

	Value
(1)Idle Parts Total	45959.84
(2)Current Parts Total	214414.12
(3)Total Parts	260373.96
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	17.65%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	9818
(2)Total Other	88
(3)Total Quantity Sold	9906
Off the Shelf Fill Rate (1)/(3)	99.1%

True Turn

	Value
(1) Annualization Ratio (365/ 31) -	11.774
(2) Total Stock Orders	166152.00
(3) Annualized Stock Orders	1956273.65
(4) Inventory Value	261365.96
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.48

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	.53	2-	1.06-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	13	560.89	16	568.39

Parts Without Cost

	Part Numbers
Total Parts Without Cost	78

Parts With No Bin Location

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

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SMITH FORD
Inventory Analysis Month End Dec 2022

1/23/23
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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	18.0	791	890	47676
Active Parts: With Excess Stock	37.4	993	7057	99271
Active Parts: Understocked	1.5	114	174	4094
Active Parts: To Phase Out	18.7	682	1116	49668
Total Active Parts	75.7	2580	9237	200708
Superceded With On Hand	1.8	47	149	4777
Inactive With On Hand	22.5	756	2757	59604
Total Inventory To Sell	100.0	3383	12143	265089
Cores on Hand		65	81	27442
Negative On Hand		1	-2	-1
Total of Inventory		3449	12222	292530
Parts on Open Repair Orders		1300	2419	138845
Value of Inventory		4749	14641	431375
Not on Factory Master		40357	309	8394
Parts Without Cost		565	0	0

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	113	3.5	3.5	10350	3.8	3.8
2022 January or Older	543	16.8	20.3	48759	18.1	21.9
2022 February	65	2.0	22.3	4271	1.6	23.5
2022 March	76	2.3	24.6	4723	1.8	25.3
2022 April	79	2.4	27.1	2992	1.1	26.4
2022 May	78	2.4	29.5	6297	2.3	28.7
2022 June	88	2.7	32.2	10935	4.1	32.8
2022 July	109	3.4	35.6	7123	2.6	35.4
2022 August	208	6.4	42.0	12076	4.5	39.9
2022 September	193	6.0	48.0	20495	7.6	47.5
2022 October	245	7.6	55.5	19993	7.4	54.9
2022 November	256	7.9	63.4	18623	6.9	61.8
2022 December	400	12.4	75.8	37133	13.8	75.6
2023 January	783	24.2	100.0	65713	24.4	100.0
Totals	3236	100.0		269483	100.0	
Cores With On Hand	26			8205		

	#	Pieces	Value
From 12/01/22 to 12/31/22 All Manf. All Stocking Groups			
Manual Increases	107	747	9945.52
Manual Decreases	64	-123	-6545.73
Net Manual Adjustments	171	624	3399.79
Physical Inventory Increases	57	208	2915.76
Physical Inventory Decreases	94	-595	-4982.86
Net Physical Inventory Adjustments	151	-387	-2067.10
LIFO Increases	370	623	2261.29
LIFO Decreases	132	203	-624.55
Net LIFO Adjustments	502	826	1636.74

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All Manf. All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
January 2023	50	9
September 2022 To December 2022	75	16
June 2022 To September 2022	87	8
March 2022 To June 2022	109	16
December 2021 To March 2022	165	18
September 2021 To December 2021	247	64
September 2021 and Older	1775	3181
Inactive Parts to Phase-In	213	
Parts to Phase-Out	689	
Parts Excluded From Phase-In	39270	
Non-Stocked Parts with On Hand	786	
Superceded Parts with On Hand	46	
Active Parts with No Sales	11	

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	12/01/22	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		132415.44	94734.40	37681.04	28.5
Sales Filled By NG					
Sales Filled By EP		145674.32	116686.12	28988.20	19.9
Sales Filled By SO		121622.20	85878.38	35743.82	29.4
Total Sales		399711.96	297298.90	102413.06	25.6
Returns To Inventory		-22586.92	-21392.97	-1193.95	-5.3
Returns Not To Inventory		-757.24	-570.00	-187.24	-24.7
Total Returns		-23344.16	-21962.97	-1381.19	-5.9
Net Sales		376367.80	275335.93	101031.87	26.8
Filled From Shelf-Counter		27.9%	26.3%	35.5%	
Filled From Shelf-Service		35.3%	34.6%	37.1%	
Filled Same Day--Counter		65.5%	66.1%	62.7%	
Filled Same Day--Service		71.3%	73.6%	65.7%	

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All Manf, All OEM Cd, All SGrp

From	12/01/22	12/01/22	12/01/22	12/01/22
To	12/31/22	12/31/22	12/31/22	12/31/22
	Sales	Cost	Gross	GP %

Counter Retail Sales	18765.34	13813.84	4951.50	26.4
Counter Internal Sales	1735.15	1323.20	411.95	23.7
Counter Wholesale Sales	97153.18	82682.07	14471.11	14.9
Total Counter Sales	117653.67	97819.11	19834.56	16.9
RO Customer Pay Sales	212738.16	152903.06	59835.10	28.1
RO Internal Pay Sales	10440.15	7405.59	3034.56	29.1
RO Warranty Sales	51949.48	34655.53	17293.95	33.3
RO Service Contract Sales	6930.50	4515.61	2414.89	34.8
Total RO Sales	282058.29	199479.79	82578.50	29.3
Total Sales	399711.96	297298.90	102413.06	25.6
Total Returns	-23344.16	-21962.97	-1381.19	-5.9
Total Net Sales	376367.80	275335.93	101031.87	26.8

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Stock Order Analysis

1/23/23 12:20:23

From 12/01/22 to 12/31/22 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	399	2985	23072.85	44955.56
Stock Orders Received	826	5602	35433.48	63992.94
Special Orders Placed	816	1295	99011.07	102532.18
Special Orders Received	817	1310	99066.32	102903.37
Parts Canceled	204	2074	10738.89	24367.89
Factory Returns	35	38	1415.26	1436.01
Core Returns	20	64	320.00	1024.00
Parts On Order		486	15515.51	16372.87
Parts On Backorder		122	20745.05	20902.00
Parts Referred		21	3034.59	3062.81

Stock Order Criteria

FORD MAIN
Daily Demand: **60** percent of recent **90** days demand
40 percent of previous **240** days demand
Days Supply: Based on demand of **240** days

<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To 3	24	23
4 To 12	18	17
13 To 35	14	13
36 To 100	10	9
101 To 500	8	7
501 To 99999	6	5

Do not order if less than **10** days in inventory

Phase In/Phase Out Criteria

FORD MAIN

Evaluate for phase-in/phase-out Y

A period equals 7 days.

To phase in, a part must have a demand of 1 or more in any 3 period(s) out of the last 210 days.

To phase out, a part must have no demand in the last 210 days.