

ANALYSIS FOR MONTH ENDING 12/31/2020    VENDOR = Hyundai

	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	1600	20.8	206442.53	58.3	16459						
AUTO PHASE-OUT PARTS	2920	38.0	74489.90	21.0	12975						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	20	.3	3291.60	.9	48						
NON-STOCK PARTS	3152	41.0	70036.86	19.8	825						
TOTAL INVENTORY	7692	100.0	354260.89	100.0	30307						
CLEAN CORES VALUE	94		2250.00		7						
INVENTORY WITH CLEAN CORES	0		356510.89		0						

INVENTORY BY GL

INV-PARTS & ACCESSORIES	7676	99.8	355028.43	99.6	30296	COI GL: 2420
INV-PARTS & ACCESSORIES	16	.2	1482.46	.4	11	COI GL: G2420

SALES (AT COST)

ACTIVE PARTS	450	62.6	72313.63	41.4	7490
AUTO PHASE-OUT PARTS	44	6.1	10340.62	5.9	72
DEALER PHASE-OUT PARTS	0		0.00		0
MANUAL ORDER PARTS	13	1.8	18920.48	10.8	63
NON-STOCK PARTS	212	29.5	73039.04	41.8	491
TOTAL SALES (AT COST)	719	100.0	174613.77	100.0	8116
TOTAL LOST SALES	51		6258.11		94
TOTAL EMERGENCY PURCHASES	36		2432.27		78
LEVEL OF SERVICE		88.7		95.2	

INVENTORY BY SOURCE

SRC 200 NON HYUNDAI PARTS	1		0.00		0	0	0	0.00	1	1	30.00
SRC 201 CLASS A	687	8.9	67220.72	19.0	4781	289	1575	21279.81	127	757	7447.93
SRC 202 CLASS B	1659	21.6	94409.76	26.6	2430	85	141	7419.34	115	185	22394.74
SRC 203 CLASS C	3198	41.6	85771.18	24.2	12579	106	277	14231.88	225	327	85145.92
SRC 204 CLASS D	225	2.9	12901.51	3.6	222	26	37	2064.57	42	48	3398.69
SRC 205 CLASS E	987	12.8	27473.31	7.8	320	14	14	1157.73	58	64	6264.40
SRC 206 CLASS F	789	10.3	13653.87	3.9	200	3	11	54.90	43	48	2636.06
SRC 207 DEFAULT	43	.6	3496.10	1.0	599	0	0	0.00	1	1	203.00
SRC 306 TIRES	41	.5	18280.00	5.2	164	24	51	4463.00	0	0	0.00
SRC 407 GENESIS DEFAULT	16	.2	1482.46	.4	11	0	0	0.00	0	0	0.00
SRC 500 MISCELLANEOUS	27	.4	2166.81	.6	118	0	0	0.00	0	0	0.00
SRC 806 VALVOLINE	19	.2	27405.17	7.7	8943	43	4499	18621.29	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 200 NON HYUNDAI PARTS	1	.1	30.00		1
SRC 201 CLASS A	244	33.7	32663.82	17.8	2989
SRC 202 CLASS B	163	22.5	27091.01	14.8	285
SRC 203 CLASS C	171	23.6	95528.21	52.2	662
SRC 204 CLASS D	33	4.6	3511.55	1.9	67
SRC 205 CLASS E	49	6.8	3107.67	1.7	55
SRC 206 CLASS F	29	4.0	2296.74	1.3	27
SRC 207 DEFAULT	4	.6	1091.59	.6	211
SRC 306 TIRES	13	1.8	4288.00	2.3	50
SRC 500 MISCELLANEOUS	1	.1	29.96		2
SRC 806 VALVOLINE	17	2.3	13458.82	7.4	3745

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = Hyundai

SALES MOVEMENT

Month End Tot	1108	14.4	103200.36	29.1	13196
NO-SALE 1 TO 3 MONTHS	2106	27.4	103278.25	29.2	2498
NO-SALE 4 TO 6 MONTHS	1734	22.5	67859.46	19.2	11536
NO-SALE 7 TO 9 MONTHS	1165	15.1	29149.72	8.2	858
NO-SALE 10 TO 12 MONTHS	1092	14.2	23078.51	6.5	574
NO-SALE 13 TO 15 MONTHS	98	1.3	8192.70	2.3	482
NO-SALE OVER 15 MONTHS	389	5.1	19501.89	5.5	1163

