

PD2007R  
JGOOD46

COURTESY AUTOMOTIVE CENTER  
Inventory Analysis Month End Apr 2021

5/26/21  
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All SU Stocking Groups

	%	#	Pieces	Value
Active Parts: Stocked	14.9	569	655	20770
Active Parts: With Excess Stock	36.0	527	3032	50162
Active Parts: Understocked	6.5	245	995	9009
Active Parts: To Phase Out	.2	18	2	319
Total Active Parts	57.6	1359	4684	80261
Superceded With On Hand	2.0	11	25	2721
Inactive With On Hand	40.5	335	792	56473
Total Inventory To Sell	100.0	1705	5501	139454
Cores on Hand		4	4	1250
Negative On Hand		5	-5	-116
Total of Inventory		1714	5500	140588
Parts on Open Repair Orders		199	322	14470
Value of Inventory		1913	5822	155059
Not on Factory Master		258	54	2253
Parts Without Cost		32	0	0

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COURTESY AUTOMOTIVE CENTER 5/26/21  
Inventory Aging by Last Sold

All SU Stocking Groups	All Parts			Value	% Acum%	Acum%
	Parts	%	Acum%			
Never Sold	62	5.2	5.2	12071	8.6	8.6
2020 May or Older	92	7.7	12.8	3677	2.6	11.3
2020 June	16	1.3	14.1	963	.7	11.9
2020 July	44	3.7	17.8	3380	2.4	14.4
2020 August	32	2.7	20.5	3299	2.4	16.7
2020 September	48	4.0	24.5	3930	2.8	19.5
2020 October	65	5.4	29.9	5582	4.0	23.5
2020 November	59	4.9	34.8	6076	4.3	27.9
2020 December	44	3.7	38.4	4368	3.1	31.0
2021 January	78	6.5	44.9	8919	6.4	37.3
2021 February	67	5.6	50.5	8426	6.0	43.4
2021 March	129	10.7	61.2	15199	10.9	54.2
2021 April	190	15.8	77.0	18613	13.3	67.5
2021 May	276	23.0	100.0	45450	32.5	100.0
Totals	1202	100.0		139951	100.0	
Cores With On Hand	4			1250		

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All SU Stocking Groups

	From	4/01/21	4/01/21	4/01/21	4/01/21
	To	4/30/21	4/30/21	4/30/21	4/30/21
		Sales	Cost	Gross	GP %
Counter Retail Sales		15580.96	10857.06	4723.90	30.3
Counter Internal Sales					
Counter Wholesale Sales		18153.75	14458.77	3694.98	20.4
Total Counter Sales		33734.71	25315.83	8418.88	25.0
RO Customer Pay Sales		71531.95	45105.28	26426.67	36.9
RO Internal Pay Sales		9440.68	6316.87	3123.81	33.1
RO Warranty Sales		40571.61	26836.87	13734.74	33.9
RO Service Contract Sales					
Total RO Sales		121544.24	78259.02	43285.22	35.6
Total Sales		155278.95	103574.85	51704.10	33.3
Total Returns		-1188.66	-899.55	-289.11	-24.3
Total Net Sales		154090.29	102675.30	51414.99	33.4

All SU Stocking Groups, All Parts, All Sales Types					
	From	4/01/21	4/01/21	4/01/21	4/01/21
	To	4/30/21	4/30/21	4/30/21	4/30/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		91357.19	58521.05	32836.14	35.9
Sales Filled By NG					
Sales Filled By EP		2471.87	2871.39	-399.52	16.2
Sales Filled By SO		61449.89	42182.41	19267.48	31.4
Total Sales		155278.95	103574.85	51704.10	33.3
Returns To Inventory		-1188.66	-899.55	-289.11	-24.3
Returns Not To Inventory					
Total Returns		-1188.66	-899.55	-289.11	-24.3
Net Sales		154090.29	102675.30	51414.99	33.4
Filled From Shelf-Counter		38.7%	40.4%	33.8%	
Filled From Shelf-Service		64.4%	61.7%	69.3%	
Filled Same Day--Counter		39.0%	40.6%	34.2%	
Filled Same Day--Service		66.4%	65.3%	68.3%	

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All SU Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
May	2021			98	59
January	2021	To April	2021	178	514
October	2020	To January	2021	151	137
July	2020	To October	2020	175	136
April	2020	To July	2020	146	150
January	2020	To April	2020	131	175
January	2020	and Older		373	1303
Inactive Parts to Phase-In				8	
Parts to Phase-Out				16	
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				377	
Superceded Parts with On Hand				9	
Active Parts with No Sales				19	

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COURTESY AUTOMOTIVE CENTER  
Inventory Adjustments

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From 4/01/21 to 4/30/21 All SU Stocking Groups	#	Pieces	Value
Manual Increases	5	59	672.53
Manual Decreases	31	-57	-4341.56
Net Manual Adjustments	36	2	-3669.03
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	71	2136	747.43
LIFO Decreases	8	30	-86.65
Net LIFO Adjustments	79	2166	660.78



	Value
(1)Idle Parts Total	5131.03
(2)Current Parts Total	135342.39
(3)Total Parts	140473.42
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	3.65%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	5708
(2)Total Other	165
(3)Total Quantity Sold	5873
Off the Shelf Fill Rate (1)/(3)	97.1%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	96275.00
(3) Annualized Stock Orders	1171281.65
(4) Inventory Value	140473.42
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.34

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	5	117.50	5-	117.50-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	53	16849.04	57	17059.40

Parts Without Cost

	Part Numbers
Total Parts Without Cost	32

Parts With No Bin Location

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