

PD2007R
GEVAN545

WEST HILLS HONDA
Inventory Analysis Month End Mar 2023

4/17/23
11:49:41

All Manf, All OEM Cd, All SGrp	%	#	Pieces	Value
Active Parts: Stocked	13.2	665	691	33463
Active Parts: With Excess Stock	58.2	687	9585	148144
Active Parts: Understocked	.4	35	118	993
Active Parts: To Phase Out	13.2	539	556	33682
Total Active Parts	85.0	1926	10950	216282
Superceded With On Hand	.6	6	61	1507
Inactive With On Hand	14.4	263	537	36658
Total Inventory To Sell	100.0	2195	11548	254446
Cores on Hand		4	27	491
Negative On Hand		48	-58	-6938
Total of Inventory		2247	11517	247999
Parts on Open Repair Orders		79	131	6339
Value of Inventory		2326	11648	254338
Not on Factory Master		5069	5977	41113
Parts Without Cost		207	7	0

PD3022R
GEVAN545

WEST HILLS HONDA
Inventory Aging by Last Sold

4/17/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	73	4.8	4.8	15569	6.4	6.4
2022 April or Older	115	7.5	12.3	14771	6.0	12.4
2022 May	16	1.0	13.3	1429	.6	13.0
2022 June	26	1.7	15.0	2605	1.1	14.1
2022 July	32	2.1	17.1	5714	2.3	16.4
2022 August	48	3.1	20.3	8988	3.7	20.1
2022 September	44	2.9	23.1	3927	1.6	21.7
2022 October	45	2.9	26.1	4331	1.8	23.5
2022 November	69	4.5	30.6	8650	3.5	27.0
2022 December	68	4.4	35.0	5547	2.3	29.3
2023 January	95	6.2	41.2	10791	4.4	33.7
2023 February	125	8.2	49.4	14196	5.8	39.5
2023 March	328	21.4	70.8	42018	17.2	56.7
2023 April	446	29.2	100.0	105700	43.3	100.0
Totals	1530	100.0		244235	100.0	
Cores With On Hand	10			833		

All Manf, All OEM Cd, All SGrp	From	3/01/23	3/01/23	3/01/23	3/01/23
	To	3/31/23	3/31/23	3/31/23	3/31/23
		Sales	Cost	Gross	GP %
Counter Retail Sales		26046.14	13798.11	12248.03	47.0
Counter Internal Sales		5759.45	3180.43	2579.02	44.8
Counter Wholesale Sales		23978.26	18693.80	5284.46	22.0
Total Counter Sales		55783.85	35672.34	20111.51	36.1
RO Customer Pay Sales		231883.94	126869.88	105014.06	45.3
RO Internal Pay Sales		167221.37	84881.00	82340.37	49.2
RO Warranty Sales		42592.18	19979.03	22613.15	53.1
RO Service Contract Sales		34451.89	19852.37	14599.52	42.4
Total RO Sales		476149.38	251582.28	224567.10	47.2
Total Sales		531933.23	287254.62	244678.61	46.0
Total Returns		-14533.59	-9606.82	-4926.77	-33.9
Total Net Sales		517399.64	277647.80	239751.84	46.3

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	3/01/23	3/01/23	3/01/23	3/01/23
	To	3/31/23	3/31/23	3/31/23	3/31/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		385727.22	203863.02	181864.20	47.1
Sales Filled By NG		109792.97	65433.27	44359.70	40.4
Sales Filled By EP		36413.04	17958.33	18454.71	50.7
Sales Filled By SO					
Total Sales		531933.23	287254.62	244678.61	46.0
Returns To Inventory		-13240.49	-8962.03	-4278.46	-32.3
Returns Not To Inventory		-1293.10	-644.79	-648.31	-50.1
Total Returns		-14533.59	-9606.82	-4926.77	-33.9
Net Sales		517399.64	277647.80	239751.84	46.3
Filled From Shelf-Counter		97.4%	97.8%	96.6%	
Filled From Shelf-Service		92.7%	93.2%	92.1%	
Filled Same Day--Counter		100.0%	100.0%	100.0%	
Filled Same Day--Service		100.0%	100.0%	100.0%	

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All HN Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
April 2023	26	8
December 2022 To March 2023	96	10
September 2022 To December 2022	155	107
June 2022 To September 2022	194	29
March 2022 To June 2022	128	23
December 2021 To March 2022	80	26
December 2021 and Older	43	427
Inactive Parts to Phase-In	392	
Parts to Phase-Out	534	
Parts Excluded From Phase-In	290	
Non-Stocked Parts with On Hand	268	
Superceded Parts with On Hand	10	
Active Parts with No Sales	35	

From 3/01/23 to 3/31/23 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	108	1662	19805.66
Manual Decreases	72	-2284	-25470.46
Net Manual Adjustments	180	-622	-5664.80
Physical Inventory Increases	72	332	6324.04
Physical Inventory Decreases	63	-148	-3981.83
Net Physical Inventory Adjustments	135	184	2342.21
LIFO Increases	39	250	7000.42
LIFO Decreases	14	99	-6540.00
Net LIFO Adjustments	53	349	460.42

From	3/01/23 to	3/31/23	All Manf,	All OEM Cd,	All SGrp		
			#	Pieces	Cost	Value	
Stock Orders Placed			1652	4752	117766.33	71904.74	
Stock Orders Received			1032	14229	59104.30	186675.30	
Special Orders Placed							
Special Orders Received			823	2030	81998.82	96041.16	
Parts Canceled			113	390	4688.51	4984.89	
Factory Returns			14	29	2824.53	4594.65	
Core Returns			15	.74	678.00	1681.00	
Parts On Order				79	10227.11	11424.21	
Parts On Backorder				129	14311.56	16096.94	
Parts Referred				1	48.79	48.79	

	Value
(1)Idle Parts Total	11819.03
(2)Current Parts Total	123656.05
(3)Total Parts	135475.08
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.72%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	8424
(2)Total Other	204
(3)Total Quantity Sold	8628
Off the Shelf Fill Rate (1)/(3)	97.6%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	162994.00
(3) Annualized Stock Orders	1919091.36
(4) Inventory Value	135750.08
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	14.14

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	30	4649.96	36-	4703.98-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	856	125717.76	933	128083.32

Parts Without Cost

	Part Numbers
Total Parts Without Cost	204

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	10	2016.31	13	105.10