

ACTUAL  
 COM DEC  
 FD-REPORT

	Value
(1) Idle Parts Total	21387.65 ↓
(2) Current Parts Total	473503.54 ↓
(3) Total Parts	494891.19 ↓
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	4.32% <b>LAST MONTH 4.30%</b>
Off the Shelf Fill Rate	<b>0-2</b>

	Quantity
(1) Total Off the Shelf	7338
(2) Total Other	403
(3) Total Quantity Sold	7741
Off the Shelf Fill Rate (1)/(3)	94.7% ↑

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	352384.00
(3) Annualized Stock Orders	4148969.22
(4) Inventory Value	494891.19
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.38 ↓

Parts with Negative on Hand			
Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	225.76	4-	225.76-

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

Parts Without Cost			
Part Numbers	Cost	Qty	Extended
Total Parts Without Cost			<b>0-</b>

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

FD + OT  
 ↑  
 FORD  
 ↑  
 OTHER

	Value
(1) Idle Parts Total	39062.43
(2) Current Parts Total	532972.84
(3) Total Parts	572035.27
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	6.83%

Off the Shelf Fill Rate

	Quantity
(1) Total Off the Shelf	12155
(2) Total Other	551
(3) Total Quantity Sold	12706
Off the Shelf Fill Rate (1)/(3)	95.6%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	365084.00
(3) Annualized Stock Orders	4298499.02
(4) Inventory Value	572035.27
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.51

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	4	1542.20	4-	1542.20-

Lost Sales

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

Parts Without Cost

	Part Numbers
Total Parts Without Cost	0

Parts With No Bin Location

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

FD  
 ↓  
 Feb

	Value
(1)Idle Parts Total	39062.43
(2)Current Parts Total	532972.84
(3)Total Parts	572035.27
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	6.83%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	12155
(2)Total Other	551
(3)Total Quantity Sold	12706
Off the Shelf Fill Rate (1)/(3)	95.6%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	365084.00
(3) Annualized Stock Orders	4298499.02
(4) Inventory Value	572035.27
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.51

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	4	1542.20	4-	1542.20-

Lost Sales

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

Parts Without Cost

	Part Numbers
Total Parts Without Cost	0

Parts With No Bin Location

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

OT  
 ↓  
 OTHER

	Value
(1)Idle Parts Total	5654.86
(2)Current Parts Total	12595.51
(3)Total Parts	18250.37
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	30.98%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	0
(2)Total Other	0
(3)Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	.0%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	5003.00
(3) Annualized Stock Orders	58905.32
(4) Inventory Value	18250.37
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	3.23

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	0

Parts With No Bin Location

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

PD3011R  
KDDOUGB

KEYSTONE FORD  
Inventory Analysis

1/01/23 6:03:07

Rolls  
Live  
No Credits

All Manf. All OEM Cd. All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	35.3	2005	2755	192567.30
Active Parts: With Excess Stock	40.6	2408	20361	222017.38
Active Parts: Understocked	3.5	372	4058	18975.81
Active Parts: To Phase Out	.8	114	474	4425.61
Total Active Parts	80.2	4899	27648	437986.10 ↑ 14605
Superceded With On Hand	.5	40	85	2659.58
Inactive With On Hand	19.3	1016	3143	105628.87 ↓ 27,855
Total Inventory To Sell	100.0	5955	30876	546274.55 ↓ 13,537
Cores on Hand		31	45	12417.00 - Show 12417
Negative On Hand		4	4	329.31 - HAVE 12417 DIFF
Total of Inventory		5990	30917	558362.24 ↓ 11,647
Parts on Open Repair Orders		289	571	15685.92 - MATCHES PARTS N POS " WIP
Value of Inventory		6279	31488	574048.16 ↓ 10,207
Not on Factory Master		26118	3027	21812.85
Parts Without Cost		0	0	.00