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	17		977.99		33
PARTS PHASED OUT	402		11853.80		254
PARTS DROPPED	306		0.00		0

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = Hyundai

DataPoint	Description	
	Number of Parts on ROs	7539
	Number of Parts Filled OSF	7152
DP1	RO Off the Shelf Fill %	94.87 %
DP2	Total Idle Capital %	10.80 %
DP3	Negative On Hand	1997.79
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	5
DP6	Monthly Closing Inventory Value	354260.89
DP7	Lost Sales	6258.11
DP8	True Turns $((R-S)*12/Y)*(V/100)$	2.0373

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	7194
B	Number of Stocking Parts Filled OSF	7176
C	RO Off the Shelf Fill % (B/A)*100	99.75 %
D	Value of Stocking Parts with MNS 6-11	25332.89
E	Value of Stocking Parts with MNS 12+	.00
F	Value of Non-Stock Parts with MNS 3-5	28143.25
G	Value of Non-Stock Parts with MNS 6-8	19279.38
H	Value of Non-Stock Parts with MNS 9-11	15808.98
I	Value of Non-Stock Parts with MNS 12+	38265.71
J	Total Idle Capital $\%((E+I)/Y)*100$	10.80 %
K	Number of Parts with Negative O.H.	6
L	Value of Parts with Negative O.H.	1997.79
M	Number of Parts with No Bin	
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	5

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	51
Q	Value of Lost Sales	6258.11

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	174613.77
S	Monthly Returns From Customers	3800.29
	Monthly Cycle Returns to Vendor	5772.74
	Decreasing Manual Onhand Adjustments	8756.27
	Increasing Manual Onhand Adjustments	4416.14
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	69292.52
U	Monthly Receipts	196813.26
V	Stock Order Utilization (T/U)*100	35.21 %
W	Month Close Inventory - Stock Parts	206442.53
X	Month Close Inventory- Non-Stock Parts	147818.36
Y	Month Close Inventory - All Parts	354260.89

	I/O Part Sales	10499.00
	I/O Part Returns and Deletes	-1205.88

ANALYSIS FOR MONTH ENDING 12/31/2020											
VENDOR = Genesis											
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	41	17.1	1456.54	15.0	51						
AUTO PHASE-OUT PARTS	69	28.8	5488.72	56.5	81						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	0		0.00		0						
NON-STOCK PARTS	130	54.2	2767.88	28.5	37						
TOTAL INVENTORY	240	100.0	9713.14	100.0	169						
INVENTORY BY GL											
INV-PARTS & ACCESSORIES	234	97.5	10046.44	103.4	299	COI GL: G2420					
INV-PARTS & ACCESSORIES	6	2.5	-333.30	3.4	68	COI GL: 2420					
SALES (AT COST)											
ACTIVE PARTS	17	44.7	1373.53	19.6	263						
AUTO PHASE-OUT PARTS	2	5.3	313.76	4.5	2						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	0		0.00		0						
NON-STOCK PARTS	19	50.0	5320.39	75.9	68						
TOTAL SALES (AT COST)	38	100.0	7007.68	100.0	333						
TOTAL LOST SALES	0		0.00		0						
TOTAL EMERGENCY PURCHASES	0		0.00		0						
LEVEL OF SERVICE		100.0		100.0							
INVENTORY BY SOURCE											
SRC 401 GENESIS A SOURCE	27	11.3	1125.01	11.6	152	0	0	0.00	1	8	170.88
SRC 402 GENESIS B SOURCE	33	13.8	2155.92	22.2	60	0	0	0.00	9	16	566.81
SRC 403 GENESIS C SOURCE	84	35.0	3285.64	33.8	60	0	0	0.00	6	6	3718.31
SRC 404 GENESIS D SOURCE	1	.4	0.00		0	0	0	0.00	0	0	0.00
SRC 405 GENESIS E SOURCE	28	11.7	376.62	3.9	3	0	0	0.00	1	1	302.50
SRC 406 GENESIS F SOURCE	47	19.6	2689.25	27.7	16	0	0	0.00	6	6	856.22
SRC 407 GENESIS DEFAULT	14	5.8	414.00	4.3	6	0	0	0.00	0	0	0.00
SRC 806 VALVOLINE	6	2.5	-333.30	3.4	-128	0	0	0.00	0	0	0.00
SALES (AT COST) BY SOURCE											
SRC 401 GENESIS A SOURCE	12	31.6	833.61	11.9	78						
SRC 402 GENESIS B SOURCE	4	10.5	174.23	2.5	4						
SRC 403 GENESIS C SOURCE	7	18.4	4005.19	57.2	56						
SRC 405 GENESIS E SOURCE	2	5.3	604.94	8.6	2						
SRC 406 GENESIS F SOURCE	6	15.8	856.22	12.2	6						
SRC 407 GENESIS DEFAULT	3	7.9	45.92	.7	3						
SRC 806 VALVOLINE	4	10.5	487.57	7.0	184						
SALES MOVEMENT											
Month End Tot	53	22.1	685.48	7.1	-28						
NO-SALE 1 TO 3 MONTHS	50	20.8	2153.23	22.2	47						
NO-SALE 4 TO 6 MONTHS	67	27.9	2263.58	23.3	64						
NO-SALE 7 TO 9 MONTHS	26	10.8	524.37	5.4	17						
NO-SALE 10 TO 12 MONTHS	14	5.8	277.12	2.9	18						
NO-SALE 13 TO 15 MONTHS	4	1.7	609.27	6.3	5						
NO-SALE OVER 15 MONTHS	26	10.8	3200.09	32.9	46						

