

\*\*\*\*\* Inventory \*\*\*\*\*

Turnover Months Supply	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Total	Avg.
1.3	1.0	1.1	1.2	1.0	1.1	1.1	1.1	1.3	1.1	1.4	1.2	10.5	1.9	1.9
2.0	1.8	1.9	1.9	1.8	1.9	1.9	1.9	2.1	1.9	2.3	2.1	11.0	2.7	2.7

Closing Inventory	4,724	4,862	5,210	5,244	4,881	4,891	5,011	5,119	5,329	4,864	4,889	5,010	5,002	5,002
Parts Pieces Cost	21,285	21,970	23,617	22,880	22,951	23,367	23,351	22,437	22,985	21,218	20,953	20,103	22,259	22,259
688,634	734,182	758,997	783,105	720,530	721,015	765,925	767,681	823,139	816,853	825,206	862,161	862,161	772,285	772,285

Active	2,854	2,791	2,815	2,778	2,770	2,804	2,860	2,896	2,942	3,016	3,048	3,045	2,884	2,884
Parts Pieces Cost	16,590	16,831	17,799	16,812	17,503	17,948	17,810	16,979	17,262	17,194	17,096	16,048	17,156	17,156
461,503	490,188	484,314	476,666	452,736	458,267	479,458	486,471	515,352	536,047	546,135	556,333	556,333	495,289	495,289

Active Obs	2	2	2	2	2	3	4	4	4	4	7	1	2	2
Parts Pieces Cost	42	42	42	42	42	43	45	31	22	22	57	7	29	29
211	211	211	211	211	211	225	242	169	130	130	57	156	156	156

Non-Stock	1,710	1,916	2,219	2,257	1,895	1,884	1,933	2,012	2,190	1,669	1,665	1,741	1,924	1,924
Parts Pieces Cost	3,992	4,451	4,957	5,202	4,477	4,441	4,562	4,695	5,056	3,442	3,401	3,557	4,352	4,352
191,396	211,584	232,092	249,904	203,447	212,665	231,760	237,191	261,924	228,615	230,872	243,602	227,921	227,921	227,921

Non-Stock 0	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Parts Pieces Cost	28	28	28	28	28	28	28	28	29	35	129	400	574	574
23,845	21,691	25,989	25,519	23,102	26,977	25,129	25,502	31,006	28,701	27,191	23,721	23,721	23,721	23,721

Replaced	129	124	129	129	124	129	128	145	153	130	129	129	120	120
Parts Pieces Cost	597	584	588	691	768	818	790	612	572	474	400	400	574	574
23,845	21,691	25,989	25,519	23,102	26,977	25,129	25,502	31,006	28,701	27,191	23,721	23,721	23,721	23,721

Core	27	27	42	76	88	70	85	60	38	46	46	85	57	57
Parts Pieces Cost	32	30	51	101	129	89	116	70	41	62	53	102	73	73
11,628	10,457	15,237	30,754	40,983	22,881	29,336	18,229	14,726	23,432	21,007	32,421	22,590	22,590	22,590

Other	1	1	2	1	1	1	1	1	1	1	1	1	12	12
Parts Pieces Cost	4	4	152	4	4	4	4	3	3	4	3	396	47	47
51	51	1,154	51	51	51	51	51	1	1	1	1	29,805	2,597	2,597

\*\*\*\*\* Activity \*\*\*\*\*

Sales (at cost)	525,364	725,450	669,978	640,815	668,562	651,823	661,439	568,946	712,817	580,027	641,988	81,991	7,129,200	594,100
Shop Counter	249,124	355,824	331,702	284,740	299,959	291,511	339,299	297,704	343,090	296,657	266,487	16,783	3,372,880	281,073
276,239	369,626	338,276	356,075	368,603	360,311	322,139	271,241	369,726	283,370	375,500	65,207	3,756,313	313,026	313,026
Lost Sale	3,234	4,356	4,798	3,064	6,026	3,172	4,325	652	2,211	1,012	1,268	401	34,519	2,876

Total Purchases	393,178	585,368	525,470	451,127	519,145	518,942	521,694	445,805	537,859	518,339	582,306	47,318	5,646,551	470,545
Regular Ord	247,389	359,362	322,414	263,611	311,199	323,257	306,240	269,512	300,371	339,079	353,861	25,382	3,421,677	285,139
Special Ord	145,788	226,006	203,056	187,515	207,945	195,684	215,454	176,293	237,488	179,259	228,444	21,936	2,224,868	185,405

\*\*\*\*\* Stock Order \*\*\*\*\*

ALLEN SAMUELS CHRYSLER DODGE J  
 Parts Inventory  
 Management Trend Analysis

Adjust-ments      Parts Pieces Cost      Feb      Mar      Apr      May      Jun      Jly      Aug      Sep      Oct      Nov      Dec      Jan      Total      Avg.

152	3,817	163	127	156	4,239	519	196	5,544	163	110	127	1,276
1,824	13,285	5,006	988	176	24,510	757	453	17,355	518	359	1,454	5,557
27,506	24,283	9,514	-3,391	-18,675	-1,902	5,073	12,056	99,450	-5,292	-12,504	1,428	11,462

	Value
(1)Idle Parts Total	47406.42
(2)Current Parts Total	774484.73
(3)Total Parts	821891.15
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	5.77%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	9977
(2)Total Other	124
(3)Total Quantity Sold	10101
Off the Shelf Fill Rate (1)/(3)	98.7%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	581519.00
(3) Annualized Stock Orders	6846804.71
(4) Inventory Value	822382.15
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.33

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	12	2592.05	17-	2604.05-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	13	1268.21	11	1268.19

Parts Without Cost

	Part Numbers
Total Parts Without Cost	416

Parts With No Bin Location

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