

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

	%	#	Pieces	Value
Active Parts: Stocked	10.0	827	936	39493.98
Active Parts: With Excess Stock	35.9	1636	22153	142058.85
Active Parts: Understocked	1.6	336	334	6360.03
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	47.5	2799	23423	187912.86
Superceded With On Hand	.6	23	76	2285.56
Inactive With On Hand	51.9	1711	8301	205330.59
Total Inventory To Sell	100.0	4533	31800	395529.01
Cores on Hand		42	64	20361.00
Negative On Hand		0	0	.00
Total of Inventory		4575	31864	415890.01
Parts on Open Repair Orders		1673	3258	81865.54
Value of Inventory		6248	35122	497755.55
Not on Factory Master		19794	5912	33861.57
Parts Without Cost		3	0	.00

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	239	5.9	5.9	21746	5.5	5.5
2021 September or Older	366	9.0	14.9	22406	5.7	11.2
2021 October	62	1.5	16.5	4177	1.1	12.2
2021 November	57	1.4	17.9	2603	.7	12.9
2021 December	94	2.3	20.2	6830	1.7	14.6
2022 January	107	2.6	22.8	7372	1.9	16.5
2022 February	112	2.8	25.6	8581	2.2	18.7
2022 March	142	3.5	29.1	11071	2.8	21.5
2022 April	156	3.9	33.0	11328	2.9	24.4
2022 May	249	6.1	39.1	14999	3.8	28.2
2022 June	316	7.8	46.9	18361	4.7	32.8
2022 July	336	8.3	55.2	28262	7.2	40.0
2022 August	583	14.4	69.6	55333	14.0	54.0
2022 September	1230	30.4	100.0	181646	46.0	100.0
Totals	4049	100.0		394716	100.0	
Cores With On Hand	42			20361		

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

Changes to Status:				Phase-In	Phase-Out
September	2022			64	54
May	2022	To August	2022	184	198
February	2022	To May	2022	182	190
November	2021	To February	2022	959	248
August	2021	To November	2021	161	145
May	2021	To August	2021	114	194
May	2021	and Older		1087	7832

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	2478
Non-Stocked Parts with On Hand	1711
Superceded Parts with On Hand	23
Active Parts with No Sales	1

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

From	9/01/22	9/01/22	9/01/22	9/01/22
To	9/27/22	9/27/22	9/27/22	9/27/22
	Sales	Cost	Gross	GP %

Counter Retail Sales	26554.93	16416.15	10138.78	38.2
Counter Internal Sales	3464.46	1547.38	1917.08	55.3
Counter Wholesale Sales	83151.15	67695.74	15455.41	18.6
Total Counter Sales	113170.54	85659.27	27511.27	24.3
RO Customer Pay Sales	209318.24	137811.64	71506.60	34.2
RO Internal Pay Sales	62527.01	27778.92	34748.09	55.6
RO Warranty Sales	108275.54	64049.36	44226.18	40.8
RO Service Contract Sales	15472.90	10479.88	4993.02	32.3
Total RO Sales	395593.69	240119.80	155473.89	39.3
Total Sales	508764.23	325779.07	182985.16	36.0
Total Returns	-28600.30	-26404.70	-2195.60	-7.7
Total Net Sales	480163.93	299374.37	180789.56	37.7

All Manf, All Stocking Groups, All Parts, All Sales Types				
	From To	9/01/22 9/27/22	9/01/22 9/27/22	9/01/22 9/27/22
		Sales	Cost	Gross GP %
Sales Filled From Shelf		256825.56	163954.41	92871.15
Sales Filled By NG				36.2
Sales Filled By EP		63047.20	40010.06	23037.14
Sales Filled By SO		188891.47	121814.60	67076.87
Total Sales		508764.23	325779.07	182985.16
				36.0
Returns To Inventory		-25922.68	-24466.23	-1456.45
Returns Not To Inventory		-2677.62	-1938.47	-739.15
Total Returns		-28600.30	-26404.70	-2195.60
				-5.6
				-27.6
				-7.7
Net Sales		480163.93	299374.37	180789.56
				37.7
Filled From Shelf-Counter		46.5%	46.7%	45.9%
Filled From Shelf-Service		51.6%	51.6%	51.6%
Filled Same Day--Counter		56.3%	57.2%	53.3%
Filled Same Day--Service		64.8%	64.5%	65.1%

PD3071R
LAFASCOTT

LAFAYETTE FORD LINCOLN
Stock Order Analysis

9/27/22 15:08:50

From	9/01/22 to	9/27/22	All Manf.	All OEM Cd.	All SGrp		
			#	Pieces		Cost	Value
Stock Orders Placed			229	2119		9214.44	27205.84
Stock Orders Received			1304	16710		58584.88	138187.21
Special Orders Placed			897	1485		106140.75	115578.48
Special Orders Received			924	1469		114628.76	121990.12
Parts Canceled			68	196		13215.01	15882.68
Factory Returns			42	66		3629.53	8058.70
Core Returns			57	125		14094.00	21029.00
Parts On Order				117		2083.25	3136.34
Parts On Backorder				228		17949.03	20075.91
Parts Referred				53		7850.09	9033.92

From 9/01/22 to 9/27/22 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	155	1533	12305.28
Manual Decreases	116	-234	-5306.06
Net Manual Adjustments	271	1299	6999.22
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	106	9532	1321.99
LIFO Decreases	29	1854	-471.32
Net LIFO Adjustments	135	11386	850.67

	Value
(1)Idle Parts Total	29224.90
(2)Current Parts Total	333835.60
(3)Total Parts	363060.50
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.05%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	6295
(2)Total Other	136
(3)Total Quantity Sold	6431
Off the Shelf Fill Rate (1)/(3)	97.8%

True Turn

	Value
(1) Annualization Ratio (365/ 27) =	13.518
(2) Total Stock Orders	249940.00
(3) Annualized Stock Orders	3378688.92
(4) Inventory Value	363060.50
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	9.31

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	3

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	2	675.11	2	675.11