

FIRST I WOULD RECOMMEND HAVING ARKONA DMS SOFTWARE ON THE LAPTOP YOU ARE BRINGING TO CLASS!!!! It is much easier to access data if there is something you forget to print or can not find once you get to class.

PRINT THE FOLLOWING ITEMS AND PUT THEM IN A SEPARATE FILE FOLDER FOR CLASS:

1. Month-End Management Report
2. Inventory Analysis
3. Inventory Aging
4. Inventory Adjustments
5. Phase-in/Phase-out
6. Sales Source Analysis
7. Sales Analysis
8. Stock Order Analysis
9. Stocking criteria

SOME REPORTS YOU
WILL NEED FOR MTH
AND ALSO FOR YTD

If you are not familiar with these reports refer to the instructions below:

To run Month-End Management Report:

1. Log into Arkona DMS

DealerTrack
DEALER MANAGEMENT SYSTEM

Sign in

Dealer Login

User Name:

Password:

Login Message

Join us in Alpharetta, Georgia, and learn how to maximize the functionality of your DMS by attending our Advanced Regional Training. Courses include Parts and Service. For information and to register, visit the DMS web at www.dealortrackdms.com/training or call 800-428-3375.

Manufacturer: GENERAL MOTORS

**** Inventory ****

Turnover Months	Supply	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Total	Avg.
2.8	3.0	2.7	2.8	3.0	4.0	4.0	3.4	2.9	3.5	1.7	1.9	2.6	2.9		2.9
3.7	3.9	3.7	3.8	3.9	5.2	5.0	4.4	3.9	9.9	2.5	2.7	3.5	4.3		4.3
Parts	2,914	2,960	2,914	2,843	2,757	2,846	2,868	2,879	2,843	2,838	2,841	2,840	2,871		2,871
Pieces	18,873	18,291	17,985	19,025	19,302	18,372	16,988	18,076	18,947	17,079	26,311	30,610	19,988		19,988
Cost	396,138	379,436	395,586	375,629	372,432	380,429	386,713	405,493	414,849	298,424	288,407	286,242	364,981		364,981
Parts	1,110	1,103	1,110	1,110	1,141	1,181	1,189	1,188	1,153	1,138	1,163	1,183	1,146		1,146
Pieces	7,125	6,601	6,481	7,914	7,496	6,027	5,006	5,148	5,597	8,210	10,106	9,135	7,070		7,070
Cost	99,227	93,852	94,773	99,008	98,578	98,211	94,171	100,758	100,455	109,237	118,315	123,840	102,535		102,535
Parts	1,783	1,717	1,663	1,598	1,517	1,551	1,553	1,561	1,576	1,608	1,583	1,573	1,606		1,606
Pieces	8,227	8,156	8,228	8,105	8,324	9,108	8,790	8,661	8,720	5,096	13,488	21,204	9,675		9,675
Cost	263,626	251,375	257,972	248,392	252,869	257,945	262,835	271,192	284,662	165,332	148,153	139,635	233,665		233,665
Parts	89	85	79	74	79	80	83	82	76	68	64	64	76		76
Pieces	3,441	3,443	3,155	2,859	3,437	3,145	3,068	4,116	4,548	3,735	2,670	248	3,155		3,155
Cost	17,784	21,731	23,617	13,023	14,902	14,659	14,272	15,784	17,247	10,302	8,796	11,312	15,285		15,285
Parts	59	55	62	61	20	34	43	48	38	24	31	20	41		41
Pieces	80	91	121	147	45	92	124	151	82	38	47	23	86		86
Cost	15,501	12,478	19,224	15,206	6,083	9,614	15,435	17,759	12,485	13,553	13,143	11,455	13,494		13,494

