	100.0%	100.0%	

CH Stocking Group 100 **CHRYSLER**

Changes to Status:				Phase-In	Phase-Out
December	2020			59	13
August	2020	To November	2020	20	93
May	2020	To August	2020	49	101
February	2020	To May	2020	37	95
November	2019	To February	2020	20	139
August	2019	To November	2019	23	63
August	2019	and Older		69	179

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	206
Superceded Parts with On Hand	46
Active Parts with No Sales	14

OT Stocking Group 200 **AFTERMARKET**

Changes to Status:				Phase-In	Phase-Out
December	2020				
August	2020	To November	2020		
May	2020	To August	2020		
February	2020	To May	2020		
November	2019	To February	2020	6	5
August	2019	To November	2019	30	3
August	2019	and Older		43	30

Inactive Parts to Phase-In	31
Parts to Phase-Out	96
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	38
Superceded Parts with On Hand	
Active Parts with No Sales	7

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From 11/01/20 to 11/30/20	CH	Stocking Group	100 #	<i>CHRYSLER</i> Pieces	Value
Manual Increases			1	12	73.80
Manual Decreases			63	-118	-3564.15
Net Manual Adjustments			64	-106	-3490.35
Physical Inventory Increases					
Physical Inventory Decreases					
Net Physical Inventory Adjustments					
LIFO Increases			18	53	190.09
LIFO Decreases			6	13	-83.70
Net LIFO Adjustments			24	66	106.39

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From 11/01/20 to 11/30/20	CH	Stocking Group	100	<b>CHRYSLER</b>		
		#	Pieces	Cost	Value	
Stock Orders Placed		165	561	7490.45	11169.75	
Stock Orders Received		306	1420	20547.14	31304.09	
Special Orders Placed		21	60	2033.95	2772.40	
Special Orders Received		22	58	4936.50	5631.60	
Parts Canceled		2	16	20.60	131.60	
Factory Returns						
Core Returns		7	7	5780.00	5780.00	
Parts On Order			106	1468.85	2604.60	
Parts On Backorder			1	68.20	68.20	
Parts Referred						

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	Value
(1)Idle Parts Total	8160.83
(2)Current Parts Total	59382.85
(3)Total Parts	67543.68

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 12.08%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	1612
(2)Total Other	8
(3)Total Quantity Sold	1620
Off the Shelf Fill Rate (1)/(3)	99.5%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	36834.00
(3) Annualized Stock Orders	448122.44
(4) Inventory Value	67543.68
(5) True Turn (3)/(4)	6.63

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

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	30	1330.30	37	1522.40

Parts Without Cost

	Part Numbers
Total Parts Without Cost	32

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00