STATUS CHANGES & PARTS DROPPED

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = Genesis

PARTS PHASED IN	1	202.98	6
PARTS PHASED OUT	11	325.87	8
PARTS DROPPED	0	0.00	0

DataPoint	Description		
	Number of Parts on ROs	276	
	Number of Parts Filled OSF	70	
DP1	RO Off the Shelf Fill %	25.36 %	
DP2	Total Idle Capital %	40.92 %	
DP3	Negative On Hand	651.32	
DP4	Parts with no Bin	.00	
DP5	Parts with no Cost		
DP6	Monthly Closing Inventory Value	9713.14	
DP7	Lost Sales	.00	
DP8	True Turns ((R-S)*12/Y)*(V/100)	.0000	

DSP Totals

Line	Description		
A	Number of Stocking Parts on ROs	263	
B	Number of Stocking Parts Filled OSF	71	
C	RO Off the Shelf Fill % (B/A)*100	27.00 %	
D	Value of Stocking Parts with MNS 6-11	432.57	
E	Value of Stocking Parts with MNS 12+	.00	
F	Value of Non-Stock Parts with MNS 3-5	2207.60	
G	Value of Non-Stock Parts with MNS 6-8	715.18	
H	Value of Non-Stock Parts with MNS 9-11	169.38	
I	Value of Non-Stock Parts with MNS 12+	3974.36	
J	Total Idle Capital %((E+I)/Y)*100	40.92 %	
K	Number of Parts with Negative O.H.	9	
L	Value of Parts with Negative O.H.	651.32	
M	Number of Parts with No Bin		
N	Value of Parts with No Bin	.00	
O	Number of Parts with No Cost		

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	7007.68
S	Monthly Returns From Customers	.00
	Monthly Cycle Returns to Vendor	.00
	Decreasing Manual Onhand Adjustments	21.88
	Increasing Manual Onhand Adjustments	709.05
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	.00
U	Monthly Receipts	5614.72
V	Stock Order Utilization (T/U)*100	0.00 %
W	Month Close Inventory - Stock Parts	1456.54
X	Month Close Inventory- Non-Stock Parts	8256.60
Y	Month Close Inventory - All Parts	9713.14
	I/O Part Sales	3188.50
	I/O Part Returns and Deletes	-452.00

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = TOTAL											
	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	1641	20.7	207899.07	57.1	16510						
AUTO PHASE-OUT PARTS	2989	37.7	79978.62	22.0	13056						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	20	.3	3291.60	.9	48						
NON-STOCK PARTS	3282	41.4	72804.74	20.0	862						
TOTAL INVENTORY	7932	100.0	363974.03	100.0	30476						
CLEAN CORES VALUE	94		2250.00		7						
INVENTORY WITH CLEAN CORES	0		366224.03		0						

INVENTORY BY GL											
INV-PARTS & ACCESSORIES	7682	96.8	354695.13	96.9	30168	COI GL: 2420					
INV-PARTS & ACCESSORIES	250	3.2	11528.90	3.1	308	COI GL: G2420					