**** Activity ****

Sales (at cost)	140,086	137,310	140,657	123,677	91,143	94,258	111,900	139,083	115,649	167,206	145,540	107,462	1,513,971		126,164
Shop Counter	104,178	100,656	111,236	90,743	68,034	70,842	90,658	95,366	89,790	114,114	98,014	76,177	1,109,808		92,484
Lost Sale	35,907	36,653	29,420	32,934	23,108	23,416	21,241	43,717	25,859	53,091	47,525	31,284	404,155		33,679
Total Purchases	130,758	140,067	150,090	116,178	107,142	97,851	112,471	141,579	741,204	130,900	112,672	96,756	2,077,668		173,139
Regular Ord	130,758	140,067	150,090	116,178	107,142	97,851	112,471	141,579	740,951	121,446	86,781	61,360	2,006,674		167,222
Special Ord									252	9,454	25,891	35,396	70,993		5,916

**** Stock Order ****

Suggested	73	69	78	83	78	98	101	87	80	94	70	75			75
Pieces	212	214	244	221	183	421	176	206	235	444	536	257			257
Cost	7,687	6,535	8,241	9,968	5,105	8,919	6,624	6,002	5,083	7,580	8,379	6,676			6,676
Parts	206	368	232	233	75	58	96	1,727	158	202	137	60			296
Pieces	257	540	-220	269	-1,023	1,440	1,243	10,066	-8,221	-3,314	-2,979	192			-145
Cost	-38,029	-11,010	-52,911	-19,316	-5,841	643,334	-16,331	516,640	-532,436	-244,194	-2,922	-2,750			19,519

	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Total	Avg.
Non-Stk	665	654	561	476	496	513	491	503	527	499	493			489
Parts	1,850	1,850	1,696	1,334	1,396	1,437	1,259	4,745	4,854	1,241	1,205			1,905
Cost	46,662	45,450	41,009	37,288	38,774	41,052	42,862	169,224	170,338	45,744	39,717			59,843

MIKE BELL CHEVY
Parts Inventory
Management Trend Analysis

PD3430R
RWEBB671
Manufacturer: OTHER

	Jun	Jly	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Total	Avg.
**** Inventory ****														
Closing Inventory	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	515
Non-Stock	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	1719	515
**** Activity ****														

Sales (at cost)
Counter

19 19
19 19

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	5.0	286	298	14022.65
Active Parts: With Excess Stock	38.9	984	8422	109442.81
Active Parts: Understocked	1.3	137	90	3676.39
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	45.2	1407	8810	127141.85
Superceded With On Hand	3.3	66	233	9177.64
Inactive With On Hand	51.5	1567	20830	144697.78
Total Inventory To Sell	100.0	3040	29873	281017.27
Cores on Hand		26	32	7882.00
Negative On Hand		1	1	588.75
Total of Inventory		3067	29904	288310.52
Parts on Open Repair Orders		252	545	28615.47
Value of Inventory		3319	30449	316925.99
Not on Factory Master		3929	998	17964.76
Parts Without Cost		398	1	.00

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MIKE BELL CHEVY
Inventory Aging by Last Sold

5/24/21

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	235	8.2	8.2	37268	13.3	13.3
2020 May or Older	460	16.1	24.3	35575	12.7	26.0
2020 June	73	2.6	26.9	4014	1.4	27.5
2020 July	87	3.0	29.9	7857	2.8	30.3
2020 August	118	4.1	34.0	10029	3.6	33.9
2020 September	129	4.5	38.5	10894	3.9	37.7
2020 October	144	5.0	43.6	10271	3.7	41.4
2020 November	95	3.3	46.9	5875	2.1	43.5
2020 December	148	5.2	52.1	8957	3.2	46.7
2021 January	155	5.4	57.5	9476	3.4	50.1
2021 February	189	6.6	64.1	12133	4.3	54.4
2021 March	288	10.1	74.2	21559	7.7	62.1
2021 April	320	11.2	85.4	26663	9.5	71.7
2021 May	418	14.6	100.0	79285	28.3	100.0
Totals	2859	100.0		279855	100.0	
Cores With On Hand	26			7882		

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MIKE BELL CHEVY
Inventory Adjustments

