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BETTEN BAKER CHEVROLET BUICK G  
Inventory Analysis Month End May 2021

6/28/21 ✓  
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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	17.0	948	794	87607
Active Parts: With Excess Stock	65.4	2700	13354	337315
Active Parts: Understocked	.3	43	41	1633
Active Parts: To Phase Out	13.9	840	1424	71714
Total Active Parts	96.5	4531	15613	498268
Superceded With On Hand	1.0	42	87	5157
Inactive With On Hand	2.5	160	309	12731
Total Inventory To Sell	100.0	4733	16009	516156
Cores on Hand		1	1	400
Negative On Hand		0	0	0
Total of Inventory		4734	16010	516556
Parts on Open Repair Orders		68	233	9882
Value of Inventory		4802	16243	526439
Not on Factory Master		14503	167	5247
Parts Without Cost		381	2	0



A11 Manf, A11 OEM Cd, A11 SGrp					
	From	5/01/21	5/01/21	5/01/21	5/01/21
	To	5/31/21	5/31/21	5/31/21	5/31/21
		Sales	Cost	Gross	GP %
Counter Retail Sales		9094.29	5906.85	3187.44	35.0
Counter Internal Sales					
Counter Wholesale Sales		104362.49	100039.09	4323.40	4.1
Total Counter Sales		113456.78	105945.94	7510.84	6.6
RO Customer Pay Sales		88241.22	55813.58	32427.64	36.7
RO Internal Pay Sales		14735.83	9704.68	5031.15	34.1
RO Warranty Sales		11748.13	9191.54	2556.59	21.8
RO Service Contract Sales		2229.37	1196.12	1033.25	46.3
Total RO Sales		116954.55	75905.92	41048.63	35.1
Total Sales		230411.33	181851.86	48559.47	21.1
Total Returns		-22086.66	-21267.76	-818.90	-3.7
Total Net Sales		208324.67	160584.10	47740.57	22.9



All Manf. All Stocking Groups. All Parts. All Sales Types						
	From	5/01/21	5/01/21	5/01/21	5/01/21	
	To	5/31/21	5/31/21	5/31/21	5/31/21	
		Sales	Cost	Gross		GP %
Sales Filled From Shelf		118661.46	92294.29	26367.17		22.2
Sales Filled By NG		177.21	169.33	7.88		4.4
Sales Filled By EP		35900.92	28270.26	7630.66		21.3
Sales Filled By SO		75671.74	61117.98	14553.76		19.2
Total Sales		230411.33	181851.86	48559.47		21.1
Returns To Inventory		-21056.65	-20316.40	-740.25		-3.5
Returns Not To Inventory		-1030.01	-951.36	-78.65		-7.6
Total Returns		-22086.66	-21267.76	-818.90		-3.7
Net Sales		208324.67	160584.10	47740.57		22.9
Filled From Shelf-Counter		52.3%	53.6%	34.3%		
Filled From Shelf-Service		50.9%	47.0%	58.0%		
Filled Same Day--Counter		62.7%	63.4%	52.9%		
Filled Same Day--Service		71.5%	70.5%	73.2%		



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All Manf. All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
June	2021			117	5
February	2021	To May	2021	386	6
November	2020	To February	2021	335	281
August	2020	To November	2020	333	161
May	2020	To August	2020	322	65
February	2020	To May	2020	134	30
February	2020	and Older		2744	7304
Inactive Parts to Phase-In				101	
Parts to Phase-Out				803	
Parts Excluded From Phase-In				146	
Non-Stocked Parts with On Hand				141	
Superceded Parts with On Hand				36	
Active Parts with No Sales				3	

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Inventory Adjustments

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From 5/01/21 to 5/31/21 All Manf. All Stocking Groups	#	Pieces	Value
Manual Increases	4	44	209.70
Manual Decreases	21	-181	-4036.29
Net Manual Adjustments	25	-137	-3826.59
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	34	4254	424.59
LIFO Decreases	5	7	-.35
Net LIFO Adjustments	39	4261	424.24

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BETTEN BAKER CHEVROLET BUICK G  
Stock Order Analysis

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	#	Pieces	Cost	Value
Stock Orders Placed	871	1520	95103.60	99603.18
Stock Orders Received	861	5780	89176.49	106270.89
Special Orders Placed	461	555	49196.68	51495.72
Special Orders Received	475	571	54710.40	57564.34
Parts Canceled	14	16	2306.11	2540.15
Factory Returns	123	161	8838.76	9147.36
Core Returns	66	73	10759.00	12959.00
Parts On Order		36	2707.67	2819.00
Parts On Backorder		42	12803.56	13537.24
Parts Referred		71	7768.81	8113.20

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BETTEN BAKER CHEVROLET BUICK G 6/28/21  
Inventory Aging by Last Sold



All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	75	1.7	1.7	7390	1.4	1.4
2020 June or Older	428	9.7	11.4	35802	7.0	8.4
2020 July	152	3.4	14.8	14674	2.9	11.2
2020 August	142	3.2	18.0	12752	2.5	13.7
2020 September	153	3.5	21.5	15035	2.9	16.6
2020 October	175	4.0	25.4	20827	4.0	20.7
2020 November	201	4.5	30.0	17890	3.5	24.2
2020 December	267	6.0	36.0	31974	6.2	30.4
2021 January	261	5.9	41.9	29091	5.7	36.0
2021 February	334	7.5	49.5	33412	6.5	42.5
2021 March	426	9.6	59.1	48563	9.4	52.0
2021 April	498	11.3	70.3	60461	11.7	63.7
2021 May	518	11.7	82.1	70769	13.8	77.5
2021 June	794	17.9	100.0	115939	22.5	100.0
Totals	4424	100.0		514579	100.0	
Cores With On Hand	10			2025		

	Value
(1)Idle Parts Total	23803.27
(2)Current Parts Total	489838.27
(3)Total Parts	513641.54

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 4.63%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	6336
(2)Total Other	46
(3)Total Quantity Sold	6382

Off the Shelf Fill Rate (1)/(3) 99.2%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	163162.00
(3) Annualized Stock Orders	1921069.39
(4) Inventory Value	514191.54
(5) True Turn (3)/(4)	3.74

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	27	1826.06	33	1861.67

Parts Without Cost

	Part Numbers
Total Parts Without Cost	146

Parts With No Bin Location

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