CORE BALANCES

SHOW 12,417  
 HAVE 12,417  
 0 DIFF

DATA BASE ACCURACY  
 99.60 %

SCRAPPED  
 \$ 31,000 +

PD3011R  
KDDOUGB

KEYSTONE FORD  
Inventory Analysis

1/24/23 14:36:35  
~~RUNS LIVE~~

CANNOT  
RUN FOR  
12-31-22

=====  
All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	33.7	2049	3177	198759.31
Active Parts: With Excess Stock	43.9	2503	22995	258809.66
Active Parts: Understocked	2.2	329	2022	13208.46
Active Parts: To Phase Out	.8	112	469	4642.71
Total Active Parts	80.6	4993	28663	475420.14
Superceded With On Hand	.4	35	79	2281.17
Inactive With On Hand	19.0	1020	3178	112415.96
Total Inventory To Sell	100.0	6048	31920	590117.27
Cores on Hand		62	117	22277.00
Negative On Hand		6	12	1688.54
Total of Inventory		6116	32025	610705.73
Parts on Open Repair Orders		660	1332	26406.56
Value of Inventory		6776	33357	637112.29
Not on Factory Master		26208	2914	21639.06
Parts Without Cost		0	0	.00

DEC 2022  
EOM

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	174	3.2	3.2	11181	2.1	2.1
2022 January or Older	355	6.6	9.9	24867	4.7	6.8
2022 February	79	1.5	11.3	7090	1.3	8.1
2022 March	139	2.6	13.9	16001	3.0	11.1
2022 April	136	2.5	16.5	10231	1.9	13.0
2022 May	164	3.1	19.5	17609	3.3	16.3
2022 June	292	5.4	25.0	19582	3.7	20.0
2022 July	246	4.6	29.6	20483	3.8	23.8
2022 August	392	7.3	36.9	41985	7.9	31.7
2022 September	506	9.4	46.3	43552	8.2	39.8
2022 October	511	9.5	55.8	53947	10.1	49.9
2022 November	847	15.8	71.6	81955	15.3	65.3
2022 December	1521	28.4	100.0	185523	34.7	100.0
2023 January						
Totals	5362	100.0		534005	100.0	
Cores With On Hand	31			12417		

534005  
12417  
-23733  
x 15% = 80,100

SCAPPED  
3/31/23

ACTIVE IDLE + \$ 67,728 = \$ 132,654 ÷ \$ 534,005 = TOTAL IDLE CAP % 24.8%

15% ACTIVE IDLE 65,698  
 30% N-S IDLE 28,016  
 -----  
 93,714



15% OF TOTAL IDLE 80,100

PD3022R  
KDDOUGB

KEYSTONE FORD  
Inventory Aging by Last Sold

1/24/23

LIVE REPORT  
CANNOT  
RUN FOR  
12-31-22

All Manf.	All OEM Cd.	All SGrp.	All Parts				
		Parts	% Acum%	Value	%	Acum%	
Never Sold		173	3.1	11686	2.0	2.0	
2022 January or Older		356	6.4	44747	7.6	9.6	
2022 February		75	1.4	6118	1.0	10.6	
2022 March		137	2.5	15583	2.7	13.3	
2022 April		121	2.2	9580	1.6	14.9	
2022 May		149	2.7	17490	3.0	17.9	
2022 June		262	4.7	17097	2.9	20.8	
2022 July		215	3.9	17389	3.0	23.8	
2022 August		326	5.9	36948	6.3	30.1	
2022 September		430	7.8	33829	5.8	35.8	
2022 October		409	7.4	46145	7.9	43.7	
2022 November		676	12.2	69462	11.8	55.5	
2022 December		934	16.9	82373	14.0	69.5	
2023 January		1279	23.1	179212	30.5	100.0	
Totals		5542	100.0	587659	100.0		
Cores With On Hand		62		22277			

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From 12/01/22 to 12/31/22 All Manf, All Stocking Groups

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	#	Pieces	Value
Manual Increases	17	539	1938.00
Manual Decreases	61	-510	-1687.01
Net Manual Adjustments	78	29	250.99
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1069	1545	4413.48
LIFO Decreases	390	522	-1801.83
Net LIFO Adjustments	1459	2067	2611.65

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All Manf, All Stocking Groups  
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LIVE REPORT  
DID NOT RUN FOR  
DECEMBER EDM

Changes to Status:	Phase-In	Phase-Out
January 2023	208	98
September 2022 To December 2022	537	371
June 2022 To September 2022	523	242
March 2022 To June 2022	481	404
December 2021 To March 2022	334	159
September 2021 To December 2021	333	136
September 2021 and Older	2509	5764
Inactive Parts to Phase-In	35	
Parts to Phase-Out	112	
Parts Excluded From Phase-In	282	
Non-Stocked Parts with On Hand	1020	
Superceded Parts with On Hand	35	
Active Parts with No Sales		

SINCE GOING ON RIM  
PROGRAM, WE PHASE  
IN / PHASE OUT DEPENDING  
WHAT IS ON THE RIM  
ORDER.