5/24/21 16:25:01

From 5/01/21 to 5/24/21 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	4	22	318.13
Manual Decreases	22	-44	-3515.58
Net Manual Adjustments	26	-22	-3197.45
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	21	189	448.35
LIFO Decreases	13	25	-1.25
Net LIFO Adjustments	34	214	447.10

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
May	2021			131	92
January	2021	To April	2021	315	364
October	2020	To January	2021	106	239
July	2020	To October	2020	86	197
April	2020	To July	2020	85	184
January	2020	To April	2020	64	216
January	2020	and Older		399	4881

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	1567
Superceded Parts with On Hand	66
Active Parts with No Sales	2

Phase In/Phase Out Criteria

DEFAULT

Evaluate for phase-in/phase-out A

A period equals days.

To phase in, a part must have a demand of or more in any period(s) out of the last days.

To phase out, a part must have no demand in the last days.

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

From	5/01/21	5/01/21	5/01/21	5/01/21
To	5/24/21	5/24/21	5/24/21	5/24/21
	Sales	Cost	Gross	GP %

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Sales Filled From Shelf	90007.95	58128.33	31879.62	35.4
Sales Filled By NG	4197.43	3591.03	606.40	14.4
Sales Filled By EP	34218.49	24295.33	9923.16	29.0
Sales Filled By SO	26460.75	17158.48	9302.27	35.2
Total Sales	154884.62	103173.17	51711.45	33.4
Returns To Inventory	-10377.66	-9425.57	-952.09	-9.2
Returns Not To Inventory	-400.00	-400.00		
Total Returns	-10777.66	-9825.57	-952.09	-8.8
Net Sales	144106.96	93347.60	50759.36	35.2
Filled From Shelf-Counter	45.4%	47.2%	39.1%	
Filled From Shelf-Service	64.7%	63.8%	66.5%	
Filled Same Day--Counter	66.2%	69.3%	55.2%	
Filled Same Day--Service	87.2%	87.7%	86.1%	

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All Manf, All OEM Cd, All SGrp

From	5/01/21	5/01/21	5/01/21	5/01/21
To	5/24/21	5/24/21	5/24/21	5/24/21
	Sales	Cost	Gross	GP %

Counter Retail Sales	8950.07	5353.17	3596.90	40.2
Counter Internal Sales	5865.49	5107.37	758.12	12.9
Counter Wholesale Sales	16548.49	14020.17	2528.32	15.3
Total Counter Sales	31364.05	24480.71	6883.34	21.9
RO Customer Pay Sales	61388.06	41343.90	20044.16	32.7
RO Internal Pay Sales	30677.06	17239.59	13437.47	43.8
RO Warranty Sales	23222.63	13930.62	9292.01	40.0
RO Service Contract Sales	8232.82	6178.35	2054.47	25.0
Total RO Sales	123520.57	78692.46	44828.11	36.3
Total Sales	154884.62	103173.17	51711.45	33.4
Total Returns	-10777.66	-9825.57	-952.09	-8.8
Total Net Sales	144106.96	93347.60	50759.36	35.2

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MIKE BELL CHEVY
Stock Order Analysis

5/24/21 16:26:51

From 5/01/21 to 5/24/21 All Manf, All OEM Cd, All SGrp	#	Pieces	Cost	Value
Stock Orders Placed	350	869	13283.18	17620.44
Stock Orders Received	502	3857	28585.01	61360.06
Special Orders Placed	229	319	34725.44	36427.44
Special Orders Received	223	313	33796.63	35396.91
Parts Canceled	11	12	1156.81	1189.18
Factory Returns	57	88	3933.98	5347.02
Core Returns	19	20	12974.00	13374.00
Parts On Order		123	3012.03	3795.24
Parts On Backorder		3	825.07	825.07
Parts Referred		80	8251.04	8781.71

Stock Order Criteria

DEFAULT

Daily Demand: 70 percent of recent 30 days demand
30 percent of previous 365 days demand

Days Supply: Based on demand of 365 days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To	3	35	25
4 To	12	25	20
13 To	35	20	15
36 To	100	15	11
101 To	500	11	8
501 To	99999	8	6

Do not order if less than 10 days in inventory