

Laurel Valley Motors, Inc.

Sales Summary - Source 1

09/01/2022

Scan Date:09/01/22

Counter Parts Sales

	Retail	Wholesale
Total Pieces	33	887
Sales	\$ 3,284.78	45,684.42
Cost	2,604.15	39,122.36
Gross Profit	\$ 680.63	6,562.06
Profitability	20.72%	14.36%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1296	709	351
Sales	\$ 52,958.46	34,543.16	21,180.20
Cost	37,401.76	21,081.15	16,017.15
Gross Profit	\$ 15,556.70	13,462.01	5,163.05
Profitability	29.38%	38.97%	24.38%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	337	0	17
Sales	\$ 40,677.06	.00	3,044.10
Cost	26,349.63	.00	1,925.55
Gross Profit	\$ 14,327.43	.00	1,118.55
Profitability	35.22%	.00%	36.74%

Total Pieces.....	3630
Sales	201,372.18
Cost	144,501.75
Gross	56,870.43
Profitability	28.24%
Gross Turn53
True Turn47
Return On Investment	20.89%

Laurel Valley Motors, Inc.

Sales Summary - Source 3

09/01/2022

Scan Date:09/01/22

Counter Parts Sales

	Retail	Wholesale
Total Pieces	5	77
Sales	\$ 64.28	1,070.49
Cost	45.32	758.55
Gross Profit	\$ 18.96	311.94
Profitability	29.50%	29.14%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	120	6	84
Sales	\$ 8,786.50	662.42	4,838.15
Cost	5,702.61	348.42	2,848.12
Gross Profit	\$ 3,083.89	314.00	1,990.03
Profitability	35.10%	47.40%	41.13%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	183	0	2
Sales	\$ 32,214.71	.00	358.10
Cost	23,563.03	.00	243.51
Gross Profit	\$ 8,651.68	.00	114.59
Profitability	26.86%	.00%	32.00%

Total Pieces	477
Sales	47,994.65
Cost	33,509.56
Gross	14,485.09
Profitability	30.18%
Gross Turn	1.78
True Turn	2.23
Return On Investment	77.10%

Laurel Valley Motors, Inc.

Inventory Analysis - Source 1

09/01/2022

Scan Date:09/01/22

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	1269	6052	135,094.49	49.6%
From 4 Thru 6 Months	659	1615	53,175.84	19.5%
From 7 Thru 9 Months	392	1115	33,411.29	12.3%
From 10 Thru 12 Months	273	748	20,321.34	7.5%
From 13 Thru 18 Months	203	551	13,847.72	5.1%
From 19 Thru 24 Months	162	517	6,066.00	2.2%
Greater Than 24 Months	352	1415	10,307.29	3.8%
Total Of Parts Over 365 Days	711	2472	29,801.01	10.9%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	3310	12013	272,223.97	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	95	109	(16,465.00)	6.0%
Total Of Inventory Including Cores	3310	12013	272,223.97	100.0%
Total Of Lost Sales (Non-Stk).....	139	158	19,794.35	7.3%
Of Lost Sales (Stock).....	135	174	18,151.75	6.7%
Total Of Lost Sales (Non-Stk Value)	139	26	2,327.05	.9%
Of Lost Sales (Stock Value) ..	135	192	8,631.45	3.2%
Total Of Returnable Items.....	2951	8738	216,898.60	79.7%
Of Last-Time Returnable.....	71	164	5,324.25	2.0%
Of Non-Returnable Items.....	226	3002	42,796.12	15.7%
Parts With Negative On-Hand.....	19	84	13,401.36	4.9%
Normal Stocking With 0 On-Hand....	964	0	.00	.0%
Part Numbers Added W/O Stock	74	0	.00	.0%
Part Numbers Added With Stock	204	137	7,431.55	2.7%
Part Numbers Deleted	0	0	.00	.0%
Manual Adjustments Up (+)	41	152	7,273.08	
Manual Adjustments Down (-)	89	174	21,213.03	

Total Normal Stocking Part Numbers	2814	Non-Ret
Of On-Hand Stock At Current Cost	153,418.25	164
Of On-Hand Pieces	7089	23,882.50
Current Month Unit Sales	2381	
Of 12-Month Unit Sales	25871	
Percent Of On-Hand To Unit Sales	364.9%	
Total Special Order & Other Non-Stocking	1365	112
Of On-Hand Stock At Current Cost	102,340.72	18,563.62
Of On-Hand Pieces	4815	
Current Month Unit Sales	759	
Of 12-Month Unit Sales	9344	
Percent Of On-Hand To Unit Sales	194.1%	

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Inventory Analysis - Source 3

09/01/2022

Scan Date:09/01/22

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	135	634	11,667.09	62.1%
From 4 Thru 6 Months	32	95	1,288.60	6.9%
From 7 Thru 9 Months	13	172	600.73	3.2%
From 10 Thru 12 Months	14	483	1,487.94	7.9%
From 13 Thru 18 Months	7	16	85.00	.5%
From 19 Thru 24 Months	5	26	60.05	.3%
Greater Than 24 Months	70	395	3,598.53	19.2%
Total Of Parts Over 365 Days	82	437	3,743.58	19.9%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	276	1821	18,787.94	100.0%
Of Accessories/Other.....	0	0	.00	.0%
Of Cores (MEMO Line Only) ..	2	2	{ 382.50}	2.0%
Total Of Inventory Including Cores	276	1821	18,787.94	100.0%
Total Of Lost Sales (Non-Stk).....	2	3	15.14	.1%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	2	12	90.84	.5%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	276	1819	18,405.44	98.0%
Parts With Negative On-Hand.....	8	9	573.17	3.1%
Normal Stocking With 0 On-Hand....	6	0	.00	.0%
Part Numbers Added W/O Stock	0	0	.00	.0%
Part Numbers Added With Stock	0	0	.00	.0%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	6	41	133.27	
Manual Adjustments Down (-)	6	11	2,035.29	

Total Normal Stocking Part Numbers	14	14	14	14
Of On-Hand Stock At Current Cost	176.76	176.76	176.76	176.76
Of On-Hand Pieces	69			
Current Month Unit Sales	5			
Of 12-Month Unit Sales	25			
Percent Of On-Hand To Unit Sales	36.2%			
Total Special Order & Other Non-Stocking	266	266	266	266
Of On-Hand Stock At Current Cost	18,228.68	18,228.68	18,228.68	18,228.68
Of On-Hand Pieces	1750			
Current Month Unit Sales	123			
Of 12-Month Unit Sales	1008			
Percent Of On-Hand To Unit Sales	57.6%			