PD3062R  
KDDOUGB

KEYSTONE FORD  
Sales Source Analysis

1/24/23 14:50:30

DEC 2022  
ALL

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		266004.99	198723.09	67281.90	25.3
Sales Filled By NG		37882.23	28965.10	8917.13	23.5
Sales Filled By EP		18518.23	10280.05	8238.18	44.5
Sales Filled By SO		197665.43	151067.20	46598.23	23.6
Total Sales		520070.88	389035.44	131035.44	25.2
Returns To Inventory		-40797.54	-37710.87	-3086.67	-7.6
Returns Not To Inventory		-1134.83	-922.55	-212.28	-18.7
Total Returns		-41932.37	-38633.42	-3298.95	-7.9
Net Sales		478138.51	350402.02	127736.49	26.7
Filled From Shelf-Counter		50.9%	50.2%	54.6%	
Filled From Shelf-Service		67.2%	71.3%	60.0%	
Filled Same Day--Counter		51.7%	50.7%	57.4%	
Filled Same Day--Service		74.0%	77.3%	68.2%	

PL13062K  
KDAYNEL

KEYSTONE FORD  
Sales Source Analysis

1/01/23 12:23:07

All FD 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	260092.14	194049.02	66043.12	25.4
Sales Filled By NG	37064.67	28403.76	8660.91	23.4
Sales Filled By EP	2640.33	22.08	2618.25	99.2
Sales Filled By SO	197665.43	151067.20	46598.23	23.6
Total Sales	497462.57	373542.06	123920.51	24.9
Returns To Inventory	-40797.54	-37710.87	-3086.67	-7.6
Returns Not To Inventory	-72.25	-.02	-72.23	-100.0
Total Returns	-40869.79	-37710.89	-3158.90	-7.7
Net Sales	456592.78	335831.17	120761.61	26.4
Filled From Shelf-Counter	51.1%	50.4%	54.6%	
Filled From Shelf-Service	70.8%	74.9%	63.5%	
Filled Same Day--Counter	51.5%	50.4%	57.2%	
Filled Same Day--Service	71.5%	75.0%	65.4%	

WE RAN  
FD+OT  
SEPARATELY

ZR  
YNEL

KEYSTONE FORD  
Sales Source Analysis

1/01/23 12:23:22

All OT Stocking Groups, All Parts, All Sales Types				
	From	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross GP %
Sales Filled From Shelf		5912.85	4674.07	1238.78 21.0
Sales Filled By NG		817.56	561.34	256.22 31.3
Sales Filled By EP		15877.90	10257.97	5619.93 35.4
Sales Filled By SO				
Total Sales		22608.31	15493.38	7114.93 31.5
Returns To Inventory				
Returns Not To Inventory		-1062.58	-922.53	-140.05 -13.2
Total Returns		-1062.58	-922.53	-140.05 -13.2
Net Sales		21545.73	14570.85	6974.88 32.4
Filled From Shelf-Counter		19.9%	15.1%	46.0%
Filled From Shelf-Service		30.4%	35.4%	20.2%
Filled Same Day--Counter		100.0%	100.0%	100.0%
Filled Same Day--Service		100.0%	100.0%	100.0%

