

ANALYSIS FOR MONTH ENDING 09/30/2021 VENDOR = GM

	No. of Parts	%	VALUE	%	ON-HAND Piece Count	R E C E I P T S			SPECIALS		
						STOCKS	Value		PT Ct.	Pc. Ct.	Value
INVENTORY											
ACTIVE PARTS	1146	11.7	115267.28	43.5	9235						
AUTO PHASE-OUT PARTS	4185	42.8	98486.35	37.1	3863						
DEALER PHASE-OUT PARTS	7	.1	218.22	.1	7						
MANUAL ORDER PARTS	2		5418.26	2.0	1622						
NON-STOCK PARTS	4429	45.3	45733.59	17.2	1075						
TOTAL INVENTORY	9769	100.0	265123.70	100.0	15802						
CLEAN CORES VALUE	520		8970.00		106						
INVENTORY WITH CLEAN CORES	0		274093.70		0						

INVENTORY BY GL

PARTS&ACCESSORIES-INV	9587	98.1	259907.65	94.8	14129	COI GL: 242
TIRES	178	1.8	8767.79	3.2	51	COI GL: 243
GAS OIL GREASE-INV	4		5418.26	2.0	1622	COI GL: 244

SALES (AT COST)

ACTIVE PARTS	264	63.5	27660.45	53.7	1647
AUTO PHASE-OUT PARTS	37	8.9	3938.77	7.6	61
DEALER PHASE-OUT PARTS	0		0.00		0
MANUAL ORDER PARTS	2	.5	4799.15	9.3	1433
NON-STOCK PARTS	113	27.2	15098.95	29.3	233
TOTAL SALES (AT COST)	416	100.0	51497.32	100.0	3374

TOTAL LOST SALES	12		3397.12		13
TOTAL EMERGENCY PURCHASES	6		643.99		6
LEVEL OF SERVICE		95.8		92.6	

INVENTORY BY SOURCE

SRC 100	7327	75.0	96058.30	36.2	2958	97	474	8369.01	164	221	15144.81
SRC 101 GM STOCKING	858	8.8	34154.05	12.9	1408	61	155	3557.02	27	58	1825.53
SRC 105 AC DELCO BATTERIES	26	.3	3674.00	1.4	30	6	8	973.14	0	0	0.00
SRC 108 NON GM PARTS/N	25	.3	5525.15	2.1	256	1	12	83.88	0	0	0.00
SRC 109 GM MAINT PRICE	387	4.0	43630.37	16.5	8101	46	938	7117.10	0	0	0.00
SRC 110 GM ACCESSORIES	439	4.5	67700.52	25.5	366	32	36	3937.40	0	0	0.00
SRC 111 OIL-BULK ONLY	4		5418.26	2.0	1622	1	372	1186.68	0	0	0.00
SRC 112 TIRES BY PART	178	1.8	8767.79	3.3	51	10	33	5829.12	3	9	862.37
SRC 125 CRUISIN SPORT	11	.1	179.41	.1	22	0	0	0.00	0	0	0.00
SRC 400 BENNETTSVILLE	514	5.3	15.85		989	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100	210	49.9	18770.18	33.5	370
SRC 101 GM STOCKING	73	17.3	14056.58	25.1	185
SRC 105 AC DELCO BATTERIES	9	2.1	2037.50	3.6	13
SRC 108 NON GM PARTS/N	6	1.4	150.90	.3	10
SRC 109 GM MAINT PRICE	81	19.2	4778.46	8.5	1270
SRC 110 GM ACCESSORIES	28	6.7	5174.75	9.2	41
SRC 111 OIL-BULK ONLY	2	.5	4799.15	8.6	1433
SRC 112 TIRES BY PART	11	2.6	6293.01	11.2	46
SRC 400 BENNETTSVILLE	1	.2	0.01		1

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SALES MOVEMENT

Month End Tot	864	8.8	43793.68	16.5	8902
NO-SALE 1 TO 3 MONTHS	2500	25.6	71926.88	27.1	1816
NO-SALE 4 TO 6 MONTHS	2230	22.8	39793.83	15.0	926
NO-SALE 7 TO 9 MONTHS	1313	13.4	22182.29	8.4	784
NO-SALE 10 TO 12 MONTHS	1245	12.7	29662.08	11.2	691
NO-SALE 13 TO 15 MONTHS	244	2.5	21588.27	8.1	470
NO-SALE OVER 15 MONTHS	1372	14.1	36176.67	13.6	3213

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	1		0.00		0
PARTS PHASED OUT	144		3786.99		29
PARTS DROPPED	307		0.00		0

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DataPoint	Description	
	Number of Parts on ROs	3191
	Number of Parts Filled OSF	2924
DP1	RO Off the Shelf Fill %	91.63 %
DP2	Total Idle Capital %	25.07 %
DP3	Negative On Hand	9962.79
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	2
DP6	Monthly Closing Inventory Value	265123.70
DP7	Lost Sales	5397.12
DP8	True Turns $((R-S)*12/Y)*(V/100)$	1.4676

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	2871
B	Number of Stocking Parts Filled OSF	2798
C	RO Off the Shelf Fill % $(B/A)*100$	97.46 %
D	Value of Stocking Parts with MNS 6-11	4860.80
E	Value of Stocking Parts with MNS 12+	466.28
F	Value of Non-Stock Parts with MNS 3-5	14769.77
G	Value of Non-Stock Parts with MNS 6-8	18580.63
H	Value of Non-Stock Parts with MNS 9-11	31018.35
I	Value of Non-Stock Parts with MNS 12+	66011.50
J	Total Idle Capital % $((E+I)/Y)*100$	25.07 %
K	Number of Parts with Negative O.H.	99
L	Value of Parts with Negative O.H.	9962.79
M	Number of Parts with No Bin	
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	2

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	12
Q	Value of Lost Sales	5397.12

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	51497.32
S	Monthly Returns From Customers	452.09
	Monthly Cycle Returns to Vendor	6396.94
	Decreasing Manual Onhand Adjustments	259.92
	Increasing Manual Onhand Adjustments	1304.34
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	31053.35
U	Monthly Receipts	48886.06
V	Stock Order Utilization $(T/U)*100$	63.52 %
W	Month Close Inventory - Stock Parts	115267.28
X	Month Close Inventory- Non-Stock Parts	149856.42
Y	Month Close Inventory - All Parts	265123.70

I/O Part Sales	5763.44
I/O Part Returns and Deletes	-131.88

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SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	6388.49	4288.12	0.00	2100.37
2 WHOLESALE	16126.68	14074.02	0.00	2052.66
3 INTERNAL	0.00	0.00	0.00	0.00
4 EMPLOYEE	0.00	0.00	0.00	0.00
5	0.00	0.00	0.00	0.00
6	0.00	0.00	0.00	0.00
7	0.00	0.00	0.00	0.00
8	0.00	0.00	0.00	0.00
TOTAL	22515.17	18362.14	0.00	4153.03
9 RO CUST PAY	36466.45	21899.62	0.00	14566.83
10 RO WARRANTY	10876.71	6527.74	0.00	4348.97
11 RO INTERNAL	22572.32	14343.27	0.00	8229.05
12 RO SVC CONT	0.00	0.00	0.00	0.00
13 RO EMPLOYEE	0.00	0.00	0.00	0.00
14	0.00	0.00	0.00	0.00
15	0.00	0.00	0.00	0.00
TOTAL	69915.48	42770.63	0.00	27144.85