SALES (AT COST)											
ACTIVE PARTS	467	61.7	73687.16	40.6	7753						
AUTO PHASE-OUT PARTS	46	6.1	10654.38	5.9	74						
DEALER PHASE-OUT PARTS	0		0.00		0						
MANUAL ORDER PARTS	13	1.7	18920.48	10.4	63						
NON-STOCK PARTS	231	30.5	78359.43	43.1	559						
TOTAL SALES (AT COST)	757	100.0	181621.45	100.0	8449						
TOTAL LOST SALES	51		6258.11		94						
TOTAL EMERGENCY PURCHASES	36		2432.27		78						
LEVEL OF SERVICE		89.2		95.4							

INVENTORY BY SOURCE											
SRC 200 NON HYUNDAI PARTS	1		0.00		0	0	0	0.00	1	1	30.00
SRC 201 CLASS A	687	8.7	67220.72	18.5	4781	289	1575	21279.81	127	757	7447.93
SRC 202 CLASS B	1659	20.9	94409.76	25.9	2430	85	141	7419.34	115	185	22394.74
SRC 203 CLASS C	3198	40.3	85771.18	23.6	12579	106	277	14231.88	225	327	85145.92
SRC 204 CLASS D	225	2.8	12901.51	3.5	222	26	37	2064.57	42	48	3398.69
SRC 205 CLASS E	987	12.4	27473.31	7.5	320	14	14	1157.73	58	64	6264.40
SRC 206 CLASS F	789	9.9	13653.87	3.8	200	3	11	54.90	43	48	2636.06
SRC 207 DEFAULT	43	.5	3496.10	1.0	599	0	0	0.00	1	1	203.00
SRC 306 TIRES	41	.5	18280.00	5.0	164	24	51	4463.00	0	0	0.00
SRC 401 GENESIS A SOURCE	27	.3	1125.01	.3	152	0	0	0.00	1	8	170.88
SRC 402 GENESIS B SOURCE	33	.4	2155.92	.6	60	0	0	0.00	9	16	566.81
SRC 403 GENESIS C SOURCE	84	1.1	3285.64	.9	60	0	0	0.00	6	6	3718.31
SRC 404 GENESIS D SOURCE	1		0.00		0	0	0	0.00	0	0	0.00
SRC 405 GENESIS E SOURCE	28	.4	376.62	.1	3	0	0	0.00	1	1	302.50
SRC 406 GENESIS F SOURCE	47	.6	2689.25	.7	16	0	0	0.00	6	6	856.22
SRC 407 GENESIS DEFAULT	30	.4	1896.46	.5	17	0	0	0.00	0	0	0.00
SRC 500 MISCELLANEOUS	27	.3	2166.81	.6	118	0	0	0.00	0	0	0.00
SRC 806 VALVOLINE	25	.3	27071.87	7.4	8815	43	4499	18621.29	0	0	0.00

SALES (AT COST) BY SOURCE											
SRC 200 NON HYUNDAI PARTS	1	.1	30.00		1						
SRC 201 CLASS A	244	32.0	32663.82	17.2	2989						
SRC 202 CLASS B	163	21.4	27091.01	14.3	285						
SRC 203 CLASS C	171	22.4	95528.21	50.3	662						
SRC 204 CLASS D	33	4.3	3511.55	1.8	67						
SRC 205 CLASS E	49	6.4	3107.67	1.6	55						

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = TOTAL

SRC 206 CLASS F	29	3.8	2296.74	1.2	27
SRC 207 DEFAULT	4	.5	1091.59	.6	211
SRC 306 TIRES	13	1.7	4288.00	2.3	50
SRC 401 GENESIS A SOURCE	12	1.6	833.61	.4	78
SRC 402 GENESIS B SOURCE	4	.5	174.23	.1	4
SRC 403 GENESIS C SOURCE	7	.9	4005.19	2.1	56
SRC 405 GENESIS E SOURCE	2	.3	604.94	.3	2
SRC 406 GENESIS F SOURCE	6	.8	856.22	.5	6
SRC 407 GENESIS DEFAULT	3	.4	45.92		3
SRC 500 MISCELLANEOUS	1	.1	29.96		2
SRC 806 VALVOLINE	21	2.8	13946.39	7.3	3929

