

AUTO/MATE, INC.
 BOWCLOSE
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COMPANY: 02 BROWN BUICK GMC SUBARU
 PARTS INVENTORY / POS
 INVENTORY MANAGEMENT REPORT

RUN DATE: 01/02/2023
 RUN TIME: 07:15
 RUN BY: rayc

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = GM

No. of Parts	%	VALUE	%	ON-HAND	R E C E I P T S			SPECIALS		
					Count	Pt Ct.	Value	Pt Ct.	Value	Pt Ct.
1182	8.1	103045.42	26.4	11421						
4198	28.9	140642.62	36.0	3214						
0		0.00		0						
13	.1	14298.01	3.7	2998						
9143	62.9	133003.25	34.0	2786						
14536	100.0	390989.30	100.0	20419						
823		14228.00		121						
0		405217.30		0						

INVENTORY BY GL

PARTS & ACCESSORIES-INV-G 14536 100.0 405217.30 100.0 20419 COI GL: 242

SALES (AT COST)

ACTIVE PARTS	444	52.5	57236.33	42.1	3827					
AUTO PHASE-OUT PARTS	93	11.0	9482.55	7.0	124					
DEALER PHASE-OUT PARTS	0		0.00		0					
MANUAL ORDER PARTS	4	.5	4238.95	3.1	738					
NON-STOCK PARTS	305	36.1	64871.83	47.8	838					
TOTAL SALES (AT COST)	846	100.0	135829.66	100.0	5527					
TOTAL LOST SALES	22		1433.42		22					
TOTAL EMERGENCY PURCHASES	38		13943.68		62					
LEVEL OF SERVICE		93.1		88.8						

INVENTORY BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	14177	97.5	329942.62	84.4	14281	457	2244	56352.14	442	685	53594.68
SRC 104 CHEMICALS	37	.3	20822.90	5.3	4029	18	869	5780.30	0	0	0.00
SRC 105 GM SPEC ORDER	79	.5	2839.54	.7	294	15	43	313.45	0	0	0.00
SRC 106 ACCESSORIES	89	.6	12791.35	3.3	92	2	2	157.50	4	4	315.00
SRC 109 GM NON RIM	45	.3	1316.67	.3	138	5	5	184.82	2	2	5.00
SRC 200 TIRES	2		0.00		0	0	0	0.00	0	0	0.00
SRC 300 AFTER MARKET	44	.3	12454.51	3.2	1527	5	79	3438.45	0	0	0.00
SRC 500 SUBARU STOCK	1		0.00		0	0	0	0.00	0	0	0.00
SRC 600 GM SPEC ORDER	61	.4	10821.71	2.8	74	0	0	0.00	0	0	0.00
SRC 997 FREIGHT	1		0.00		0	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	802	92.0	128740.08	88.4	3933						
SRC 104 CHEMICALS	19	2.2	8438.49	5.8	1096						
SRC 105 GM SPEC ORDER	21	2.4	753.19	.5	62						
SRC 106 ACCESSORIES	7	.8	1121.25	.8	11						
SRC 109 GM NON RIM	10	1.1	994.21	.7	23						
SRC 300 AFTER MARKET	12	1.4	5524.07	3.8	368						
SRC 600 GM SPEC ORDER	1	.1	39.52		1						

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = GM

SALES MOVEMENT

Month End Tot	1550	10.7	96727.09	24.7	13293
NO-SALE 1 TO 3 MONTHS	4005	27.6	70793.73	18.1	2515
NO-SALE 4 TO 6 MONTHS	3126	21.5	43307.07	11.1	890
NO-SALE 7 TO 9 MONTHS	2554	17.6	42189.99	10.8	804
NO-SALE 10 TO 12 MONTHS	2174	15.0	25645.25	6.6	646
NO-SALE 13 TO 15 MONTHS	257	1.8	24169.20	6.2	456
NO-SALE OVER 15 MONTHS	870	6.0	88156.97	22.5	1815

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	5	4525.02	3279
PARTS PHASED OUT	38	2663.79	45
PARTS DROPPED	573	0.00	0

