

Step 1

	Value
(1)Idle Parts Total	98600.73
(2)Current Parts Total	1093677.93
(3)Total Parts	1192278.66
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.27%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	3699
(2)Total Other	167
(3)Total Quantity Sold	3866
Off the Shelf Fill Rate (1)/(3)	95.6%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	400797.00
(3) Annualized Stock Orders	4876096.30
(4) Inventory Value	1192203.66
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	4.09

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	41	2630.21	72-	2706.89-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	4	358.44	4	358.44

Parts Without Cost

	Part Numbers
Total Parts Without Cost	291

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	2	285.14	2	285.14

All Manf, All Stocking Groups, All Parts, All Sales Types					
	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		366755.61	303947.68	62807.93	17.1
Sales Filled By NG		1558.71	1154.02	404.69	26.0
Sales Filled By EP		147402.05	121179.14	26222.91	17.8
Sales Filled By SO		145851.18	119387.80	26463.38	18.1
Total Sales		661567.55	545668.64	115898.91	17.5
Returns To Inventory		-54416.32	-51465.66	-2950.66	-5.4
Returns Not To Inventory		-13466.36	-13556.07	89.71	-.7
Total Returns		-67882.68	-65021.73	-2860.95	-4.2
Net Sales		593684.87	480646.91	113037.96	19.0
Filled From Shelf-Counter		59.8%	60.3%	54.8%	
Filled From Shelf-Service		48.5%	45.7%	54.4%	
Filled Same Day--Counter		74.9%	75.8%	66.5%	
Filled Same Day--Service		83.2%	83.6%	82.4%	

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
January 2021	29	263
September 2020 To December 2020	218	902
June 2020 To September 2020	322	726
March 2020 To June 2020	384	741
December 2019 To March 2020	368	740
September 2019 To December 2019	311	812
September 2019 and Older	2008	3108
Inactive Parts to Phase-In	28	
Parts to Phase-Out	109	
Parts Excluded From Phase-In		
Non-Stocked Parts with On Hand	2703	
Superceded Parts with On Hand	87	
Active Parts with No Sales	11	

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JNEIL49

MATT BOWERS CHEVROLET METAIRIE
Inventory Adjustments

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From 11/01/20 to 11/30/20 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	13	446	4452.42
Manual Decreases	19	-120	-5014.18
Net Manual Adjustments	32	326	-561.76
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	44	1894	869.92
LIFO Decreases	5	7	-287.36
Net LIFO Adjustments	49	1901	582.56

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MATT BOWERS CHEVROLET METAIRIE
Stock Order Analysis

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From 11/01/20 to 11/30/20	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	2592	3954	232787.45	261272.80	
Stock Orders Received	2585	9188	237173.35	290051.40	
Special Orders Placed	970	1347	115040.26	121490.68	
Special Orders Received	935	1266	113342.63	118272.81	
Parts Canceled	192	278	29577.82	31479.99	
Factory Returns	44	46	7678.36	8689.66	
Core Returns	179	262	31553.00	39666.75	
Parts On Order		457	35523.73	36784.30	
Parts On Backorder		536	45823.14	49106.81	
Parts Referred		1	26.66	26.66	

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All Manf, All OEM Cd, All SGrp

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	14880.34	8519.57	6360.77	42.7
Counter Internal Sales	3192.30	2573.30	619.00	19.4
Counter Wholesale Sales	402860.67	371609.71	31250.96	7.8
Total Counter Sales	420933.31	382702.58	38230.73	9.1
RO Customer Pay Sales	137860.71	90560.76	47299.95	34.3
RO Internal Pay Sales	36449.09	23090.13	13358.96	36.7
RO Warranty Sales	49880.71	36903.69	12977.02	26.0
RO Service Contract Sales	16443.73	12411.48	4032.25	24.5
Total RO Sales	240634.24	162966.06	77668.18	32.3
Total Sales	661567.55	545668.64	115898.91	17.5
Total Returns	-67882.68	-65021.73	-2860.95	-4.2
Total Net Sales	593684.87	480646.91	113037.96	19.0

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	502	5.3	5.3	57831	4.8	4.8
2020 January or Older	1098	11.5	16.7	142623	11.8	16.5
2020 February	263	2.8	19.5	33039	2.7	19.3
2020 March	333	3.5	23.0	38776	3.2	22.5
2020 April	277	2.9	25.9	30010	2.5	24.9
2020 May	368	3.9	29.7	38301	3.2	28.1
2020 June	435	4.6	34.3	52284	4.3	32.4
2020 July	587	6.1	40.4	74809	6.2	38.6
2020 August	546	5.7	46.1	67066	5.5	44.1
2020 September	785	8.2	54.4	104583	8.6	52.8
2020 October	893	9.3	63.7	113402	9.4	62.1
2020 November	1271	13.3	77.0	166096	13.7	75.8
2020 December	2161	22.6	99.6	281735	23.3	99.1
2021 January	36	.4	100.0	10986	.9	100.0
Totals	9555	100.0		1211541	100.0	
Cores With On Hand	107			12039		

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	12.7	1650	1606	158646
Active Parts: With Excess Stock	55.8	5388	14190	694495
Active Parts: Understocked	2.3	482	378	28603
Active Parts: To Phase Out	.4	89	1248	4976
Total Active Parts	71.2	7609	17422	886720
Superceded With On Hand	1.2	79	185	15358
Inactive With On Hand	27.5	2848	7687	342877
Total Inventory To Sell	100.0	10536	25294	1244955
Cores on Hand		47	54	5299
Negative On Hand		8	-8	-439
Total of Inventory		10591	25340	1249815
Parts on Open Repair Orders		498	844	63472
Value of Inventory		11089	26184	1313287
Not on Factory Master		4460	2208	26815
Parts Without Cost		359	1	0