SALES MOVEMENT

Month End Tot	1161	14.6	103885.84	28.5	13168
NO-SALE 1 TO 3 MONTHS	2156	27.2	105431.48	29.0	2545
NO-SALE 4 TO 6 MONTHS	1801	22.7	70123.04	19.3	11600
NO-SALE 7 TO 9 MONTHS	1191	15.0	29674.09	8.2	875
NO-SALE 10 TO 12 MONTHS	1106	13.9	23355.63	6.4	592
NO-SALE 13 TO 15 MONTHS	102	1.3	8801.97	2.4	487
NO-SALE OVER 15 MONTHS	415	5.2	22701.98	6.2	1209

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	18		1180.97		39
PARTS PHASED OUT	413		12179.67		262
PARTS DROPPED	306		0.00		0

ANALYSIS FOR MONTH ENDING 12/31/2020

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	4369.52	3169.43	0.00	1200.09
2 W/S 5	17681.39	12505.31	0.00	5176.08
3 INTERNAL	3267.82	2272.81	0.00	995.01
4 EMPLOYEE	1403.18	1224.57	0.00	178.61
5 SPECIALS	0.00	0.00	0.00	0.00
6 WHOLESALE 2P	0.00	0.00	0.00	0.00
7 MILITARY	2559.25	1778.58	0.00	780.67
8 ONLINE SALE	717.94	436.15	0.00	281.79
TOTAL	29999.10	21386.85	0.00	8612.25
9 RO SPECIALS	28051.58	21148.10	0.00	6903.48
10 RO WARRANTY	115266.57	89918.90	0.00	25347.67
11 RO INTERNAL	15169.51	10289.54	0.00	4879.97
12 RO WHLSL	2024.97	1505.91	0.00	519.06
13 RO EMPLOYEE	1387.82	1228.86	0.00	158.96
14 RO RETAIL	59230.46	41172.06	0.00	18058.40
15 RO SRV WARR	8176.97	4821.07	0.00	3355.90
TOTAL	229307.88	170084.44	0.00	59223.44

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = Hyundai

Parts/Lines Pieces Dollar Value\$  
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INVENTORY BALANCE/INVESTMENT

INVENTORY

ACTIVE PARTS (NORMAL PARTS)	1275	6530	149612.18
NON-STOCK PARTS	4269	13216	99787.27
TOTAL INVENTORY	5544	19746	249399.45

RECEIPTS

TOTAL RECEIPTS	947	3262	157919.62
CUSTOMER & EMERGENCY RECEIPTS	947	3262	157919.62

SALES (PER INVENTORY SYSTEM)

TOTAL GROSS SALES (COSTS)	2695	3979	152553.08
TOTAL RETURN SALES	34	43	3310.75

LOST SALES

TOTAL LOST SALES	44	87	4960.19
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INVENTORY MOVEMENT/ACTIVITY(PARTS COST)

NO-SALE 0 TO 3 MONTHS	2371	5639	143024.22
NO-SALE 4 TO 6 MONTHS	1247	11352	49823.29
NO-SALE 7 TO 12 MONTHS	1591	1309	41541.06
NO-SALE OVER 12 MONTHS	335	1446	15010.88

ANALYSIS FOR MONTH ENDING 12/31/2020 VENDOR = Genesis

Parts/Lines      Pieces      Dollar Value\$  
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INVENTORY BALANCE/INVESTMENT

INVENTORY

ACTIVE PARTS (NORMAL PARTS)	35	185	1860.13
NON-STOCK PARTS	109	96	5024.46
TOTAL INVENTORY	144	281	6884.59

RECEIPTS

TOTAL RECEIPTS	16	30	4456.00
CUSTOMER & EMERGENCY RECEIPTS	16	30	4456.00

SALES (PER INVENTORY SYSTEM)

TOTAL GROSS SALES (COSTS)	88	138	5013.03
TOTAL RETURN SALES	0	0	0.00

LOST SALES

TOTAL LOST SALES	0	0	0.00
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INVENTORY MOVEMENT/ACTIVITY(PARTS COST)

NO-SALE 0 TO 3 MONTHS	58	149	1781.75
NO-SALE 4 TO 6 MONTHS	42	62	2188.55
NO-SALE 7 TO 12 MONTHS	27	35	801.49
NO-SALE OVER 12 MONTHS	17	35	2112.80