

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	5,972		4,322		117,049.90	
Active Parts	145	2.42	1,170	27.07	14,777.20	12.62
NS Parts	5,251	87.92	1,249	28.89	58,051.54	49.59
MO Parts						
AP Parts	559	9.36	1,841	42.59	39,045.55	33.35
DP Parts	17	0.28	62	1.43	5,175.61	4.42
SP Parts						
DEL Parts						
Parts With No Cost	15	0.25	20	0.46		
Parts With Negative On-Hand	12	0.20	78		-36,149.82	
Core/Exchange	22	0.36	54	1.24	9,095.00	
Memos On File	460					
Parts Added	179	2.99	57	1.31	6,493.88	5.54
Active Parts	8	4.46	2	3.50	430.00	6.62
NS Parts	169	94.41	54	94.73	3,695.88	56.91
MO Parts						
AP Parts	1	0.55				
DP Parts	1	0.55	1	1.75	2,368.00	36.46
SP Parts						
Parts & Memos Deleted	161					
Inventory Movement - Sales						
0 to 3 Months	1,083	18.13	2,500	57.84	49,817.64	42.56
4 to 6 Months	561	9.39	761	17.60	16,938.63	14.47
7 to 12 Months	755	12.64	511	11.82	16,196.95	13.83
Over 12 Months	2,933	49.11	259	5.99	10,306.03	8.80
New Parts No Sales	640	10.71	291	6.73	23,790.65	20.32
Inventory Movement - Receipts						
0 to 3 Months	1,129	18.90	2,530	58.53	67,151.16	57.36
4 to 6 Months	581	9.72	720	16.65	17,313.39	14.79
7 to 12 Months	827	13.84	456	10.55	21,984.71	18.78
Over 12 Months	2,942	49.26	614	14.20	10,582.34	9.04
New Parts No Receipts	493	8.25	2	0.04	18.30	0.01
Outstanding Orders	228	3.81	690		45,654.10	
Stockorders	100	43.85	249	36.08	6,609.05	14.47
Supplemental Orders						
Customer Orders	133	58.33	441	63.91	39,045.05	85.52
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	519	8.69	1,764		93,880.44		1,486
Regular	519	100.00	1,764	100.00	93,880.44	100.00	1,486
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	6	0.10	7		321.33		6
Return Sales	136	2.27	399		44,989.08		227
Regular	136	100.00	399	100.00	44,989.08	100.00	227
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	404	6.76	1,546		58,617.42		673
Stockorders	98	24.25	582	37.64	7,951.58	13.56	169
Supplemental Orders							
Customer Orders	222	54.95	685	44.30	35,431.21	60.44	370
Emergency Purchases	2	0.49	4	0.25	31.25	0.05	2
Other Receipts	114	28.21	275	17.78	15,203.38	25.93	132
Overages							
Net Adjustments	15	0.25	24		-4,786.61		16
Plus	6	40.00	9	37.50	158.80		6
Minus	9	60.00	15	62.50	-4,945.41		10
Factory Returns							
Net Appreciation	27	0.45	430	9.94	-68,692.28		88
Positive	16	59.25	118	27.44	569.63		49
Negative	11	40.74	312	72.55	-69,261.91		39
Parts Updated With Cost	5	0.08					5
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1		150.00		1
Lost Sales							
Return Sales							

Obsolescence Accrual Maintenance

Dealer Name	PA062 Fred Beans Kia of Langhorne	Current Date	Jun 14, 2021	Stock Accrual Earn Rate	3.50%
Recognized Collision	Y	Transfer Eligible	Y	PartsEye	Y
"Rolling 6 Months Inv" (%)	3.00% See Details				

Obsolescence Return											Obsolescence Accrual Transfer					
Current Period	Eligible Shipment Total	Accrual %	Accrued	Return In Process	Return Credit Posted	Transferred to FOOMS	Used For 50% Credit	Actual Credit Received	Expired Funds	Available Funds	Transfer/Credit Eligible	Allowed Statement Credit Amount	Statement Credit Transfer	Allowed Marketing Amount	FOOMS Transfer	Estimated Available
Current Balance	\$1,471,526.05	3.50%	\$51,511.52	\$0.00	\$0.00	\$0.00	\$39,794.66	\$19,897.33		\$11,716.85	Y	\$5,858.42		\$11,716.85		\$0.00
Jun-2021	\$266,914.58	3.50%	\$9,341.55	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$9,341.55	Y	\$4,670.77		\$9,341.55		\$0.00
May-2021	\$530,668.39	3.50%	\$18,572.52	\$0.00	\$0.00	\$0.00	\$16,197.22	\$8,098.61		\$2,375.30	Y	\$1,187.65		\$2,375.30		\$0.00
Apr-2021	\$674,243.08	3.50%	\$23,597.45	\$0.00	\$0.00	\$0.00	\$23,597.44	\$11,798.72		\$0.00	Y	\$0.00		\$0.00		\$0.00
HISTORIC MONTHS																
Mar-2021	\$716,651.53	3.50%	\$25,081.76	\$1,259.87	\$1,472.73	\$0.00	\$21,283.52	\$10,641.76	\$1,065.64		Y	\$0.00		\$0.00		\$0.00
Feb-2021	\$525,126.89	3.50%	\$18,378.66	\$0.00	\$14,657.57	\$0.00	\$0.00	\$0.00	\$3,721.09		Y	\$0.00		\$0.00		\$0.00
Jan-2021	\$585,759.92	3.50%	\$20,500.75	\$0.00	\$20,275.75	\$0.00	\$0.00	\$0.00	\$225.00		Y	\$0.00		\$0.00		\$0.00
Dec-2020	\$670,870.70	3.50%	\$23,479.60	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$23,479.60		Y	\$0.00		\$0.00		\$0.00
Nov-2020	\$607,223.68	3.50%	\$21,252.02	\$0.00	\$5,930.21	\$0.00	\$0.00	\$0.00	\$15,321.81		Y	\$0.00		\$0.00		\$0.00
Oct-2020	\$593,142.10	3.50%	\$20,759.20	\$0.00	\$0.00	\$0.00	\$20,759.20	\$10,379.60	\$0.00		Y	\$0.00		\$0.00		\$0.00
Sep-2020	\$566,135.05	3.50%	\$19,813.91	\$0.00	\$653.22	\$0.00	\$19,160.68	\$9,580.34	\$0.00		Y	\$0.00		\$0.00		\$0.00
Aug-2020	\$540,979.89	3.50%	\$18,933.58	\$0.00	\$17,664.93	\$0.00	\$0.00	\$0.00	\$1,724.17		Y	\$0.00		\$0.00		\$0.00
Jul-2020	\$596,972.78	3.50%	\$20,893.37	\$0.00	\$19,357.43	\$0.00	\$0.00	\$0.00	\$1,535.94		Y	\$0.00		\$0.00		\$0.00

