

Snyder Chevrolet

Sales Summary - Source 1

08/31/2021

Scan Date:08/31/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces	47	143
Sales	\$ 2,289.06	5,054.46
Cost	1,257.79	3,972.83
Gross Profit	\$ 1,031.27	1,081.63
Profitability	45.05%	21.40%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1909	1447	527
Sales	\$ 40,957.20	16,873.58	18,639.31
Cost	22,472.85	11,523.81	9,948.32
Gross Profit	\$ 18,484.35	5,349.77	8,690.99
Profitability	45.13%	31.71%	46.63%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	222	0	14
Sales	\$ 42,431.52	.00	1,186.24
Cost	27,258.86	.00	784.33
Gross Profit	\$ 15,172.66	.00	401.91
Profitability	35.76%	.00%	33.88%

Total Pieces.....	4309
Sales	127,431.37
Cost	77,218.79
Gross	50,212.58
Profitability	39.40%
Gross Turn	1.12
True Turn	1.36
Return On Investment	72.54%

Snyder Chevrolet

Sales Summary - Source 3

08/31/2021

Scan Date:08/31/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces	0	0
Sales .....	.00	.00
Cost .....	.00	.00
Gross Profit .....	.00	.00
Profitability .....	.00%	.00%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	75	0	110
Sales	7,234.47	.00	7,970.28
Cost	5,849.56	.00	6,277.74
Gross Profit	1,384.91	.00	1,692.54
Profitability	19.14%	.00%	21.24%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	1	0	0
Sales	14.00	.00	.00
Cost	9.20	.00	.00
Gross Profit	4.80	.00	.00
Profitability	34.29%	.00%	.00%

Total Pieces.....	186
Sales	15,218.75
Cost	12,136.50
Gross	3,082.25
Profitability	20.25%
Gross Turn	2.46
True Turn	2.70
Return On Investment	62.45%

Snyder Chevrolet

Received Stock For Month

08/31/2021

Scan Date:08/31/21

Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 34,674.51	1,432	62.56
In Special Orders	\$ 14,367.61	300	13.11
In Emergency Purchases	\$ 45,283.22	557	24.33
Total Stocked In	\$ 94,325.34	2,289	
Total Sold Out	\$ 77,218.79	4,309	188.25
Net Increase/Decrease	\$ 17,106.55	-2,020	

Source 3

	Cost	Pieces	% Total Pieces
In Regular Stock	\$.00	0	.00
In Special Orders	\$ 13,229.88	94	98.95
In Emergency Purchases	\$ 73.00	1	1.05
Total Stocked In	\$ 13,302.88	95	
Total Sold Out	\$ 12,136.50	186	195.79
Net Increase/Decrease	\$ 1,166.38	-91	

Snyder Chevrolet

Parts On Purchase Orders/Service RO's

08/31/2021

Scan Date:08/31/21

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	86	29	996.77
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	127	231	6627.69
On Open Body Shop R/O's	102	108	19212.40
Removed From Repair Orders	0	0	.00

For Source 3

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	0	0	.00
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	6	6	486.38
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

Snyder Chevrolet

Inventory Analysis - Source 1

08/31/2021

Scan Date:08/31/21

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	530	6513	35,318.54	51.0%
From 4 Thru 6 Months	246	575	9,079.05	13.1%
From 7 Thru 9 Months	135	302	5,337.76	7.7%
From 10 Thru 12 Months	121	323	6,215.80	9.0%
From 13 Thru 18 Months	123	381	5,507.25	8.0%
From 19 Thru 24 Months	54	144	3,771.34	5.4%
Greater Than 24 Months	132	711	3,990.62	5.8%
Total Of Parts Over 365 Days	301	1228	11,810.31	17.1%
Of Ac/Ot Over 365 Days	5	5	1,458.90	2.1%
Total Of Parts and Cores.....	1319	8926	64,250.56	92.8%
Of Accessories/Other.....	22	23	4,969.80	7.2%
Of Cores (MEMO Line Only) ..	49	50	{ 4,740.25 }	6.8%
Total Of Inventory Including Cores	1341	8949	69,220.36	100.0%
	=====	=====	=====	
Total Of Lost Sales(Non-Stk).....	4	5	178.43	.3%
Of Lost Sales(Stock).....	0	0	.00	.0%
Total Of Lost Sales(Non-Stk Value)	4	4	135.89	.2%
Of Lost Sales(Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	1121	2746	52,150.50	75.3%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	201	6153	13,652.61	19.7%
Parts With Negative On-Hand.....	2	24	100.80	.1%
Normal Stocking With 0 On-Hand....	70	0	.00	.0%
Part Numbers Added W/O Stock	108	0	.00	.0%
Part Numbers Added With Stock	210	79	3,549.01	5.1%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	48	153	2,274.77	
Manual Adjustments Down (-)	120	192	8,924.67	