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = GM

DataPoint	Description	
	Number of Parts on ROs	4751
	Number of Parts Filled OSF	4403
DP1	RO Off the Shelf Fill %	92.68 %
DP2	Total Idle Capital %	31.63 %
DP3	Negative On Hand	.00
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	1
DP6	Monthly Closing Inventory Value	390989.30
DP7	Lost Sales	1483.42
DP8	True Turns $((R-S)*12/Y)*(V/100)$	2.1494

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	3932
B	Number of Stocking Parts Filled OSF	3871
C	RO Off the Shelf Fill % $(B/A)*100$	98.45 %
D	Value of Stocking Parts with MNS 6-11	645.82
E	Value of Stocking Parts with MNS 12+	225.11
F	Value of Non-Stock Parts with MNS 3-5	33401.34
G	Value of Non-Stock Parts with MNS 6-8	44591.69
H	Value of Non-Stock Parts with MNS 9-11	31445.41
I	Value of Non-Stock Parts with MNS 12+	123429.01
J	Total Idle Capital % $((B+I)/Y)*100$	31.63 %
K	Number of Parts with Negative O.H.	1
L	Value of Parts with Negative O.H.	.00
M	Number of Parts with No Bin	.00
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	1

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	22
Q	Value of Lost Sales	1483.42

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	135829.66
S	Monthly Returns From Customers	8776.85
	Monthly Cycle Returns to Vendor	8742.86
	Decreasing Manual Onhand Adjustments	27184.32
	Increasing Manual Onhand Adjustments	27613.33
	Physical Inventory Adjustments (Net)	-771.02
T	Monthly Stock Order Receipts	66226.66
U	Monthly Receipts	120141.34
V	Stock Order Utilization $(T/U)*100$	55.12 %
W	Month Close Inventory - Stock Parts	103045.42
X	Month Close Inventory- Non-Stock Parts	287943.88
Y	Month Close Inventory - All Parts	390989.30

	I/O Part Sales	26793.60
	I/O Part Returns and Deletes	-2377.87

Sub Area

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = Subaru

NO. of Parts	%	VALUE	ON-HAND		R E C E I P T S	
			Count	Pc. Ct.	Value	Pc. Ct.
242	5.2	39420.34	25.6	4224		
587	12.5	19403.92	12.6	449		
6	.1	204.94	.1	10		
11	.2	6513.88	4.2	535		
3839	81.9	88663.08	57.5	1902		
4685	100.0	154206.16	100.0	7120		
22		700.00		2		
0		154906.16		0		

INVENTORY BY GL

INVEN PARTS & ACCESS 4685 100.0 154906.16 100.0 7120 COI GL: 3242

SALES (AT COST)

ACTIVE PARTS	94	29.5	22555.16	40.1	2591
AUTO PHASE-OUT PARTS	19	6.0	1924.58	3.4	42
DEALER PHASE-OUT PARTS	1	.3	6.24		4
MANUAL ORDER PARTS	8	2.5	1062.74	1.9	125
NON-STOCK PARTS	197	61.8	30767.16	54.6	380
TOTAL SALES (AT COST)	319	100.0	56315.88	100.0	3142

TOTAL LOST SALES

1 7.72 1

TOTAL EMERGENCY PURCHASES

10 646.22 13

LEVEL OF SERVICE

96.6 98.8

INVENTORY BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	2		0.00		0	0	0	0	0.00	1	1	75.50
SRC 300 AFTER MARKET	3	.1	1435.54	.9	4	0	0	0	0.00	0	0	0.00
SRC 500 SUBARU STOCK	4661	99.5	150279.45	97.5	6528	139	2387	28333.94	224	324	26180.01	
SRC 501 SUBARU SOR	19	.4	2491.17	1.6	589	7	28	996.60	1	1	3.95	

SALES (AT COST) BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	1	.3	75.50	.1	1
SRC 500 SUBARU STOCK	341	97.2	53450.22	98.0	3058
SRC 501 SUBARU SOR	9	2.6	1020.25	1.9	49