Shipment Accrued Information
** Note : All Dropship Shipment excluded.

Current Period	Shipment Total	Emergency Order (E and R)		Accelerated Order		Stock Order		Recognized Collision	"Rolling 6 Months Inv" (%)	Transfer Eligible	Earn Rate	Accrued Total
		Total Purchase	% of Total Value	Total Purchase	% of Total Value	Total Purchase	% of Total Value					
Jun-2021	\$319,471.69	\$14,909.87	4.66%	\$37,647.24	11.78%	\$266,914.58	83.54%	Y	3.00%	Y	3.50%	\$9,341.55
May-2021	\$620,507.50	\$17,683.41	2.84%	\$72,155.70	11.62%	\$530,668.39	85.52%	Y	3.10%	Y	3.50%	\$18,572.52
Apr-2021	\$796,052.05	\$18,318.25	2.30%	\$103,490.72	13.00%	\$674,243.08	84.69%	Y	3.21%	Y	3.50%	\$23,597.45
HISTORIC MONTHS												
Mar-2021	\$817,275.79	\$13,367.50	1.63%	\$87,256.76	10.67%	\$716,651.53	87.68%	Y	3.41%	Y	3.50%	\$25,081.76
Feb-2021	\$585,261.62	\$5,491.70	0.93%	\$54,643.03	9.33%	\$525,126.89	89.72%	Y	3.41%	Y	3.50%	\$18,378.66
Jan-2021	\$666,079.66	\$11,432.17	1.71%	\$68,887.57	10.34%	\$585,759.92	87.94%	Y	3.56%	Y	3.50%	\$20,500.75
Dec-2020	\$744,159.56	\$18,196.89	2.44%	\$55,091.97	7.40%	\$670,870.70	90.15%	Y	3.66%	Y	3.50%	\$23,479.60
Nov-2020	\$689,354.51	\$11,500.00	1.66%	\$70,630.83	10.24%	\$607,223.68	88.08%	Y	3.83%	Y	3.50%	\$21,252.02
Oct-2020	\$671,972.85	\$24,635.76	3.66%	\$54,194.99	8.06%	\$593,142.10	88.26%	Y	3.80%	Y	3.50%	\$20,759.20
Sep-2020	\$639,134.93	\$14,440.53	2.25%	\$58,559.35	9.16%	\$566,135.05	88.57%	Y	3.70%	Y	3.50%	\$19,813.91
Aug-2020	\$602,994.79	\$16,073.70	2.66%	\$45,941.20	7.61%	\$540,979.89	89.71%	Y	3.58%	Y	3.50%	\$18,933.58
Jul-2020	\$653,961.22	\$13,429.98	2.05%	\$43,558.46	6.66%	\$596,972.78	91.28%	Y	3.30%	Y	3.50%	\$20,893.37



Parts Department Customer Special Order Policy

This Special Order Process has been developed to achieve the following goals:

Maximize service profits through the installation of Special Order Parts.

Maximize CSI.

Maximize parts profits through the installation of Special Order Parts.

Minimize parts obsolescence by installing parts that have been special ordered.

Minimize freight costs by increasing management awareness of order type.

Front Counter-

Customer Special orders must be prepaid when not a "stock" item.

Parts orders will be placed on a "daily" stock order unless part is on a critical back order.

Service Counter-

Customer Special orders not covered under warranty must be prepaid when not a "stock" item and customer is not leaving car until part arrives. Parts orders will be placed on a "daily" stock order unless part is on a critical back order.

Car Down- Parts will be checked for availability at depot and "E" ordered for over-night delivery.

Car Not Down Under Warranty- Parts will be checked for availability at depot and placed on a "daily" stock order. Service Advisors MUST notify their customers when parts arrive to schedule appointment.

1. Tech diags vehicle and reports need to ASM.
2. Parts dept will add SPO part numbers in PRO as a quote.
3. ASM verifies warranty or customer pay.
4. ASM contacts customer to report diag and explains the need for SPO and at that time makes the SPO installation appt. if customer can not commit to a next apt - SPO will not be ordered. If customer pay SPO parts must be PREPAID.

5. If apt was not made- ASM will acquire Quote print out from the parts dept to file awaiting customer call back to schedule appt.
6. ASM sets apt in ADP for follow up.
7. Tech returns to parts with RO indicating next apt scheduled.
8. SPO order is then placed by parts dept.

If an appointment is made in ADP the special order display in fast lane will show the apt date. ASM's can then better manage their SPO follow up.

Special Order Parts must be aged weekly (every Monday) and the Special Order Parts list will be given to the Service Manager for follow-up.