

A-F Motors, Inc.

Sales Summary - Source 1

12/01/2020

Scan Date:12/01/20

Counter Parts Sales

	Retail	Wholesale
Total Pieces	39	14
Sales	\$ 2,703.73	656.26
Cost	2,035.47	506.40
Gross Profit	\$ 668.26	149.86
Profitability	24.72%	22.84%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	788	191	79
Sales	\$ 14,284.76	4,700.75	3,467.43
Cost	8,924.63	3,336.90	2,588.47
Gross Profit	\$ 5,360.13	1,363.85	878.96
Profitability	37.52%	29.01%	25.35%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability00%	.00%	.00%

Total Pieces	1111
Sales	25,812.93
Cost	17,391.87
Gross	8,421.06
Profitability	32.62%
Gross Turn15
True Turn14
Return On Investment	7.16%

A-F Motors, Inc.

Inventory Analysis - Source 1

12/01/2020

Scan Date:12/01/20

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	334	11777	39,821.98	33.8%
From 4 Thru 6 Months	203	535	11,792.22	10.0%
From 7 Thru 9 Months	114	279	7,633.42	6.5%
From 10 Thru 12 Months	180	432	9,736.11	8.3%
From 13 Thru 18 Months	350	857	26,213.37	22.3%
From 19 Thru 24 Months	105	308	5,484.24	4.7%
Greater Than 24 Months	221	595	16,983.77	14.4%
Total Of Parts Over 365 Days	600	1644	39,002.33	33.1%
Of Ac/Ot Over 365 Days	63	102	9,679.05	8.2%
Total Of Parts and Cores.....	1427	14658	103,925.46	88.3%
Of Accessories/Other.....	80	125	13,739.65	11.7%
Of Cores (MEMO Line Only) ..	56	72	{ 2,419.75}	2.1%
Total Of Inventory Including Cores	1507	14783	117,665.11	100.0%
Total Of Lost Sales(Non-Stk).....	8	8	226.08	.2%
Of Lost Sales(Stock).....	0	0	.00	.0%
Total Of Lost Sales(Non-Stk Value)	8	34	662.85	.6%
Of Lost Sales(Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	1245	3139	78,977.87	67.1%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	214	11572	37,705.74	32.0%
Parts With Negative On-Hand.....	5	12	1,867.57	1.6%
Normal Stocking With 0 On-Hand....	9	0	.00	.0%
Part Numbers Added W/O Stock	11	0	.00	.0%
Part Numbers Added With Stock	42	7	245.71	.2%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	19	56	1,467.35	
Manual Adjustments Down (-)	19	57	499.90	

		Non-Ret
Total Normal Stocking Part Numbers	34	8
Of On-Hand Stock At Current Cost	1,767.86	911.86
Of On-Hand Pieces	220	
Current Month Unit Sales	55	
Of 12-Month Unit Sales	785	
Percent Of On-Hand To Unit Sales	356.8%	
Total Special Order & Other Non-Stocking	1426	207
Of On-Hand Stock At Current Cost	113,477.50	36,538.63
Of On-Hand Pieces	14491	
Current Month Unit Sales	967	
Of 12-Month Unit Sales	14747	
Percent Of On-Hand To Unit Sales	101.8%	