

PD3067R
DSOAR659

TRACY HONDA
Lost Sales Analysis

7/11/22 11:25:40

All Manf, All OEM Cd, All SGrp	From	1/01/22	1/01/22	1/01/22	1/01/22
	To	6/30/22	6/30/22	6/30/22	6/30/22
		Sales	Cost	Gross	GP %
Lost Sales - Out of Stock		57608.24	31441.65	26166.59	45.4
Lost Sales - Other		3905.50	2366.88	1538.62	39.4

6 MONTHS
AVG - 9,601 5,240 4,361
 650 394 256

DAN'S I/D P/W
DSOAR659 151 Scooter \$ \$

PARTS MONTH END SUMMARY REPORT

Tracy Honda

208053

MONTH END JUNE 2022	
PARTS INVENTORY MGR RPT	305,747
2. OPEN PACKING SLIPS (RECEIVED BUT NO BILL)	6,325
3. PENDING CREDITS	295
4. WORK IN PROCCSS	6,624
5. USED CORES IN INVENTORY	1,786
6. PENDING CORE CREDITS	0
7. TOTAL ADJUSTED INVENTORY	303,367
8. PRICE TAPE UPDATE (NET APPRECIATION)(+/-)	1,617
9. GENERAL LEDGER INVENTORY	
10. ADJUSTED GENERAL LEDGER	
11. DIFFERENCES	
12. 7-12 MONTH NO SALE	22,044
13. 12 MONTHS NO SALE (OBSELESCENCE)	12,978
14. DATE OF NEXT RETURN	7/15/2022
15. TOTAL PARTS RETURN ACCURAL	6,610.00
16. TRUE TURN %	9.12%
17. ACCT# 2670 (TIRES) DOLLAR TOTAL	\$37,624
2630 TOTAL BULK OIL VALUE	
0W20, 5W20, ATF	9,953
ACCESSORY VALUE	12,260
3940-----OUTSIDE PURCHASE DOLLARS	9,232
3950-----LOST SALES	6,677
1900-----DEALERS PARTS SYSTEM INV. VALUE	305,747
1910-----PARTS INVENTORY VALUE>6MOS.NO	40,320
1920-----PARTS INVENTORY VALUE >12MOS. NO SALE	12,798
1930-----NUMBER OF PIECES IN DEALER INVENTORY	23,826
1940-----NUMBER OF PART #'S IN DEALER INVENTORY	2,522
1950-----DATE LAST HONDA PART INVENTORY	2/20/2022

NADA

FILL RATE MONTHLY	94.6%
FILL RATE YEAR	95.1%
LOST SALES MONTH	6,677
LOST SALES YEAR	57,608
NEW CORES	5,899

Mileage Van
Last o/c
Mileage Fit
Last o/c

not posted in acc.
4,461

*** Inventory *****

	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
1.3	1.3	1.2	1.2	1.3	1.3	1.3	1.3	1.3	1.1	1.3	1.2	1.1		1.2
2.1	2.1	2.0	2.0	2.1	2.1	2.1	2.2	2.1	2.0	2.1	2.0	1.9		2.0
Parts	1,952	1,998	1,841	1,832	1,928	1,802	1,801	1,776	1,765	1,766	1,761	1,777		1,833
Pieces	9,438	9,517	21,011	20,367	19,408	18,753	17,620	16,174	14,508	13,564	13,268	12,577		15,517
Cost	244,359	253,458	252,157	247,921	258,156	244,802	248,843	237,494	222,313	223,797	227,526	244,357		242,098
Parts	1,152	1,153	1,132	1,148	1,187	1,181	1,195	1,196	1,193	1,184	1,184	1,181		1,173
Pieces	7,585	7,546	19,256	18,676	17,724	17,095	15,836	14,683	13,210	12,225	11,953	11,099		13,907
Cost	167,134	170,447	180,126	178,986	186,379	187,835	186,993	183,118	170,099	174,688	179,136	183,436		179,031
Parts	776	808	672	649	706	588	575	553	551	556	557	568		629
Pieces	1,623	1,657	1,392	1,366	1,395	1,228	1,164	1,144	1,082	1,078	1,065	1,089		1,273
Cost	73,103	74,428	65,857	59,643	61,677	52,104	56,335	49,042	48,421	45,044	44,795	56,497		57,245
Parts	11	15	11	9	9	13	14	12	7	8	9	11		10
Pieces	195	263	302	235	228	396	588	319	191	220	221	338		291
Cost	2,454	6,437	3,131	6,056	7,142	3,175	4,233	4,414	2,798	2,054	2,067	2,626		3,882
Parts	13	22	26	26	26	20	17	15	14	18	11	17		18
Pieces	35	51	61	90	61	34	32	28	25	41	29	51		44
Cost	1,668	2,146	3,043	3,236	2,958	1,688	1,282	920	995	2,011	1,528	1,798		1,939