		Non-Ret
Total Normal Stocking Part Numbers	400	94
Of On-Hand Stock At Current Cost	16,390.42	7,245.98
Of On-Hand Pieces	5717	
Current Month Unit Sales	1192	
Of 12-Month Unit Sales	11457	
Percent Of On-Hand To Unit Sales	200.4%	
Total Special Order & Other Non-Stocking	962	119
Of On-Hand Stock At Current Cost	48,089.69	6,308.63
Of On-Hand Pieces	3182	
Current Month Unit Sales	463	
Of 12-Month Unit Sales	4085	
Percent Of On-Hand To Unit Sales	128.4%	

Snyder Chevrolet

Inventory Analysis - Source 3

08/31/2021

Scan Date:08/31/21

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	10	114	4,413.65	89.4%
From 4 Thru 6 Months	1	4	521.96	10.6%
From 7 Thru 9 Months	0	0	.00	.0%
From 10 Thru 12 Months	0	0	.00	.0%
From 13 Thru 18 Months	0	0	.00	.0%
From 19 Thru 24 Months	0	0	.00	.0%
Greater Than 24 Months	0	0	.00	.0%
Total Of Parts Over 365 Days	0	0	.00	.0%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	0	0	.00	.0%
Of Accessories/Other.....	11	118	4,935.61	100.0%
Of Cores (MEMO Line Only) ..	0	0	{ .00 }	.0%
Total Of Inventory Including Cores	11	118	4,935.61	100.0%
	=====	=====	=====	
Total Of Lost Sales(Non-Stk).....	0	0	.00	.0%
Of Lost Sales(Stock).....	0	0	.00	.0%
Total Of Lost Sales(Non-Stk Value)	0	0	.00	.0%
Of Lost Sales(Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	11	118	4,935.61	100.0%
Parts With Negative On-Hand.....	0	0	.00	.0%
Normal Stocking With 0 On-Hand....	0	0	.00	.0%
Part Numbers Added W/O Stock	0	0	.00	.0%
Part Numbers Added With Stock	0	0	.00	.0%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	3	82	350.39	
Manual Adjustments Down (-)	4	10	1,590.14	

		Non-Ret
Total Normal Stocking Part Numbers	0	0
Of On-Hand Stock At Current Cost .....	.00 .....	.00
Of On-Hand Pieces	0	
Current Month Unit Sales	0	
Of 12-Month Unit Sales	0	
Percent Of On-Hand To Unit Sales .....	.0%	
Total Special Order & Other Non-Stocking	11	11
Of On-Hand Stock At Current Cost	4,935.61	4,935.61
Of On-Hand Pieces	118	
Current Month Unit Sales	123	
Of 12-Month Unit Sales	881	
Percent Of On-Hand To Unit Sales	746.6%	

Snyder Chevrolet

True Turns/Fill Y Stock Status Source 1

08/31/2021

Scan Date:08/31/21

Class A Parts (Four Quarter Sales Greater Than 48)

Total In-Stock Value Of Inventory	3,037.19
12-Month Cost Of Sales	34,410.13
Turns	11.33
 Total Part Numbers	 27
Part Numbers with Zero On Hand	3
Fill Ratio	88.89%

Class B Parts (Four Quarter Sales From 37 To 48)

Total In-Stock Value Of Inventory	1,095.43
12-Month Cost Of Sales	8,357.87
Turns	7.63
 Total Part Numbers	 8
Part Numbers with Zero On Hand	1
Fill Ratio	87.50%

Class C Parts (Four Quarter Sales From 25 To 36)

Total In-Stock Value Of Inventory	1,503.53
12-Month Cost Of Sales	9,268.08
Turns	6.16
 Total Part Numbers	 20
Part Numbers with Zero On Hand	1
Fill Ratio	95.00%

Class D Parts (Four Quarter Sales From 13 To 24)

Total In-Stock Value Of Inventory	3,425.47
12-Month Cost Of Sales	24,795.80
Turns	7.24
 Total Part Numbers	 43
Part Numbers with Zero On Hand	1
Fill Ratio	97.67%

Class E Parts (Four Quarter Sales From 0 To 12)

Total In-Stock Value Of Inventory	7,328.80
12-Month Cost Of Sales	24,798.15
Turns	3.38
 Total Part Numbers	 302
Part Numbers with Zero On Hand	64
Fill Ratio	78.81%

Snyder Chevrolet

Sales Summary - All Sources

08/31/2021

Scan Date:08/31/21

Counter Parts Sales

	Retail	Wholesale
Total Pieces	47	143
Sales	\$ 2,289.06	5,054.46
Cost	1,257.79	3,972.83
Gross Profit	\$ 1,031.27	1,081.63
Profitability	45.05%	21.40%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1984	1447	637
Sales	\$ 48,191.67	16,873.58	26,609.59
Cost	28,322.41	11,523.81	16,226.06
Gross Profit	\$ 19,869.26	5,349.77	10,383.53
Profitability	41.23%	31.71%	39.02%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	223	0	14
Sales	\$ 42,445.52	.00	1,186.24
Cost	27,268.06	.00	784.33
Gross Profit	\$ 15,177.46	.00	401.91
Profitability	35.76%	.00%	33.88%

