

PD3011R  
DHENR9613

CHAMPION CHRYSLER JEEP DODGE  
Inventory Analysis

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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	9.5	874	672	61216.33
Active Parts: With Excess Stock	52.9	2462	14661	341802.14
Active Parts: Understocked	1.6	390	305	10545.34
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	64.0	3726	15638	413563.81
Superceded With On Hand	5.4	137	1258	35194.57
Inactive With On Hand	30.5	1523	5989	197109.90
Total Inventory To Sell	100.0	5386	22885	645868.28
Cores on Hand		161	221	75030.00
Negative On Hand		31	121	7092.11
Total of Inventory		5578	22985	713806.17
Parts on Open Repair Orders		971	2043	94405.85
Value of Inventory		6549	25028	808212.02
Not on Factory Master		5017	495	10644.47
Parts Without Cost		23	0	.00

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CHAMPION CHRYSLER JEEP DODGE 8/02/21  
Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	591	12.8	12.8	96941	15.2	15.2
2020 August or Older	313	6.8	19.6	30505	4.8	20.0
2020 September	91	2.0	21.6	3529	.6	20.5
2020 October	148	3.2	24.8	12830	2.0	22.6
2020 November	139	3.0	27.8	13301	2.1	24.6
2020 December	162	3.5	31.4	16739	2.6	27.3
2021 January	148	3.2	34.6	18308	2.9	30.1
2021 February	199	4.3	38.9	23954	3.8	33.9
2021 March	266	5.8	44.7	22809	3.6	37.5
2021 April	356	7.7	52.4	34406	5.4	42.9
2021 May	372	8.1	60.5	55196	8.7	51.5
2021 June	668	14.5	75.0	85051	13.3	64.9
2021 July	1136	24.7	99.7	213138	33.4	98.3
2021 August	16	.3	100.0	10716	1.7	100.0
Totals	4605	100.0		637424	100.0	
Cores With On Hand	161			75030		

All Manf, All OEM Cd, All SGrp

	From	7/01/21	7/01/21	7/01/21	7/01/21
	To	7/31/21	7/31/21	7/31/21	7/31/21
		Sales	Cost	Gross	GP %
Counter Retail Sales		38635.63	28909.81	9725.82	25.2
Counter Internal Sales					
Counter Wholesale Sales		101397.23	86616.93	14780.30	14.6
Total Counter Sales		140032.86	115526.74	24506.12	17.5
RO Customer Pay Sales		195795.09	115717.72	80077.37	40.9
RO Internal Pay Sales		90814.20	47857.53	42956.67	47.3
RO Warranty Sales		206581.77	114604.27	91977.50	44.5
RO Service Contract Sales		56401.82	34467.41	21934.41	38.9
Total RO Sales		549592.88	312646.93	236945.95	43.1
Total Sales		689625.74	428173.67	261452.07	37.9
Total Returns		-39403.54	-37873.35	-1530.19	-3.9
Total Net Sales		650222.20	390300.32	259921.88	40.0

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	7/01/21	7/01/21	7/01/21	7/01/21
	To	7/31/21	7/31/21	7/31/21	7/31/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		285100.53	177135.26	107965.27	37.9
Sales Filled By NG		21858.46	13796.96	8061.50	36.9
Sales Filled By EP		63988.52	35352.84	28635.68	44.8
Sales Filled By SO		318678.23	201888.61	116789.62	36.6
Total Sales		689625.74	428173.67	261452.07	37.9
Returns To Inventory		-39403.54	-37873.35	-1530.19	-3.9
Returns Not To Inventory					
Total Returns		-39403.54	-37873.35	-1530.19	-3.9
Net Sales		650222.20	390300.32	259921.88	40.0
Filled From Shelf-Counter		48.7%	49.2%	46.7%	
Filled From Shelf-Service		43.4%	42.9%	44.1%	
Filled Same Day--Counter		50.0%	50.2%	48.7%	
Filled Same Day--Service		54.8%	53.8%	56.0%	

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All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
August	2021			333	93
April	2021	To July	2021	331	234
January	2021	To April	2021	238	212
October	2020	To January	2021	227	184
July	2020	To October	2020	192	218
April	2020	To July	2020	152	204
April	2020	and Older		599	1900

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	1523
Superceded Parts with On Hand	137
Active Parts with No Sales	10

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CHAMPION CHRYSLER JEEP DODGE  
Inventory Adjustments

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From 7/01/21 to 7/31/21 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	27	160	4043.26
Manual Decreases	140	-2866	-64928.20
Net Manual Adjustments	167	-2706	-60884.94
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	59	916	3993.46
LIFO Decreases	3	105	-134.20
Net LIFO Adjustments	62	1021	3859.26

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CHAMPION CHRYSLER JEEP DODGE  
Stock Order Analysis

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From	7/01/21 to	7/31/21	All Manf,	All OEM Cd,	All SGrp		
			#	Pieces		Cost	Value
Stock Orders Placed			1094	3789		85281.93	133620.45
Stock Orders Received			1106	13113		84327.87	169575.62
Special Orders Placed			1003	1810		198452.81	217734.47
Special Orders Received			1005	1658		195910.61	212913.21
Parts Canceled			13	262		2240.05	7826.20
Factory Returns							
Core Returns							
Parts On Order				923		108379.85	122839.54
Parts On Backorder				4		159.25	159.25
Parts Referred				1470		717.80	10749.55

	Value
(1)Idle Parts Total	64189.59
(2)Current Parts Total	573737.95
(3)Total Parts	637927.54
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	10.06%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	6527
(2)Total Other	282
(3)Total Quantity Sold	6809
Off the Shelf Fill Rate (1)/(3)	95.8%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	380679.00
(3) Annualized Stock Orders	4482114.55
(4) Inventory Value	638027.54
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.02

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	29	4325.22	113-	7188.33-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	54.30	1	54.30

Parts Without Cost

	Part Numbers
Total Parts Without Cost	14

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	1	19.25	4	77.00