*** Activity *****

Parts (at cost)	186,993	194,595	201,229	187,562	192,667	181,564	181,468	178,113	187,880	164,408	185,435	218,471	2,260,385	188,365
Op	115,743	119,771	109,458	102,824	98,510	105,031	99,386	106,764	108,353	93,932	101,763	111,351	1,272,886	106,073
Order	71,249	74,823	91,770	84,738	94,156	76,533	82,081	71,348	79,526	70,476	83,672	107,120	987,492	82,291
Cost Sale	3,883	9,696	3,323	12,712	9,828	5,113	4,475	2,370	6,249	8,320	8,419	3,773	78,161	6,513
Total Purchases	158,928	181,978	154,688	159,954	151,450	137,338	153,834	146,367	157,073	128,997	156,135	181,471	1,868,213	155,684
Regular Ord	86,670	102,122	75,664	81,209	70,361	64,038	80,330	79,168	88,638	71,457	91,052	85,167	975,876	81,323
Special Ord	72,257	79,856	79,024	78,744	81,089	73,299	73,504	67,199	68,434	57,539	65,083	96,303	892,331	74,360

*** Stock Order *****

Parts	71	77	63	71	56	45	52	49	48	45	58	46		56
Pieces	199	143	132	131	206	150	114	111	99	115	131	106		136
Cost	7,248	11,618	10,014	5,736	4,970	4,819	5,478	5,202	7,071	5,107	6,318	3,110		6,390
Parts	139	107	134	118	137	144	99	584	53	1,316	98	127		254
Pieces	2,536	255	372	2,905	852	245	2,966	188	66	8,363	135	605		1,624
Cost	913	-6,576	-6,738	-3,173	-7,786	-65	-768	-16,347	-2	5,648	-2,315	-17		-3,102

TRACY HONDA
Parts Inventory
Management Trend Analysis

Manufacturer: HONDA

	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
Ending Inventory	1,952	1,998	1,841	1,832	1,928	1,802	1,801	1,776	1,765	1,766	1,761	1,777	1,777	1,833
Parts	9,438	9,517	21,011	20,367	19,408	18,753	17,620	16,174	14,508	13,564	13,268	12,577	12,577	15,517
Pieces	244,359	253,458	252,157	247,921	258,156	244,802	248,843	237,494	222,313	223,797	227,526	244,357	244,357	242,098
Cost	***** Aging *****													
Total Cost	95.9	99.6	88.1	95.1	91.0	99.4	108.1	107.9	110.1	106.8	113.4	103.5	103.5	101.5
Parts	75	75	70	71	69	70	69	68	72	61	72	72	72	70
Pieces	30,026	31,050	31,725	33,609	35,290	36,854	42,050	36,774	36,785	36,471	37,124	37,215	37,215	35,414
Cost	232,547	251,669	221,597	235,365	232,969	242,582	267,973	255,300	244,289	238,475	257,251	252,379	252,379	244,366
Parts	4	3	5	4	6	5	4	3	3	3	4	3	3	3
Pieces	36	12	27	14	31	44	87	195	9	6	15	45	45	43
Cost	1,811	997	721	508	2,124	754	1,234	1,020	645	759	803	691	691	1,005
Total Cost	.9	.7	.5	.5	.5	.4	.3	.3	.2	.1	.5	.5	.5	.4
Parts	15	16	13	10	9	8	6	16	12	7	10	10	20	3
Pieces	30	28	21	10	9	8	6	18	14	9	15	14	20	11
Cost	2,414	1,918	1,296	1,281	1,299	1,137	795	912	661	380	1,236	1,364	1,364	1,224
Total Cost	13.5	13.8	12.7	11.5	10.8	12.1	12.9	12.6	13.0	13.1	11.8	13.2	13.2	12.5
Parts	209	209	180	193	180	175	200	218	222	256	197	213	213	204
Pieces	463	660	637	400	363	382	523	566	533	612	488	534	534	513
Cost	19,432	22,327	18,444	16,075	16,348	20,513	24,232	22,087	21,477	21,545	20,510	23,785	23,785	20,564
Parts	100	100	122	136	124	100	90	82	82	79	76	70	70	96
Pieces	182	303	336	361	228	201	156	151	141	139	155	121	121	206
Cost	13,585	12,690	13,584	12,656	11,735	9,233	8,106	7,931	7,505	7,931	6,521	8,540	8,540	10,001
Total Cost	7.0	6.2	5.1	6.1	6.6	7.3	5.9	5.1	6.9	6.5	6.5	6.2	6.2	6.2
Parts	77	84	92	98	109	96	93	93	86	93	97	107	107	94
Pieces	194	192	194	216	231	177	172	147	142	190	198	243	243	191
Cost	7,958	8,517	7,304	9,662	11,444	10,085	7,366	7,158	9,722	9,942	9,622	9,754	9,754	9,044
Parts	77	71	60	60	70	69	74	48	48	37	43	54	54	59
Pieces	184	120	100	103	215	227	266	96	111	78	80	91	91	139
Cost	9,362	7,229	5,674	5,610	5,766	7,860	7,416	5,047	5,723	4,770	5,358	5,572	5,572	6,282
Total Cost	4.0	3.7	4.0	4.4	3.6	3.1	3.5	4.1	4.0	4.3	3.5	4.3	4.3	3.8
Parts	11	11	6	10	8	14	4	8	7	4	2	8	8	7
Pieces	25	40	19	21	11	20	4	11	11	7	3	15	15	15
Cost	1,655	1,887	1,621	2,146	2,060	647	837	879	546	260	242	1,019	1,019	1,149
Parts	87	85	89	91	93	81	89	103	101	116	84	72	72	90
Pieces	168	213	235	221	158	166	177	317	287	302	159	153	153	213
Cost	8,137	7,739	8,467	8,859	7,452	6,946	7,893	9,072	8,448	9,492	7,825	9,576	9,576	8,325
Total Cost	7.1	5.5	2.2	3.5	3.3	4.9	5.5	4.9	4.5	3.6	4.6	4.8	4.8	4.5
Parts	3	1	1	1	2	3	5	4	2	2	3	3	3	2
Pieces	5	1	1	1	11	11	6	62	4	3	4	4	4	9
Cost	218	334	334	334	178	1,479	1,457	2,384	1,143	90	193	170	170	665