Total Pieces.....	4495
Sales	142,650.12
Cost	89,355.29
Gross	53,294.83
Profitability	37.36%
Gross Turn	1.20
True Turn	1.45
Return On Investment	71.87%

Snyder Chevrolet

Received Stock For Month

08/31/2021

Scan Date:08/31/21
For All Sources

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 34,674.51	1,432	60.07
In Special Orders	\$ 27,597.49	394	16.53
In Emergency Purchases	\$ 45,356.22	558	23.41
Total Stocked In	\$ 107,628.22	2,384	
Total Sold Out	\$ 89,355.29	4,495	188.55
	-----	-----	
Net Increase/Decrease	\$ 18,272.93	-2,111	

Snyder Chevrolet

Parts On Purchase Orders/Service RO's

08/31/2021

Scan Date:08/31/21

For All Sources

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	86	29	996.77
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	133	237	7114.07
On Open Body Shop R/O's	102	108	19212.40
Removed From Repair Orders	0	0	.00

Snyder Chevrolet

Inventory Analysis - All Sources

08/31/2021

Scan Date:08/31/21

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	540	6627	39,732.19	53.6%
From 4 Thru 6 Months	247	579	9,601.01	12.9%
From 7 Thru 9 Months	135	302	5,337.76	7.2%
From 10 Thru 12 Months	121	323	6,215.80	8.4%
From 13 Thru 18 Months	123	381	5,507.25	7.4%
From 19 Thru 24 Months	54	144	3,771.34	5.1%
Greater Than 24 Months	132	711	3,990.62	5.4%
Total Of Parts Over 365 Days	301	1228	11,810.31	15.9%
Of Ac/Ot Over 365 Days	5	5	1,458.90	2.0%
Total Of Parts and Cores.....	1319	8926	64,250.56	86.6%
Of Accessories/Other.....	33	141	9,905.41	13.4%
Of Cores (MEMO Line Only) ..	49	50	{ 4,740.25 }	6.4%
Total Of Inventory Including Cores	1352	9067	74,155.97	100.0%
	=====	=====	=====	
Total Of Lost Sales(Non-Stk).....	4	5	178.43	.2%
Of Lost Sales(Stock).....	0	0	.00	.0%
Total Of Lost Sales(Non-Stk Value)	4	4	135.89	.2%
Of Lost Sales(Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	1121	2746	52,150.50	70.3%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	212	6271	18,588.22	25.1%
Parts With Negative On-Hand.....	2	24	100.80	.1%
Normal Stocking With 0 On-Hand....	70	0	.00	.0%
Part Numbers Added W/O Stock	108	0	.00	.0%
Part Numbers Added With Stock	210	79	3,549.01	4.8%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	51	235	2,625.16	
Manual Adjustments Down (-)	124	202	10,514.81	

		Non-Ret
Total Normal Stocking Part Numbers	400	94
Of On-Hand Stock At Current Cost	16,390.42	7,245.98
Of On-Hand Pieces	5717	
Current Month Unit Sales	1192	
Of 12-Month Unit Sales	11457	
Percent Of On-Hand To Unit Sales	200.4%	
Total Special Order & Other Non-Stocking	973	130
Of On-Hand Stock At Current Cost	53,025.30	11,244.24
Of On-Hand Pieces	3300	
Current Month Unit Sales	586	
Of 12-Month Unit Sales	4966	
Percent Of On-Hand To Unit Sales	150.5%	

Snyder Chevrolet

True Turn/Fill Y Stock Status All Source

08/31/2021

Scan Date:08/31/21

Class A Parts (Four Quarter Sales Greater Than 432)

Total In-Stock Value Of Inventory	3,037.19
12-Month Cost Of Sales .....	.00
Turns .....	.00
 Total Part Numbers	 27
Part Numbers with Zero On Hand	3
Fill Ratio	88.89%

Class B Parts (Four Quarter Sales From 333 To 432)

Total In-Stock Value Of Inventory	1,095.43
12-Month Cost Of Sales	1.00
Turns .....	.00
 Total Part Numbers	 8
Part Numbers with Zero On Hand	1
Fill Ratio	87.50%

Class C Parts (Four Quarter Sales From 225 To 324)

Total In-Stock Value Of Inventory	1,503.53
12-Month Cost Of Sales	2.00
Turns .....	.00
 Total Part Numbers	 20
Part Numbers with Zero On Hand	1
Fill Ratio	95.00%

Class D Parts (Four Quarter Sales From 117 To 216)

Total In-Stock Value Of Inventory	3,425.47
12-Month Cost Of Sales	3.00
Turns .....	.00
 Total Part Numbers	 43
Part Numbers with Zero On Hand	1
Fill Ratio	97.67%

Class E Parts (Four Quarter Sales From 0 To 108)

Total In-Stock Value Of Inventory	7,328.80
12-Month Cost Of Sales	4.00
Turns .....	.00
 Total Part Numbers	 302
Part Numbers with Zero On Hand	64
Fill Ratio	78.81%