

PD2007R
WJONE9459

GERALD JONES MAZDA
Inventory Analysis Month End Nov 2022

12/05/22
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All Manf, All OEM Cd, All SGrp	%	#	Pieces	Value
Active Parts: Stocked	5.0	236	173	11851
Active Parts: With Excess Stock	35.9	519	4660	85057
Active Parts: Understocked	.9	110	188	2201
Active Parts: To Phase Out	.6	48	50	1431
Total Active Parts	42.5	913	5071	100539
Superceded With On Hand	8.3	69	244	19736
Inactive With On Hand	49.2	1105	2263	116434
Total Inventory To Sell	100.0	2087	7578	236709
Cores on Hand		4	4	320
Negative On Hand		0	0	0
Total of Inventory		2091	7582	237029
Parts on Open Repair Orders		45	58	3152
Value of Inventory		2136	7640	240181
Not on Factory Master		7507	2665	22746
Parts Without Cost		1190	11	0

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	294	16.3	16.3	42691	18.0	18.0
2021 December or Older	347	19.2	35.5	34572	14.6	32.6
2022 January	44	2.4	38.0	5007	2.1	34.7
2022 February	60	3.3	41.3	6759	2.9	37.6
2022 March	59	3.3	44.6	6210	2.6	40.2
2022 April	68	3.8	48.3	7252	3.1	43.3
2022 May	56	3.1	51.4	7384	3.1	46.4
2022 June	103	5.7	57.2	11487	4.8	51.2
2022 July	62	3.4	60.6	10032	4.2	55.5
2022 August	147	8.1	68.7	17936	7.6	63.0
2022 September	124	6.9	75.6	16003	6.8	69.8
2022 October	146	8.1	83.7	18357	7.7	77.5
2022 November	223	12.4	96.1	37719	15.9	93.4
2022 December	71	3.9	100.0	15533	6.6	100.0
Totals	1804	100.0		236942	100.0	
Cores With On Hand	4			320		

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 All Manf, All OEM Cd, All SGrp
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From	11/01/22	11/01/22	11/01/22	11/01/22
To	11/30/22	11/30/22	11/30/22	11/30/22
	Sales	Cost	Gross	GP %

Counter Retail Sales	8592.94	5224.37	3368.57	39.2
Counter Internal Sales				
Counter Wholesale Sales	45365.48	36605.23	8760.25	19.3
Total Counter Sales	53958.42	41829.60	12128.82	22.5
RO Customer Pay Sales	61785.43	38455.26	23330.17	37.8
RO Internal Pay Sales	22589.24	12972.53	9616.71	42.6
RO Warranty Sales	8984.89	5019.50	3965.39	44.1
RO Service Contract Sales				
Total RO Sales	93359.56	56447.29	36912.27	39.5
Total Sales	147317.98	98276.89	49041.09	33.3
Total Returns	-8994.58	-6237.20	-2757.38	-30.7
Total Net Sales	138323.40	92039.69	46283.71	33.5

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	11/01/22	11/01/22	11/01/22	11/01/22
	To	11/30/22	11/30/22	11/30/22	11/30/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		87626.58	55763.75	31862.83	36.4
Sales Filled By NG					
Sales Filled By EP		8841.41	5948.19	2893.22	32.7
Sales Filled By SO		50849.99	36564.95	14285.04	28.1
Total Sales		147317.98	98276.89	49041.09	33.3
Returns To Inventory		-8994.58	-6237.20	-2757.38	-30.7
Returns Not To Inventory					
Total Returns		-8994.58	-6237.20	-2757.38	-30.7
Net Sales		138323.40	92039.69	46283.71	33.5
Filled From Shelf-Counter		31.3%	31.3%	31.4%	
Filled From Shelf-Service		75.8%	75.6%	76.0%	
Filled Same Day--Counter		34.1%	33.9%	35.1%	
Filled Same Day--Service		83.6%	84.2%	82.6%	

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
December 2022	24	26
August 2022 To November 2022	97	87
May 2022 To August 2022	112	90
February 2022 To May 2022	67	59
November 2021 To February 2022	53	68
August 2021 To November 2021	55	46
August 2021 and Older	469	1326
Inactive Parts to Phase-In	5	
Parts to Phase-Out	48	
Parts Excluded From Phase-In	1861	
Non-Stocked Parts with On Hand	1118	
Superceded Parts with On Hand	71	
Active Parts with No Sales		

From 11/01/22 to 11/30/22 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	55	1923	24787.93
Manual Decreases	20	-36	-2342.95
Net Manual Adjustments	75	1887	22444.98
Physical Inventory Increases	546	2663	52767.46
Physical Inventory Decreases	411	-1135	-56160.39
Net Physical Inventory Adjustments	957	1528	-3392.93
LIFO Increases	747	1064	5583.32
LIFO Decreases	4	322	-78.76
Net LIFO Adjustments	751	1386	5504.56

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GERALD JONES MAZDA
Stock Order Analysis

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From 11/01/22 to 11/30/22	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	180	682	8299.20	13155.10	
Stock Orders Received	273	1371	18896.66	35816.56	
Special Orders Placed	363	657	37871.82	41826.88	
Special Orders Received	368	622	36772.58	40813.57	
Parts Canceled	85	243	11718.82	14958.99	
Factory Returns					
Core Returns					
Parts On Order		173	13731.78	15760.86	
Parts On Backorder					
Parts Referred		24	.58	13.92	

	Value
(1)Idle Parts Total	41605.32
(2)Current Parts Total	177154.92
(3)Total Parts	218760.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	19.02%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	2527
(2)Total Other	16
(3)Total Quantity Sold	2543
Off the Shelf Fill Rate (1)/(3)	99.3%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	70609.00
(3) Annualized Stock Orders	859029.09
(4) Inventory Value	218760.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	3.93

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	216

Parts With No Bin Location

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