***** Aging *****

End Last 3 Months

End 12 Months

TRACY HONDA
Parts Inventory
Management Trend Analysis

Manufacturer: HONDA

	Jly	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
Parts	293	138	70	104	93	102	107	113	131	110	142	164		130
Pieces	562	230	134	187	231	249	222	221	257	243	383	420		278
Cost	17,163	14,072	5,406	8,540	8,528	10,572	12,430	9,341	9,026	8,024	10,332	11,593		10,418

***** Inventory *****

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
Inventory	1.5	2.0	7.3	2.2	2.4	2.1	1.9	2.1	1.9	2.2	2.0	1.7	312,081	2.4
Renover	2.8	2.9	35.1	3.6	3.0	2.8	2.8	2.9	2.8	3.1	4.1	2.2	294,436	5.6
Parts Supply														
Ending Inventory	261	260	264	263	267	254	247	229	226	229	229	228	2,460	246
Pieces	17,028	19,769	19,860	17,394	18,624	18,029	16,565	17,342	18,781	21,406	21,409	12,460	18,222	18,222
Cost	44,218	45,641	188,194	62,792	61,273	51,020	51,924	52,566	48,693	49,601	53,463	60,061	64,120	64,120
Active	110	122	124	121	126	126	124	118	115	117	116	114	1,119	119
Pieces	16,529	19,334	19,363	16,824	17,979	17,458	16,076	16,852	18,344	21,003	21,012	11,973	17,728	17,728
Cost	36,833	38,660	180,863	53,762	50,163	41,226	44,036	45,174	41,956	42,523	43,593	33,174	54,330	54,330
On-Stock	151	138	136	138	136	124	119	108	109	110	110	111	1,124	124
Pieces	499	435	460	537	613	541	460	461	411	377	370	459	468	468
Cost	7,385	6,981	6,766	8,533	10,632	9,345	7,457	6,946	6,317	6,648	9,432	26,435	9,406	9,406
Replaced														
Pieces														
Cost														
Activity														
Pieces (at cost)	29,185	22,460	25,559	27,637	25,236	23,868	26,556	24,784	24,422	21,800	25,557	35,017	312,081	26,006
App	27,502	20,308	23,941	25,892	23,895	22,332	25,354	23,344	23,309	20,557	24,097	33,905	294,436	24,536
Transfer	1,682	2,152	1,618	1,744	1,340	1,536	1,201	1,440	1,113	1,243	1,460	1,112	17,641	1,470
at Sale			25								200		225	18
Regular Purchases	38,429	21,153	710,772	37,746	14,678	18,102	22,453	21,226	21,062	18,547	52,672	20,311	997,151	83,095
Regular Ord	38,429	21,153	710,772	37,746	14,663	18,102	22,453	21,226	21,062	18,547	52,672	20,311	997,136	83,094
Special Ord													14	1

