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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	3.0	251	154	14174.54
Active Parts: With Excess Stock	23.0	625	5457	108524.59
Active Parts: Understocked	1.1	111	51	5051.28
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	27.1	987	5662	127750.41
Superceded With On Hand	6.7	245	598	31665.62
Inactive With On Hand	66.2	2548	5802	312336.34
Total Inventory To Sell	100.0	3780	12062	471752.37
Cores on Hand		85	108	17340.00
Negative On Hand		0	0	.00
Total of Inventory		3865	12170	489092.37
Parts on Open Repair Orders		777	972	110416.77
Value of Inventory		4642	13142	599509.14
Not on Factory Master		24927	516	13459.66
Parts Without Cost		198	1	.00

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CRESTMONT CADILLAC
Inventory Aging by Last Sold

3/02/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	995	28.6	28.6	116655	25.1	25.1
2022 March or Older	1170	33.6	62.1	129958	27.9	53.0
2022 April	66	1.9	64.0	4894	1.1	54.0
2022 May	59	1.7	65.7	9626	2.1	56.1
2022 June	78	2.2	68.0	8688	1.9	58.0
2022 July	101	2.9	70.9	12132	2.6	60.6
2022 August	87	2.5	73.4	11391	2.4	63.0
2022 September	89	2.6	75.9	9740	2.1	65.1
2022 October	130	3.7	79.6	20807	4.5	69.6
2022 November	96	2.8	82.4	13148	2.8	72.4
2022 December	111	3.2	85.6	17223	3.7	76.1
2023 January	159	4.6	90.2	32275	6.9	83.0
2023 February	303	8.7	98.9	65022	14.0	97.0
2023 March	40	1.1	100.0	13979	3.0	100.0
Totals	3484	100.0		465538	100.0	
Cores With On Hand	85			17340		

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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	5986.98	4330.99	1655.99	27.7
Counter Internal Sales	256.90	227.43	29.47	11.5
Counter Wholesale Sales	8102.53	7165.24	937.29	11.6
Total Counter Sales	14346.41	11723.66	2622.75	18.3
RO Customer Pay Sales	212799.39	147411.49	65387.90	30.7
RO Internal Pay Sales	19015.22	14286.74	4728.48	24.9
RO Warranty Sales	41058.14	21373.20	19684.94	47.9
RO Service Contract Sales	9484.56	5435.05	4049.51	42.7
Total RO Sales	282357.31	188506.48	93850.83	33.2
Total Sales	296703.72	200230.14	96473.58	32.5
Total Returns	-4839.00	-4839.00		
Total Net Sales	291864.72	195391.14	96473.58	33.1

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		123767.33	80121.43	43645.90	35.3
Sales Filled By NG					
Sales Filled By EP		121606.45	89134.47	32471.98	26.7
Sales Filled By SO		51329.94	30974.24	20355.70	39.7
Total Sales		296703.72	200230.14	96473.58	32.5
Returns To Inventory		-4739.00	-4739.00		
Returns Not To Inventory		-100.00	-100.00		
Total Returns		-4839.00	-4839.00		
Net Sales		291864.72	195391.14	96473.58	33.1
Filled From Shelf-Counter		85.7%	87.0%	79.7%	
Filled From Shelf-Service		39.5%	37.1%	44.3%	
Filled Same Day--Counter		97.4%	98.2%	94.1%	
Filled Same Day--Service		82.0%	83.7%	78.5%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
March	2023			25	82
November	2022	To February	2023	87	222
August	2022	To November	2022	81	172
May	2022	To August	2022	58	223
February	2022	To May	2022	50	163
November	2021	To February	2022	55	163
November	2021	and Older		407	2547

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	2548
Superceded Parts with On Hand	245
Active Parts with No Sales	1

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Inventory Adjustments

3/02/23 14:18:19

	#	Pieces	Value
From 12/01/22 to 12/31/22 All Manf, All Stocking Groups			
Manual Increases	11	1690	5964.89
Manual Decreases	34	-781	-9809.07
Net Manual Adjustments	45	909	-3844.18
Physical Inventory Increases	164	432	25813.10
Physical Inventory Decreases	506	-935	-89137.13
Net Physical Inventory Adjustments	670	-503	-63324.03
LIFO Increases	57	431	2866.95
LIFO Decreases	5	15	-392.25
Net LIFO Adjustments	62	446	2474.70

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CRESTMONT CADILLAC
Stock Order Analysis

3/02/23 14:18:34

From 12/01/22 to 12/31/22	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	242	780	20277.12	28464.01	
Stock Orders Received	372	3705	32076.98	60639.09	
Special Orders Placed	181	217	30973.61	31839.58	
Special Orders Received	174	208	27798.04	28625.10	
Parts Canceled	81	105	12378.44	13551.13	
Factory Returns	70	90	6585.06	6782.93	
Core Returns					
Parts On Order		251	41444.41	44487.13	
Parts On Backorder					
Parts Referred					
