Sandhills Motors Chrysler Dodge Jeep Ram

Sales Summary - Source 1 10/29/2021

Scan Date:10/29/21

Counter Parts Sales

		Retail	Wholesale
Total Pieces		47	10
Sales	$	1,081.51	1,200.18
Cost		659.31	987.22
Gross Profit	$	422.20	212.96
Profitability		39.04%	17.74%

Service Parts Sales

		Retail	Warranty	Internal
Total Pieces		505	16	34
Sales	$	21,825.28	587.97	2,896.24
Cost		14,612.13	342.70	2,055.39
Gross Profit	$	7,213.15	245.27	840.85
Profitability		33.05%	41.71%	29.03%

Body Shop Parts Sales

		Retail	Warranty	Internal
Total Pieces		0	0	0
Sales	$	.00	.00	.00
Cost		.00	.00	.00
Gross Profit	$	.00	.00	.00
Profitability		.00%	.00%	.00%

Total Pieces.....	612
Sales	27,591.18
Cost	18,656.75
Gross	8,934.43
Profitability	32.38%
Gross Turn	.05
True Turn	.04
Return On Investment	2.44%

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Inventory Analysis - Source 1 — 10/29/2021

Scan Date:10/29/21

	Part No's	Part Pcs	Total Cost	% Of Total
From 0 Thru 3 Months	146	2034	30,176.72	8.3%
From 4 Thru 6 Months	82	253	11,950.74	3.3%
From 7 Thru 9 Months	80	174	5,707.49	1.6%
From 10 Thru 12 Months	79	271	4,356.24	1.2%
From 13 Thru 18 Months	87	317	8,968.93	2.5%
From 19 Thru 24 Months	120	329	7,386.40	2.0%
Greater Than 24 Months	4298	12892	297,056.09	81.3%
Total Of Parts Over 365 Days	4438	13452	313,311.42	85.7%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	4892	16270	365,602.61	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	92	113	{ 12,093.00}	3.3%
Total Of Inventory Including Cores	4892	16270	365,602.61	100.0%
	======	======	==========	
Total Of Lost Sales(Non-Stk).....	241	270	41,173.50	11.3%
Of Lost Sales(Stock).....	13	13	257.40	.1%
Total Of Lost Sales(Non-Stk Value)	241	164	9,365.55	2.6%
Of Lost Sales(Stock Value)..	13	27	456.05	.1%
Total Of Returnable Items.....	3127	8451	242,531.11	66.3%
Of Last-Time Returnable.....	1240	2533	92,215.32	25.2%
Of Non-Returnable Items.....	454	5174	27,301.18	7.5%
Parts With Negative On-Hand.....	73	368	3,880.98	1.1%
Normal Stocking With 0 On-Hand....	108	0	.00	.0%
Part Numbers Added W/O Stock	11	0	.00	.0%
Part Numbers Added With Stock	29	29	983.65	.3%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	91	1040	5,219.05	
Manual Adjustments Down (-)	3	4	529.25	

		Non-Ret
Total Normal Stocking Part Numbers	3456	190
Of On-Hand Stock At Current Cost	233,177.51	7,113.38
Of On-Hand Pieces	11366	
Current Month Unit Sales	64	
Of 12-Month Unit Sales	774	
Percent Of On-Hand To Unit Sales	6.8%	
Total Special Order & Other Non-Stocking	1452	301
Of On-Hand Stock At Current Cost	120,332.10	20,177.80
Of On-Hand Pieces	4791	
Current Month Unit Sales	161	
Of 12-Month Unit Sales	1834	
Percent Of On-Hand To Unit Sales	38.3%	