***** Stock Order *****

	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
Stock Order	5	4	3	6	3	4	5	2	6	3	5	2	4	4
Pieces	67	37	11	71	10	178	56	33	78	80	85	429	94	94
Cost	454	129	137	1,733	534	785	829	154	183	243	389	1,081	554	554
Just-Parts	34	33	40	22	31	32	10	173	7	20	19	11	36	36
Pieces	-8,683	12,220	-6,290	895	138	251	1,162	-962	143	7,097	-9,355	1,011	-197	-197
Cost	-18,522	1,179	-688,545	-237	-4,631	-6,313	-75	-2,482	1,193	1,634	-18,505	113	-61,265	-61,265

	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Avg.
Processing Parts	261	260	264	263	267	254	247	229	226	229	229	228	246	246
Inventory Pieces	17,028	19,769	19,860	17,394	18,624	18,029	16,565	17,342	18,781	21,406	21,409	12,460	18,222	18,222
Cost	44,218	45,641	188,194	62,792	61,273	51,020	51,924	52,566	48,693	49,601	53,463	60,061	64,120	64,120
*** Aging ***														
Last 3 Months														
Total Cost	409.6	396.9	98.7	302.3	328.7	393.0	390.3	385.5	411.3	420.8	410.4	376.3	360.3	360.3
Inventory	20	19	19	20	20	20	20	20	19	18	19	21	19	19
Cost	101,061	100,538	101,432	102,032	102,980	104,678	104,414	105,551	105,634	104,186	104,825	105,044	103,531	103,531
Inventory	181,105	181,121	185,754	189,781	200,609	198,232	202,647	202,631	200,227	208,724	219,362	223,036	199,435	199,435
Cost	2	1	1	1	1	1	1	1	1	1	1	1	1	1
Inventory	6	8	3	8	26	59	4	5	10	3	4	21	13	13
Cost	51	73	44	93	832	2,285	39	47	91	44	54	3,014	555	555
Last 6 Months														
Total Cost	8.5	7.4	2.2	17.4	5.8	6.0	7.5	6.4	6.1	3.5	2.8	2.2	6.3	6.3
Inventory	17	13	15	19	22	26	26	21	18	17	12	11	18	18
Cost	82	70	65	364	90	177	190	152	100	71	41	68	122	122
Inventory	1,147	1,127	2,189	9,824	2,637	2,218	1,895	2,167	1,713	1,346	627	602	2,291	2,291
Cost	45	37	37	31	22	27	38	24	18	11	27	23	28	28
Inventory	159	114	112	109	94	87	138	93	101	48	71	62	99	99
Cost	2,642	2,270	2,012	1,133	939	861	2,021	1,227	1,273	408	877	760	1,368	1,368
Last 9 Months														
Total Cost	1.4	3.9	.6	3.5	3.2	5.6	4.8	3.8	3.2	4.8	4.1	3.1	3.5	3.5
Inventory	3	5	6	7	6	8	11	12	11	13	11	10	8	8
Cost	24	46	58	54	37	28	37	39	29	58	59	67	44	44
Inventory	287	740	632	609	215	1,073	1,679	1,690	1,007	1,306	1,183	1,062	956	956
Cost	11	20	18	26	18	27	18	11	18	21	18	14	18	18
Inventory	35	82	41	62	77	72	51	21	56	88	84	57	60	60
Cost	333	1,043	593	1,614	1,802	1,806	842	352	590	1,118	1,060	850	1,000	1,000
Last 12 Months														
Total Cost	1.2	.5	.9	.5	.9	1.6	2.7	1.6	3.3	4.2	3.6	2.3	1.8	1.8
Inventory	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Cost	5	5	5	5	5	5	5	6	6	6	6	6	2	2
Inventory	10	10	5	5	9	13	22	15	19	18	20	22	43	43
Cost	27	16	14	30	34	60	60	63	61	63	46	75	45	45
Inventory	555	260	149	339	500	750	1,326	892	1,576	2,048	1,859	1,429	973	973
Cost	*** Aging ***													
Last 12 Months														
Total Cost	4.2	4.6	.9	2.8	2.9	3.5	3.3	2.7	3.4	3.5	3.6	3.6	3.2	3.2
Inventory	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Cost	7	7	7	7	7	7	7	7	7	7	7	7	7	7
Inventory	24	27	23	24	23	24	20	15	20	18	18	29	10	10
Cost	61	72	51	52	51	54	47	32	50	59	90	85	58	58
Inventory	1,880	2,120	1,794	1,805	1,779	1,820	1,755	1,441	1,666	1,756	1,942	2,096	1,821	1,821
Cost	*** Aging ***													