WE RAN  
FD + OT  
SEPARATELY

PD3052R  
KDDOUGB

KEYSTONE FORD  
Sales Analysis

1/24/23 15:01:53

*WE DON'T  
RUN*

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		16876.58	11692.77	5183.81	30.7
Counter Internal Sales		754.05	499.27	254.78	33.8
Counter Wholesale Sales		263038.86	223269.82	39769.04	15.1
Total Counter Sales		280669.49	235461.86	45207.63	16.1
RO Customer Pay Sales		112556.17	71949.55	40606.62	36.1
RO Internal Pay Sales		29231.41	21772.51	7458.90	25.5
RO Warranty Sales		78790.92	46474.00	32316.92	41.0
RO Service Contract Sales		18822.89	13377.52	5445.37	28.9
Total RO Sales		239401.39	153573.58	85827.81	35.9
Total Sales		520070.88	389035.44	131035.44	25.2
Total Returns		-41932.37	-38633.42	-3298.95	-7.9
Total Net Sales		478138.51	350402.02	127736.49	26.7

PD30/1K  
KDDOUGB

KEYSTONE FORD  
Stock Order Analysis

1/01/23 6:05:52

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

	#	Pieces	Cost	Value
Stock Orders Placed	98	1261	5399.53	21023.59
Stock Orders Received	1773	10214	142611.59	215502.53
Special Orders Placed	1538	3131	154261.98	165191.79
Special Orders Received	1556	3184	147320.24	156113.47
Parts Canceled	23	44	9104.04	9398.96
Factory Returns	477	1157	43128.94	48032.96
Core Returns	56	110	15489.00	21221.00
Parts On Order		1037	7713.11	13986.86
Parts On Backorder		359	38513.56	42102.02
Parts Referred		88	11672.84	12991.70

December  
2022

69,080.58

PD3071R  
KDDOLIGB

KEYSTONE FORD  
Stock Order Analysis

1/24/23 15:04:22

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

	#	Pieces	Cost	Value
Stock Orders Placed	98	1261	5399.53	21023.59
Stock Orders Received	1773	10214	142611.59	215502.53
Special Orders Placed	1538	3131	154261.98	165191.79
Special Orders Received	1556	3184	147320.24	156113.47
Parts Canceled	23	44	9104.04	9398.96
Factory Returns	477	1157	43128.94	48032.96
Core Returns	56	110	15489.00	21221.00
Parts On Order		586	7301.91	10381.78
Parts On Backorder		358	44536.73	47354.95
Parts Referred		177	12020.94	15354.19

*Checked for December*

*LIVE*

Stock Order Criteria

Default

Daily Demand: 100 percent of recent 210 days demand  
percent of previous days demand

Days Supply: Based on demand of 210 days

	Demand	Days Supply	Reorder Point
0	3	18	
4	12	15	
13	35	20	12
36	100	24	12
101	500	21	13
501	99999	18	10

UNDER  
INITIAL VALUES  
DEFAULTS

Do not order if less than 5 days in inventory

Ok Exit Cancel

Phase In/Phase Out Criteria

Default

Evaluate for phase-in/phase-out Y

A period equals 30 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 180 days.

Ok Exit Cancel

Stock Order Criteria

FORD MAIN

Daily Demand: 100 percent of recent 210 days demand  
percent of previous days demand

Days Supply: Based on demand of 210 days

Demand	Days Supply	Reorder Point
0 To 3	18	
4 To 12	15	
13 To 35	20	12
36 To 100	24	12
101 To 500	21	13
501 To 99999	18	10

Do not order if less than 5 days in inventory

*Six Group 100  
DEFAULT  
NO RIM  
PART NUMBERS*

Phase In/Phase Out Criteria

FORD MAIN

Evaluate for phase-in/phase-out A

A period equals 30 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 180 days.

Stock Order Criteria

*STK Group 101  
RIM-Controlled*

FORD - RIM Controlled

Daily Demand: 100 percent of recent 360 days demand  
percent of previous days demand

Days Supply: Based on demand of 360 days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To	3	18	
4 To	12	15	
13 To	35	20	12
36 To	100	24	12
101 To	500	21	13
501 To	99999	18	10

Do not order if less than 5 days in inventory

Phase In/Phase Out Criteria

FORD - RIM Controlled

Evaluate for phase-in/phase-out A

A period equals 30 days.

To phase in, a part must have a demand of 1 or more in any 3 period(s) out of the last 360 days.

To phase out, a part must have no demand in the last 330 days.