SALES MOVEMENT

Month End Tot	526	11.2	52926.19	34.3	4681
NO-SALE 1 TO 3 MONTHS	1068	22.8	44082.99	28.6	1116
NO-SALE 4 TO 6 MONTHS	1133	24.2	22813.75	14.8	595
NO-SALE 7 TO 9 MONTHS	939	20.0	16422.19	10.6	351
NO-SALE 10 TO 12 MONTHS	851	18.2	5844.50	3.8	177
NO-SALE 13 TO 15 MONTHS	77	1.6	5757.41	3.7	86
NO-SALE OVER 15 MONTHS	91	1.9	6359.13	4.1	114

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	5	338.08
PARTS PHASED OUT	292	1810.87
PARTS DROPPED	228	0.00

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = Subaru

DataPoint	Description	
	Number of Parts on ROS	2863
	Number of Parts Filled OSF	2625
DP1	RO Off the Shelf Fill %	91.69 %
DP2	Total Idle Capital %	9.17 %
DP3	Negative On Hand	.00
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	
DP6	Monthly Closing Inventory Value	154206.16
DP7	Lost Sales	7.72
DP8	True Turns ((R-S)*12/Y)*(V/100)	2.2832

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROS	2544
B	Number of Stocking Parts Filled OSF	2399
C	RO Off the Shelf Fill % (B/A)*100	94.30 %
D	Value of Stocking Parts with MNS 6-11	2968.19
E	Value of Stocking Parts with MNS 12+	.00
F	Value of Non-Stock Parts with MNS 3-5	21115.87
G	Value of Non-Stock Parts with MNS 6-8	16564.00
H	Value of Non-Stock Parts with MNS 9-11	6897.03
I	Value of Non-Stock Parts with MNS 12+	14147.32
J	Total Idle Capital %((E+I)/Y)*100	9.17 %
K	Number of Parts with Negative O.H.	.00
L	Value of Parts with Negative O.H.	
M	Number of Parts with No Bin	.00
N	Value of Parts with No Bin	
O	Number of Parts with No Cost	

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	1
Q	Value of Lost Sales	7.72

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	56315.88
S	Monthly Returns From Customers	704.19
	Monthly Cycle Returns to Vendor	7619.72
	Decreasing Manual Onhand Adjustments	14402.50
	Increasing Manual Onhand Adjustments	12286.81
	Physical Inventory Adjustments (Net)	2212.32
T	Monthly Stock Order Receipts	29330.54
U	Monthly Receipts	55590.00
V	Stock Order Utilization (T/U)*100	52.76 %
W	Month Close Inventory - Stock Parts	39420.34
X	Month Close Inventory- Non-Stock Parts	114785.82
Y	Month Close Inventory - All Parts	154206.16

I/O Part Sales	506.80
I/O Part Returns and Deletes	224.22

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = TOTAL

No. of Parts	%	VALUE	%	ON-HAND		R E C E I P T S						
				Piece Count	STOCKS	PT Ct.	PC. Ct.	Value	PT Ct.	PC. Ct.	Value	
1424	7.4	142465.76	26.1	15645								
4785	24.9	160046.54	29.4	3663								
6		204.94		10								
24	.1	20811.89	3.8	3533								
12982	67.5	221666.33	40.7	4688								
19221	100.0	545195.46	100.0	27539								
845		14928.00		123								
0		560123.46		0								

INVENTORY BY GL

PARTS & ACCESSORIES-INV-G	14536	75.6	405217.30	72.3	20419	COI GL: 242
INVEN PARTS & ACCESS	4685	24.4	154906.16	27.7	7120	COI GL: 3242

SALES (AT COST)

ACTIVE PARTS	538	46.2	79791.49	41.5	6418
AUTO PHASE-OUT PARTS	112	9.6	11407.13	5.9	166
DEALER PHASE-OUT PARTS	1	.1	6.24		4
MANUAL ORDER PARTS	12	1.0	5301.69	2.8	863
NON-STOCK PARTS	502	43.1	95638.99	49.8	1218
TOTAL SALES (AT COST)	1165	100.0	192145.54	100.0	8569