Manf, All Stocking Groups, All Parts, All Types, Cores Included

Part Number/Description	Total Demand	Filled Shelf	Filled Same Day	Filled Spec Ord	Lost Sales	Returned To Invent	Not Returned To Invent
55	55						
1871 : BATTERY SERVICE	1						
4671336AD : SWITCH BRAKE	1						
1892339AB : OIL FILTER	14						
2871 : COOLANT PROTECTION	291						
2200HCF3 : BULK TRANS	262						
22009009 : FLUID (ATF DW-1)	2						
22009010 : ATF DWL 1/2QT	7						
37799005 : 1/2 LB 1234YF	5						
88897 : SILICONE SPRAY	1						
MWC021AA : BLADE	1						
MWC024AA : BLADE	1						
CEFA70202 : RADIATOR FAN ASSY	1						
0093 : MINI TREEFROG	5						
17431 : THROTTLE CLEAN	4						
1501 : A/ ODOR	104						
0538 : TREEFROG	4						
0651 : LITTLE TREES	4						
0851 : SCENT CLIP	1						
001 : SLIDING TIN	3						
0011 : JENRAY SCENT	2						
2006 : HEAVY DUTY MATS	1						
2605565 : FILTER COVER	1						
220-R8A-A01 : ELEMENT, AIR CLEANER	1						
0034 : BUBBLE SHADE	1						
113 : BRAKECLEAN	400						
114 : CAN BRAKECLEAN	7						
560R18MIL : 10SH MS932	4						
520R18A01 : COIL	4						
2200 : MEMORYFOAM LUMBAR	1						
2222 : FOAM SEAT CUSHION	2						
68017 : PREMIUM S/W COVER	2						
1011 : REGISTRATION HOLDER	1						
2020 : OIL CAP	1						
2141 : FOAM WAX	1						
5155 : SMART LEATHER	1						
5163 : SMART CARPET CLEANER	1						
1181 : LEATHER SPRAY	1						
15182 : HEADLIGHT RESTORER	1						
5183 : SUPERSHINE	1						
1047 : THERAPEUTIC CUSHION	1						
5518 : WIPER BLADE	1						
5520 : WIPER BLADE	2						
5521 : WIPER	2						
5522 : WIPER BLADE	2						
5524 : WIPER BLADE	2						
5526 : WIPER BLADE	2						
W20 : SYNTHETIC BLEND (5W-20) OIL	417						
W2010 : SYN. BLEND (5W-20) OIL 1/10 QT	574						
0085 : BROADWAY 240 MIRROR	1						
7082 : OIL FILTER	1						
3346 : A/C SCHRADER VALVE CORE	6						
3347 : A/C SCHRADER VALVE CORE	20						
1131 : W/W SOLVENT	300						
1334 : OIL FILTER	1						
1348 : OIL FILTER	1						
1358 : OIL FILTER	1						
7047 : OIL FILTER	1						
8232947AB : LUBE DIFF	2						
804HOODY : HOODED SWEATSHIRT	1						
0370 : BATTERY PROTEC	2						
2190 : SUPER GLUE	2						
02 : WHEEL LOCK KEY	1						
03 : WHEEL LOCK KEY	1						
043012031 : GASKET	2						
05 : SMALL LOCK	2						
07 : SMALL KEY	1						
009 : KEY	1						

16541 15659 706 126 50 166
 100.00 94.66 4.26 .76 .30

DEMAND FILE ANALYSIS

PD3071R
DSOAR659

TRACY HONDA
Stock Order Analysis

7/11/22 11:40:46

From 6/01/22 to 6/30/22	All Manf, All OEM Cd, All SGrp				
		#	Pieces	Cost	Value
Stock Orders Placed		563	2878	39224.53	52804.06
Stock Orders Received		676	13147	40306.54	105479.59
Special Orders Placed		638	878	67261.21	70362.19
Special Orders Received		689	1721	78474.24	96303.29
Parts Canceled		7	7	683.95	683.95
Factory Returns					
Core Returns		26	40	1713.00	2055.00
Parts On Order			256	13622.11	15063.20
Parts On Backorder			300	27137.91	30389.19
Parts Referred			7	166.27	169.90

PD3067R
DSOAR659

TRACY HONDA

7/11/22 11:20:15

Lost Sales Analysis

All Manf; All OEM Cd, All SGrp	From	6/01/22	6/01/22	6/01/22	6/01/22
	To	6/30/22	6/30/22	6/30/22	6/30/22
		Sales	Cost	Gross	GP %
Lost Sales - Out of Stock		6677.09	3558.12	3118.97	46.7
Lost Sales - Other		412.67	215.30	197.37	47.8

