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COURTESY AUTOMOTIVE CENTER
Inventory Analysis

7/28/21 15:02:18

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All SU Stocking Groups
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	%	#	Pieces	Value
Active Parts: Stocked	14.1	519	566	20283.13
Active Parts: With Excess Stock	33.5	470	2779	48183.12
Active Parts: Understocked	11.2	282	1057	16130.71
Active Parts: To Phase Out	.0	18	1	19.47
Total Active Parts	58.9	1289	4403	84616.43
Superceded With On Hand	1.3	13	35	1866.40
Inactive With On Hand	39.8	364	726	57278.69
Total Inventory To Sell	100.0	1666	5164	143761.52
Cores on Hand		4	4	1250.00
Negative On Hand		5	5	117.50
Total of Inventory		1675	5163	144894.02
Parts on Open Repair Orders		454	791	35457.30
Value of Inventory		2129	5954	180351.32
Not on Factory Master		263	18	254.50
Parts Without Cost		32	0	.00

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COURTESY AUTOMOTIVE CENTER 7/28/21
Inventory Aging by Last Sold

All SU Stocking Groups	All Parts			Value	% Acum%	Acum%
	Parts	%	Acum%			
Never Sold	52	4.5	4.5	8792	6.1	6.1
2020 July or Older	72	6.2	10.7	8238	5.7	11.9
2020 August	6	.5	11.2	883	.6	12.5
2020 September	41	3.5	14.8	4606	3.2	15.7
2020 October	52	4.5	19.3	4952	3.5	19.1
2020 November	47	4.1	23.3	4310	3.0	22.1
2020 December	33	2.9	26.2	3116	2.2	24.3
2021 January	62	5.4	31.5	6142	4.3	28.6
2021 February	48	4.1	35.7	6459	4.5	33.1
2021 March	87	7.5	43.2	9407	6.6	39.7
2021 April	99	8.6	51.8	8026	5.6	45.2
2021 May	110	9.5	61.3	10870	7.6	52.8
2021 June	123	10.6	71.9	14063	9.8	62.6
2021 July	325	28.1	100.0	53636	37.4	100.0
Totals	1157	100.0		143499	100.0	
Cores With On Hand	4			1250		

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All SU Stocking Groups

	From To	6/01/21 6/30/21 Sales	6/01/21 6/30/21 Cost	6/01/21 6/30/21 Gross	6/01/21 6/30/21 GP %
Counter Retail Sales		21299.50	14371.34	6928.16	32.5
Counter Internal Sales		179.95	116.97	62.98	35.0
Counter Wholesale Sales		20131.00	15862.47	4268.53	21.2
Total Counter Sales		41610.45	30350.78	11259.67	27.1
RO Customer Pay Sales		62279.64	38052.09	24227.55	38.9
RO Internal Pay Sales		6176.47	4127.17	2049.30	33.2
RO Warranty Sales		46464.44	29078.02	17386.42	37.4
RO Service Contract Sales					
Total RO Sales		114920.55	71257.28	43663.27	38.0
Total Sales		156531.00	101608.06	54922.94	35.1
Total Returns		-1894.72	-1338.46	-556.26	-29.4
Total Net Sales		154636.28	100269.60	54366.68	35.2

All SU Stocking Groups, All Parts, All Sales Types					
	From	6/01/21	6/01/21	6/01/21	6/01/21
	To	6/30/21	6/30/21	6/30/21	6/30/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		97817.64	60619.93	37197.71	38.0
Sales Filled By NG					
Sales Filled By EP		1815.29	2123.20	-307.91	17.0
Sales Filled By SO		56898.07	38864.93	18033.14	31.7
Total Sales		156531.00	101608.06	54922.94	35.1
Returns To Inventory		-1894.72	-1338.46	-556.26	-29.4
Returns Not To Inventory					
Total Returns		-1894.72	-1338.46	-556.26	-29.4
Net Sales		154636.28	100269.60	54366.68	35.2
Filled From Shelf-Counter		24.5%	25.4%	22.0%	
Filled From Shelf-Service		76.3%	74.3%	79.5%	
Filled Same Day--Counter		24.6%	25.5%	22.2%	
Filled Same Day--Service		77.8%	77.2%	78.8%	

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All SU Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
July	2021			99	83
March	2021	To June	2021	175	537
December	2020	To March	2021	141	109
September	2020	To December	2020	121	142
June	2020	To September	2020	148	136
March	2020	To June	2020	66	128
March	2020	and Older		451	1418
Inactive Parts to Phase-In				6	
Parts to Phase-Out				18	
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				364	
Superceded Parts with On Hand				13	
Active Parts with No Sales				15	

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COURTESY AUTOMOTIVE CENTER
Inventory Adjustments

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From 6/01/21 to 6/30/21 All SU Stocking Groups			
	#	Pieces	Value
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Manual Increases	7	428	1721.67
Manual Decreases	20	-117	-3185.20
Net Manual Adjustments	27	311	-1463.53
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	14	25	2155.29
LIFO Decreases	2	9	-6.25
Net LIFO Adjustments	16	34	2149.04

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COURTESY AUTOMOTIVE CENTER
Stock Order Analysis

7/28/21 15:14:54

From 6/01/21 to 6/30/21 All SU	Stocking	Groups		
	#	Pieces	Cost	Value
Stock Orders Placed	392	2726	24210.62	58871.53
Stock Orders Received	380	4571	27433.03	72703.52
Special Orders Placed	471	692	58523.52	63633.31
Special Orders Received	435	642	53764.20	58335.66
Parts Canceled				
Factory Returns	57	63	2867.25	2941.50
Core Returns				
Parts On Order		2010	19657.57	26179.36
Parts On Backorder		11	209.69	413.07
Parts Referred				

	Value
(1)Idle Parts Total	5028.19
(2)Current Parts Total	138733.33
(3)Total Parts	143761.52
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	3.50%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	7116
(2)Total Other	414
(3)Total Quantity Sold	7530
Off the Shelf Fill Rate (1)/(3)	94.5%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	130627.00
(3) Annualized Stock Orders	1589208.08
(4) Inventory Value	143761.52
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	11.05

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	26	3514.11	31	4033.87

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