

PD3062R
ASABA9116

AUTO GIANTS MITSUBISHI
Sales Source Analysis

4/27/21 17:01:17

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All Manf, All Stocking Groups, All Parts, All Sales Types

	From	3/01/21	3/01/21	3/01/21	3/01/21
	To	3/31/21	3/31/21	3/31/21	3/31/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		19338.63	10780.45	8558.18	44.3
Sales Filled By NG		936.58	601.99	334.59	35.7
Sales Filled By EP		13784.81	7976.36	5808.45	42.1
Sales Filled By SO					
Total Sales		34060.02	19358.80	14701.22	43.2
Returns To Inventory					
Returns Not To Inventory					
Total Returns					
Net Sales		34060.02	19358.80	14701.22	43.2
Filled From Shelf-Counter		80.2%	81.3%	78.4%	
Filled From Shelf-Service		57.7%	56.6%	59.2%	
Filled Same Day--Counter		100.0%	100.0%	100.0%	
Filled Same Day--Service		100.0%	100.0%	100.0%	

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AUTO GIANTS MITSUBISHI
Sales Analysis

4/27/21 17:01:47

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All Manf, All OEM Cd, All SGrp

	From	3/01/21	3/01/21	3/01/21	3/01/21
	To	3/31/21	3/31/21	3/31/21	3/31/21
		Sales	Cost	Gross	GP %
Counter Retail Sales		2570.18	1589.93	980.25	38.1
Counter Internal Sales					
Counter Wholesale Sales		131.75	101.95	29.80	22.6
Total Counter Sales		2701.93	1691.88	1010.05	37.4
RO Customer Pay Sales		16767.22	7704.08	9063.14	54.1
RO Internal Pay Sales		7531.62	4871.49	2660.13	35.3
RO Warranty Sales		6226.10	4514.92	1711.18	27.5
RO Service Contract Sales		833.15	576.43	256.72	30.8
Total RO Sales		31358.09	17666.92	13691.17	43.7
Total Sales		34060.02	19358.80	14701.22	43.2
Total Returns					
Total Net Sales		34060.02	19358.80	14701.22	43.2

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AUTO GIANTS MITSUBISHI
Phase-In/Phase-Out

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
April 2021	5	8
December 2020 To March 2021	18	23
September 2020 To December 2020	17	30
June 2020 To September 2020	12	37
March 2020 To June 2020	7	25
December 2019 To March 2020	12	26
December 2019 and Older	63	207

Inactive Parts to Phase-In

Parts to Phase-Out

Parts Excluded From Phase-In

Non-Stocked Parts with On Hand 405

Superseded Parts with On Hand 11

Active Parts with No Sales

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AUTO GIANTS MITSUBISHI
Inventory Adjustments

4/27/21 16:59:57

From 3/01/21 to 3/31/21 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	4	4	453.35
Manual Decreases	5	-15	-3936.35
Net Manual Adjustments	9	-11	-3483.00
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	6	420	218349.60
LIFO Decreases	21	841	-216773.53
Net LIFO Adjustments	27	1261	1576.07

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AUTO GIANTS MITSUBISHI
Inventory Aging by Last Sold

4/27/21

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All Manf, All OEM Cd, All SGrp, All Parts

	Parts	%	Acum%	Value	%	Acum%
Never Sold	213	42.0	42.0	20312	48.0	48.0
2020 April or Older	111	21.9	63.9	11000	26.0	74.0
2020 May	8	1.6	65.5	205	.5	74.5
2020 June	3	.6	66.1	72	.2	74.7
2020 July	7	1.4	67.5	225	.5	75.2
2020 August	11	2.2	69.6	372	.9	74.3
2020 September	11	2.2	71.8	2653	6.3	80.6
2020 October	7	1.4	73.2	319	.8	81.3
2020 November	11	2.2	75.3	1165	2.8	84.1
2020 December	12	2.4	77.7	307	.7	84.8
2021 January	13	2.6	80.3	127	.3	85.1
2021 February	10	2.0	82.2	81	.2	84.9
2021 March	21	4.1	86.4	2139	5.1	90.0
2021 April	69	13.6	100.0	4240	10.0	100.0
Totals	507	100.0		42312	100.0	
Cores With On Hand						

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AUTO GIANTS MITSUBISHI
Inventory Analysis

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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	2.8	41	38	1393.26
Active Parts: With Excess Stock	16.6	69	2513	8410.30
Active Parts: Understocked	2.3	41	83	1167.38
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	21.7	151	2634	10970.94
Superseded With On Hand	3.3	11	576	1671.40
Inactive With On Hand	75.0	405	1336	37992.94
Total Inventory To Sell	100.0	567	4546	50635.28
Cores on Hand		0	0	.00
Negative On Hand		13	16	7963.18
Total of Inventory		580	4530	42672.10
Parts on Open Repair Orders		11	20	5113.87
Value of Inventory		591	4550	47785.97
Not on Factory Master		2729	2658	4924.98
Parts Without Cost		49	6	.00

	Value
(1)Idle Parts Total	25111.97
(2)Current Parts Total	20803.27
(3)Total Parts	45915.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	54.69%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	390
(2)Total Other	1
(3)Total Quantity Sold	391
Off the Shelf Fill Rate (1)/(3)	99.7%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	11635.00
(3) Annualized Stock Orders	136990.49
(4) Inventory Value	45915.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	2.98

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	11	7579.41	14-	7601.31-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	16

Parts With No Bin Location

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

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AUTO GIANTS MITSUBISHI
Stock Order Analysis

4/27/21 16:56:42

From 3/01/21 to 3/31/21	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	33	117	1559.99	2827.61	
Stock Orders Received	103	1899	5579.15	14339.05	
Special Orders Placed					
Special Orders Received					
Parts Canceled	1	10	4.50	45.00	
Factory Returns					
Core Returns					
Parts On Order		36	862.22	1187.95	
Parts On Backorder		2	1.90	3.80	
Parts Referred					