JUNE

PD2007R
DSOAR659

TRACY HONDA
Inventory Analysis Month End Jun 2022

7/11/22
11:33:58

=====
All Manf, All OEM Cd, All SGrp
=====

	%	#	Pieces	Value
Active Parts: Stocked	10.1	541	562	30929
Active Parts: With Excess Stock	62.4	1058	20363	190511
Active Parts: Understocked	1.0	99	776	2997
Active Parts: To Phase Out	0.0	0	0	0
Total Active Parts	73.6	1698	21701	224437
Superceded With On Hand	.7	12	299	2238
Inactive With On Hand	25.7	665	1552	78452
Total Inventory To Sell	100.0	2375	23552	305128
Cores on Hand		20	73	1986
Negative On Hand		7	-7	-1367
Total of Inventory		2402	23618	305747
Parts on Open Repair Orders		120	208	6624
Value of Inventory		2522	23826	312371
Not on Factory Master		3870	11877	55391
Parts Without Cost		282	1	0

PD3022R
DSOAR659

TRACY HONDA
Inventory Aging by Last Sold

7/11/22

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	149	7.5	7.5	14522	4.9	4.9
2021 July or Older	166	8.3	15.8	11754	4.0	8.9
2021 August	20	1.0	16.8	1057	.4	9.2
2021 September	27	1.4	18.1	5505	1.9	11.1
2021 October	37	1.9	20.0	3052	1.0	12.1
2021 November	56	2.8	22.8	5032	1.7	13.8
2021 December	64	3.2	26.0	5181	1.7	15.6
2022 January	72	3.6	29.6	7213	2.4	18.0
2022 February	58	2.9	32.5	8020	2.7	20.7
2022 March	136	6.8	39.3	14238	4.8	25.5
2022 April	137	6.9	46.2	15624	5.3	30.8
2022 May	244	12.2	58.4	28326	9.6	40.4
2022 June	507	25.4	83.8	63667	21.5	61.9
2022 July	323	16.2	100.0	112940	38.1	100.0
Totals	1996	100.0		296132	100.0	
Cores With On Hand	16			1117		

=====
All Manf, All OEM Cd, All SGrp

From	6/01/22	6/01/22	6/01/22	6/01/22
To	6/30/22	6/30/22	6/30/22	6/30/22
	Sales	Cost	Gross	GP %

Counter Retail Sales	22828.71	13900.11	8928.60	39.1
Counter Internal Sales	1791.20	1070.11	721.09	40.3
Counter Wholesale Sales	63448.99	52055.74	11393.25	18.0
Total Counter Sales	88068.90	67025.96	21042.94	23.9
RO Customer Pay Sales	171511.63	101417.69	70093.94	40.9
RO Internal Pay Sales	21002.25	14945.23	6057.02	28.8
RO Warranty Sales	31762.26	19869.00	11893.26	37.4
RO Service Contract Sales	12790.27	7291.96	5498.31	43.0
Total RO Sales	237066.41	143523.88	93542.53	39.5
Total Sales	325135.31	210549.84	114585.47	35.2
Total Returns	-8596.69	-6661.41	-1935.28	-22.5
Total Net Sales	316538.62	203888.43	112650.19	35.6

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	6/01/22	6/01/22	6/01/22	6/01/22
	To	6/30/22	6/30/22	6/30/22	6/30/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		214301.86	132393.38	81908.48	38.2
Sales Filled By NG		13775.95	9476.90	4299.05	31.2
Sales Filled By EP		13234.53	9232.76	4001.77	30.2
Sales Filled By SO		83822.97	59446.80	24376.17	29.1
Total Sales		325135.31	210549.84	114585.47	35.2
Returns To Inventory		-7579.30	-6106.31	-1472.99	-19.4
Returns Not To Inventory		-1017.39	-555.10	-462.29	-45.4
Total Returns		-8596.69	-6661.41	-1935.28	-22.5
Net Sales		316538.62	203888.43	112650.19	35.6
Filled From Shelf-Counter		40.5%	38.1%	48.1%	
Filled From Shelf-Service		81.2%	81.1%	81.3%	
Filled Same Day--Counter		42.1%	39.7%	49.8%	
Filled Same Day--Service		86.1%	86.7%	85.2%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
July	2022			59	50
March	2022	To June	2022	157	127
December	2021	To March	2022	169	115
September	2021	To December	2021	159	92
June	2021	To September	2021	102	84
March	2021	To June	2021	90	126
March	2021	and Older		873	1879

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	682
Superceded Parts with On Hand	21
Active Parts with No Sales	1

