

Castilone Chrysler

Sales Summary - Source 1

01/02/2021

Scan Date:01/02/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces	120	101
Sales	\$ 5,810.43	6,446.85
Cost	4,514.73	5,465.04
Gross Profit	\$ 1,295.70	981.81
Profitability	22.30%	15.23%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	868	251	289
Sales	\$ 27,312.94	8,748.30	7,695.16
Cost	18,801.54	6,256.05	4,689.17
Gross Profit	\$ 8,511.40	2,492.25	3,005.99
Profitability	31.16%	28.49%	39.06%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	24	0	60
Sales	\$ 328.77	.00	861.49
Cost	120.00	.00	288.18
Gross Profit	\$ 208.77	.00	573.31
Profitability	63.50%	.00%	66.55%

Total Pieces	1713
Sales	57,203.94
Cost	40,134.71
Gross	17,069.23
Profitability	29.84%
Gross Turn19
True Turn19
Return On Investment	8.06%

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Received Stock For Month

01/02/2021

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Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 22,517.30	561	72.02
In Special Orders	\$ 12,082.08	109	13.99
In Emergency Purchases	\$ 4,736.29	109	13.99
Total Stocked In	\$ 39,335.67	779	
Total Sold Out	\$ 40,134.71	1,713	219.90
Net Increase/Decrease	\$ -799.04	-934	

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Parts On Purchase Orders/Service RO's

01/02/2021

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For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	76	9	411.75
Of Parts On Special Order	2	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	33	88	6438.05
On Open Body Shop R/O's	2	2	10.00
Removed From Repair Orders	0	0	.00

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Inventory Analysis - Source 1

01/02/2021

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	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	670	5436	67,864.43	32.1%
From 4 Thru 6 Months	299	1024	26,223.80	12.4%
From 7 Thru 9 Months	185	891	15,893.04	7.5%
From 10 Thru 12 Months	585	1931	30,218.27	14.3%
From 13 Thru 18 Months	236	706	17,816.19	8.4%
From 19 Thru 24 Months	197	500	12,898.40	6.1%
Greater Than 24 Months	618	1719	40,781.95	19.3%
Total Of Parts Over 365 Days	1040	2910	71,496.54	33.8%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	2790	12207	211,696.08	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	48	58	{ 5,375.00}	2.5%
Total Of Inventory Including Cores	2790	12207	211,696.08	100.0%
Total Of Lost Sales (Non-Stk).....	5	5	21.48	.0%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	5	0	.00	.0%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	2218	6958	157,539.77	74.4%
Of Last-Time Returnable.....	182	387	13,145.59	6.2%
Of Non-Returnable Items.....	353	4804	38,000.72	18.0%
Parts With Negative On-Hand.....	15	92	611.41	.3%
Normal Stocking With 0 On-Hand....	261	0	.00	.0%
Part Numbers Added W/O Stock	6	0	.00	.0%
Part Numbers Added With Stock	104	43	3,345.58	1.6%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	52	1316	9,991.33	
Manual Adjustments Down (-)	26	37	2,319.83	

Total Normal Stocking Part Numbers	1150	Non-Ret
Of On-Hand Stock At Current Cost	70,605.48	80
Of On-Hand Pieces	3792	6,852.73
Current Month Unit Sales	589	
Of 12-Month Unit Sales	7525	
Percent Of On-Hand To Unit Sales	198.4%	
Total Special Order & Other Non-Stocking	1853	294
Of On-Hand Stock At Current Cost	135,715.60	31,097.99
Of On-Hand Pieces	8357	
Current Month Unit Sales	833	
Of 12-Month Unit Sales	9959	
Percent Of On-Hand To Unit Sales	119.2%	

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True Turns/Fill Y Stock Status Source 1

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Class A Parts

Total In-Stock Value Of Inventory	70,605.48
12-Month Cost Of Sales	171,117.20
Turns	2.42
 Total Part Numbers	 1150
Part Numbers with Zero On Hand	261
Fill Ratio	77.30%

Class B Parts

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
 Total Part Numbers	 0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class C Parts

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
 Total Part Numbers	 0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class D Parts

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
 Total Part Numbers	 0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class E Parts

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
 Total Part Numbers	 0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%