TOTAL LOST SALES

TOTAL LOST SALES	23		1441.14		23
TOTAL EMERGENCY PURCHASES	48		14589.90		75
LEVEL OF SERVICE		94.0			91.7

INVENTORY BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	14179	73.8	329942.62	60.5	14281	457	2244	56352.14	443	686	53670.18
SRC 104 CHEMICALS	37	.2	20822.90	3.8	4029	18	869	5780.30	0	0	0.00
SRC 105 GM SPEC ORDER	79	.4	2839.54	.5	294	15	43	313.45	0	0	0.00
SRC 106 ACCESSORIES	89	.5	12791.35	2.3	92	2	2	157.50	4	4	315.00
SRC 109 GM NON RIM	45	.2	1316.67	.2	138	5	5	184.82	2	2	5.00
SRC 200 TIRES	2		0.00		0	0	0	0.00	0	0	0.00
SRC 300 AFTER MARKET	47	.2	13890.05	2.5	1531	5	79	3438.45	0	0	0.00
SRC 500 SUBARU STOCK	4662	24.3	150279.45	27.6	6528	139	2387	28333.94	224	324	26180.01
SRC 501 SUBARU SOR	19	.1	2491.17	.5	589	7	28	996.60	1	1	3.95
SRC 600 GM SPEC ORDER	61	.3	10821.71	2.0	74	0	0	0.00	0	0	0.00
SRC 997 FREIGHT	1		0.00		0	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE

SRC 100 GM AUTO/TRUCK COMB	803	65.7	128815.58	64.4	3934
SRC 104 CHEMICALS	19	1.6	8438.49	4.2	1096
SRC 105 GM SPEC ORDER	21	1.7	753.19	.4	62
SRC 106 ACCESSORIES	7	.6	1121.25	.6	11
SRC 109 GM NON RIM	10	.8	994.21	.5	23
SRC 300 AFTER MARKET	12	1.0	5524.07	2.8	368
SRC 500 SUBARU STOCK	341	27.9	53450.22	26.7	3058
SRC 501 SUBARU SOR	9	.7	1020.25	.5	49
SRC 600 GM SPEC ORDER	1	.1	39.52		1

ANALYSIS FOR MONTH ENDING 12/31/2022 VENDOR = TOTAL

SALES MOVEMENT

Month End Tot	2076	10.8	149653.28	27.4	17974
NO-SALE 1 TO 3 MONTHS	5073	26.4	114876.72	21.1	3631
NO-SALE 4 TO 6 MONTHS	4259	22.2	66120.82	12.1	1485
NO-SALE 7 TO 9 MONTHS	3493	18.2	58612.18	10.8	1155
NO-SALE 10 TO 12 MONTHS	3025	15.7	31489.75	5.8	823
NO-SALE 13 TO 15 MONTHS	334	1.7	29926.61	5.5	542
NO-SALE OVER 15 MONTHS	961	5.0	94516.10	17.3	1929

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	10	4863.10	3284
PARTS PHASED OUT	330	4474.66	99
PARTS DROPPED	801	0.00	0

ANALYSIS FOR MONTH ENDING 12/31/2022

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	26215.42	19017.06	0.00	7198.36
2 WHOLESALE	30449.48	24888.15	0.00	5561.33
3 INTERNAL	11687.59	8570.26	0.00	3117.33
4 EMPLOYEE	0.00	0.00	0.00	0.00
5 SUB WHOLESAL	0.00	0.00	0.00	0.00
6	0.00	0.00	0.00	0.00
7	0.00	0.00	0.00	0.00
8	0.00	0.00	0.00	0.00
TOTAL	68352.49	52475.47	0.00	15877.02
9 RO CUST PAY	158264.90	101133.72	0.00	57131.18
10 GM WARRANTY	34637.86	20864.53	0.00	13773.33
11 RO INTERNAL	43877.23	26329.38	0.00	17547.85
12 RO SVC CONT	753.27	362.62	0.00	390.65
13 RO EMPLOYEE	0.00	0.00	0.00	0.00
14 SUBARU WARRA	12560.47	8272.77	0.00	4287.70
15 BODY SHOP	0.00	0.00	0.00	0.00
TOTAL	250093.73	156963.02	0.00	93130.71