PD3041R
DSOAR659

TRACY HONDA
Inventory Adjustments

7/11/22 10:21:40

From 6/01/22 to 6/30/22 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	17	1049	3152.25
Manual Decreases	22	-133	-5565.53
Net Manual Adjustments	39	916	-2413.28
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	95	687	2782.76
LIFO Decreases	4	13	-274.17
Net LIFO Adjustments	99	700	2508.59

PD3071R
DSOAR659

TRACY HONDA
Stock Order Analysis

7/11/22 10:22:47

From 6/01/22 to 6/30/22	All Manf, All OEM Cd, All SGrp	#	Pieces	Cost	Value
Stock Orders Placed		563	2878	39224.53	52804.06
Stock Orders Received		676	13147	40306.54	105479.59
Special Orders Placed		638	878	67261.21	70362.19
Special Orders Received		689	1721	78474.24	96303.29
Parts Canceled		7	7	683.95	683.95
Factory Returns					
Core Returns		26	40	1713.00	2055.00
Parts On Order			257	13717.02	15158.11
Parts On Backorder			300	27137.91	30389.19
Parts Referred			7	166.27	169.90

PD3011R
DEPATB

CHEVY-BUICK-PONTIAC-GMC
Inventory Analysis

12/04/08 11:55:32

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	12.6	322	3357	18941.85
Active Parts: With Excess Stock	26.4	592	4036	39769.53
Active Parts: Understocked	.4	57	46	609.83
Active Parts: To Phase Out	1.9	43	56	2887.37
Total Active Parts	41.3	1014	7495	62208.58
Superceded With On Hand	3.3	44	824	5007.31
Inactive With On Hand	55.4	1395	3393	83400.05
Total Inventory To Sell	100.0	2453	11712	150615.94
Cores on Hand		24	27	3051.00
Negative On Hand		2	3	.03
Total of Inventory		2479	11736	153666.91
Parts on Open Repair Orders		116	197	5131.71
Value of Inventory		2595	11933	158798.62
Not on Factory Master		4266	5749	21686.94
Parts Without Cost		549	4	.00

PD3022R
DEPATB

CHEVY-BUICK-PONTIAC-GMC 12/04/08
Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	31	1.3	1.3	2261	1.5	1.5
2007 December or Older	183	7.8	9.1	8971	6.0	7.5
2008 January	75	3.2	12.3	4587	3.0	10.5
2008 February	114	4.9	17.2	7301	4.8	15.4
2008 March	124	5.3	22.5	6611	4.4	19.7
2008 April	140	6.0	28.5	7519	5.0	24.7
2008 May	125	5.3	33.8	5721	3.8	28.5
2008 June	144	6.1	40.0	8642	5.7	34.3
2008 July	201	8.6	48.5	12526	8.3	42.6
2008 August	194	8.3	56.8	10920	7.3	49.8
2008 September	220	9.4	66.2	12157	8.1	57.9
2008 October	297	12.7	78.9	19294	12.8	70.7
2008 November	399	17.0	95.9	28060	18.6	89.3
2008 December	95	4.1	100.0	16046	10.7	100.0
Totals	2342	100.0		150616	100.0	
Cores With On Hand	24			3051		

PD3052R
DEPATB

CHEVY-BUICK-PONTIAC-GMC
Sales Analysis

12/04/08 11:56:25

All Manf. All OEM Cd, All SGrp

	From To	11/01/08 11/30/08 Sales	11/01/08 11/30/08 Cost	11/01/08 11/30/08 Gross	11/01/08 11/30/08 GP %
Retail/Internal Sales		7825.63	5182.92	2642.71	33.8
Retail/Internal Returns		-830.89	-576.66	-254.23	-30.6
Net Retail/Internal Sales		6994.74	4606.26	2388.48	34.1
Customer Pay Sales		31613.33	19990.68	11622.65	36.8
Internal Pay Sales		3664.90	2650.24	1014.66	27.7
Warranty Sales		19281.25	13912.31	5368.94	27.8
Service Contract Sales		13258.74	9606.13	3652.61	27.5
Service Returns		-2074.00	-2074.00		
Net Service Sales		65744.22	44085.36	21658.86	32.9
Wholesale Sales		3566.78	2784.12	782.66	21.9
Wholesale Returns		-451.63	-356.91	-94.72	-21.0
Net Wholesale Sales		3115.15	2427.21	687.94	22.1
Total Sales		79210.63	54126.40	25084.23	31.7
Total Returns		-3356.52	-3007.57	-348.95	-10.4
Total Net Sales		75854.11	51118.83	24735.28	32.6

