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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	9.4	314	283	19339.16
Active Parts: With Excess Stock	34.4	780	9738	70792.12
Active Parts: Understocked	1.1	215	57	2211.45
Active Parts: To Phase Out	.0	2	0	.00
Total Active Parts	44.9	1311	10078	92342.73
Superceded With On Hand	3.5	89	178	7263.74
Inactive With On Hand	51.6	1607	6041	106055.91
Total Inventory To Sell	100.0	3007	16297	205662.38
Cores on Hand		68	157	13045.00
Negative On Hand		3	4	978.93
Total of Inventory		3078	16450	217728.45
Parts on Open Repair Orders		516	1264	27755.48
Value of Inventory		3594	17714	245483.93
Not on Factory Master		20568	1732	10575.75
Parts Without Cost		165	0	.00

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From 1/01/21 to 11/30/21 All Manf, All Stocking Groups

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	#	Pieces	Value
Manual Increases	149	810	10196.45
Manual Decreases	735	-1869	-136445.36
Net Manual Adjustments	884	-1059	-126248.91
Physical Inventory Increases	181	744	6362.18
Physical Inventory Decreases	206	-3623	-15605.56
Net Physical Inventory Adjustments	387	-2879	-9243.38
LIFO Increases	2423	24685	33493.88
LIFO Decreases	1325	4700	-24653.44
Net LIFO Adjustments	3748	29385	8840.44

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WARREN MIDTOWN MOTORS  
Stock Order Analysis

12/14/21 10:24:07

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From	1/01/21	to 11/30/21	All Manf, All OEM Cd, All SGrp	
	#	Pieces	Cost	Value
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Stock Orders Placed	4643	16299	130968.62	208968.39
Stock Orders Received	7818	53766	414057.90	792991.82
Special Orders Placed	4197	7600	349876.73	373424.90
Special Orders Received	4026	7393	321705.79	344515.60
Parts Canceled	387	1265	34631.85	41001.88
Factory Returns				
Core Returns				
Parts On Order		54	66.50	66.50
Parts On Backorder		289	16606.38	19116.29
Parts Referred		41	3203.43	3822.31

All Manf, All OEM Cd, All SGrp, All Parts						
	Parts	%	Acum%	Value	%	Acum%
Never Sold	425	14.5	14.5	28035	13.0	13.0
2020 December or Older	810	27.6	42.1	43777	20.3	33.4
2021 January	35	1.2	43.3	1654	.8	34.1
2021 February	37	1.3	44.6	942	.4	34.6
2021 March	53	1.8	46.4	3394	1.6	36.2
2021 April	44	1.5	47.9	1788	.8	37.0
2021 May	64	2.2	50.1	3553	1.7	38.6
2021 June	98	3.3	53.4	5493	2.6	41.2
2021 July	128	4.4	57.8	9822	4.6	45.8
2021 August	111	3.8	61.6	9012	4.2	49.9
2021 September	164	5.6	67.2	9643	4.5	54.4
2021 October	278	9.5	76.6	22550	10.5	64.9
2021 November	324	11.1	87.7	31091	14.4	79.4
2021 December	361	12.3	100.0	44413	20.6	100.0
Totals	2932	100.0		215166	100.0	
Cores With On Hand	68			13045		

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All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
December	2021			56	48
August	2021	To November	2021	170	134
May	2021	To August	2021	193	139
February	2021	To May	2021	119	81
November	2020	To February	2021	75	86
August	2020	To November	2020	71	87
August	2020	and Older		610	2959
Inactive Parts to Phase-In				3	
Parts to Phase-Out				2	
Parts Excluded From Phase-In				52	
Non-Stocked Parts with On Hand				1810	
Superceded Parts with On Hand				106	
Active Parts with No Sales					

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 All Manf, All OEM Cd, All SGrp

	From	1/01/21	1/01/21	1/01/21	1/01/21
	To	11/30/21	11/30/21	11/30/21	11/30/21
		Sales	Cost	Gross	GP %
Counter Retail Sales		90073.40	65991.21	24082.19	26.7
Counter Internal Sales					
Counter Wholesale Sales		216937.27	175611.95	41325.32	19.0
Total Counter Sales		307010.67	241603.16	65407.51	21.3
RO Customer Pay Sales		791679.42	534163.38	257516.04	32.5
RO Internal Pay Sales		272230.47	182323.82	89906.65	33.0
RO Warranty Sales		433544.88	237021.12	196523.76	45.3
RO Service Contract Sales		128151.32	73839.07	54312.25	42.4
Total RO Sales		1625606.09	1027347.39	598258.70	36.8
Total Sales		1932616.76	1268950.55	663666.21	34.3
Total Returns		-76330.50	-70571.39	-5759.11	-7.5
Total Net Sales		1856286.26	1198379.16	657907.10	35.4

All Manf, All Stocking Groups, All Parts, All Sale Types						
	From	1/01/21	1/01/21	1/01/21	1/01/21	
	To	11/30/21	11/30/21	11/30/21	11/30/21	
		Sales	Cost	Gross		GP %
Sales Filled From Shelf		1192702.74	820817.95	371884.79		31.2
Sales Filled By NG						
Sales Filled By EP		240222.67	133554.88	106667.79		44.4
Sales Filled By SO		499691.35	314577.72	185113.63		37.0
Total Sales		1932616.76	1268950.55	663666.21		34.3
Returns To Inventory		-73959.68	-68806.62	-5153.06		-7.0
Returns Not To Inventory		-2370.82	-1764.77	-606.05		-25.6
Total Returns		-76330.50	-70571.39	-5759.11		-7.5
Net Sales		1856286.26	1198379.16	657907.10		35.4
Filled From Shelf-Counter		47.0%	47.4%	45.6%		
Filled From Shelf-Service		64.5%	68.7%	57.2%		
Filled Same Day--Counter		53.2%	52.6%	55.6%		
Filled Same Day--Service		78.1%	80.5%	73.9%		

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 (1) Idle Parts Total Value 43434.21  
 (2) Current Parts Total 101119.05  
 (3) Total Parts 144553.26

Idle Capital Percentage (1)/(3) 30.05%  
 \*Note: Does NOT include Negative on Hand or "Dirty Cores"

Off the Shelf Fill Rate  
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 (1) Total Off the Shelf 32811  
 (2) Total Other 591  
 (3) Total Quantity Sold 33402  
 Off the Shelf Fill Rate (1)/(3) 98.2%

True Turn  
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 (1) Annualization Ratio (365/334) = 1.092  
 (2) Total Stock Orders 868417.00  
 (3) Annualized Stock Orders 948311.36  
 (4) Inventory Value 144553.26  
 (5) True Turn (3)/(4) 6.56  
 \*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand  
 -----  
 Part Numbers Cost Qty Extended  
 Total of Negative on Hand 3 950.43 4- 978.93-

Lost Sales  
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 Part Numbers Cost Qty Extended  
 Total Lost Sales 1 30.12 1 30.12

Parts Without Cost  
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 Part Numbers  
 Total Parts Without Cost 164

Parts With No Bin Location  
 -----  
 Part Numbers Cost Qty Extended  
 Total Parts with No Bin Location 0 .00 0 .00