PD3062R
DEPATB

CHEVY-BUICK-PONTIAC-GMC
Sales Source Analysis

12/04/08 11:57:06

All Manf, All Stocking Groups, All Parts, All Sales Types

	From 11/01/08	11/01/08	11/01/08	11/01/08
	To 11/30/08	11/30/08	11/30/08	11/30/08
	Sales	Cost	Gross	GP %
Sales Filled From Shelf	48681.57	34051.16	14630.41	30.1
Sales Filled By NG				
Sales Filled By EP	16267.81	10161.95	6105.86	37.5
Sales Filled By SO	14261.25	9913.29	4347.96	30.5
Total Sales	79210.63	54126.40	25084.23	31.7
Returns To Inventory	-3229.15	-2925.80	-303.35	-9.4
Returns Not To Inventory	-127.37	-81.77	-45.60	-35.8
Total Returns	-3356.52	-3007.57	-348.95	-10.4
Net Sales	75854.11	51118.83	24735.28	32.6
Filled From Shelf-Counter	49.3%	51.4%	44.2%	
Filled From Shelf-Service	63.5%	64.9%	60.6%	
Filled Same Day--Counter	78.9%	78.0%	81.0%	
Filled Same Day--Service	82.5%	82.3%	82.9%	

PD3081R
DEPATB

CHEVY-BUICK-PONTIAC-GMC
Phase-In/Phase-Out

12/04/08 11:57:42

=====
All Manf, All Stocking Groups
=====

Changes to Status:	Phase-In	Phase-Out
December 2008	63	185
August 2008 To November 2008	192	433
May 2008 To August 2008	114	342
February 2008 To May 2008	81	238
November 2007 To February 2008	70	270
August 2007 To November 2007	56	339
August 2007 and Older	143	1785
Inactive Parts to Phase-In	13	
Parts to Phase-Out	43	
Parts Excluded From Phase-In	558	
Non-Stocked Parts with On Hand	1394	
Superceded Parts with On Hand	44	
Active Parts with No Sales	5	

PD3041R
DEPATB

CHEVY-BUICK-PONTIAC-GMC 12/04/08 11:57:57
Inventory Adjustments

=====
From 11/01/08 to 11/30/08 All Manf, All Stocking Groups
=====
Pieces Value
=====
Manual Increases 18 42 1486.07
Manual Decreases 15 -75 -1800.34
Net Manual Adjustments 33 -33 -314.27

Physical Inventory Increases 33 79 1173.89
Physical Inventory Decreases 96 -201 -4774.63
Net Physical Inventory Adjustments 129 -122 -3600.74

LIFO Increases 1100 2356 2123.88
LIFO Decreases 7 10 -189.14
Net LIFO Adjustments 1107 2366 1934.74

PD3071R
DEPATB

CHEVY-BUICK-PONTIAC-GMC
Stock Order Analysis

12/04/08 11:58:57

	#	Pieces	Cost	Value
Stock Orders Placed	327	606	11788.02	13523.72
Stock Orders Received	429	3212	17775.55	29475.52
Special Orders Placed	169	422	14632.74	17170.87
Special Orders Received	158	306	14531.57	16302.45
Parts Canceled	14	113	1544.71	2443.42
Factory Returns	65	89	4495.75	4617.76
Core Returns	19	42	1359.00	3659.00
Parts On Order		170	4557.22	5158.57
Parts On Backorder		124	3053.27	3636.30
Parts Referred				

	Value
(1)Idle Parts Total	4305.88
(2)Current Parts Total	109791.51
(3)Total Parts	114097.39
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	3.77%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	111
(2)Total Other	12
(3)Total Quantity Sold	123
Off the Shelf Fill Rate (1)/(3)	90.2%

True Turn

	Value
(1) Annualization Ratio (365/ 4) =	91.250
(2) Total Stock Orders	6536.00
(3) Annualized Stock Orders	596410.00
(4) Inventory Value	114097.39
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	5.23

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	.01	2-	.02-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	65.99	2	65.99

Parts Without Cost

	Part Numbers
Total Parts Without Cost	381

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	9	1105.75	34	1175.69

	Value
(1)Idle Parts Total	9007.96
(2)Current Parts Total	219124.90
(3)Total Parts	228132.86
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	3.95%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	5284
(2)Total Other	83
(3)Total Quantity Sold	5367
Off the Shelf Fill Rate (1)/(3)	98.4%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	173482.00
(3) Annualized Stock Orders	2110582.01
(4) Inventory Value	228132.86
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	9.25

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	6	2248.84	10-	2269.24-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	37	2761.80	49	3558.12

Parts Without Cost

	Part Numbers
Total Parts Without Cost	136

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	25	5500.03	24	3270.56