

Lewis & Clark Ford Lincoln

Inventory Analysis for Subsource Totals/Details -

% OF	Total	Part	Total	Total	% OF
	Cost	No's	Cost	Cost	Total
38.7%	52,470.85	494	\$	52,470.85	
					From 0 To 3 Months
9.2%	12,525.97	204	\$	12,525.97	
					From 4 To 6 Months
9.9%	13,377.09	192	\$	13,377.09	
					From 7 To 9 Months
9.9%	13,490.10	176	\$	13,490.10	
					From 10 To 12 Months
13.4%	18,235.74	238	\$	18,235.74	
					From 13 To 18 Months
7.3%	9,841.38	180	\$	9,841.38	
					From 19 To 24 Months
11.6%	15,673.27	257	\$	15,673.27	
					Greater Than 24 Months
	135,614.40	1741	\$	135,614.40	Total Of Inventory Including Cores
32.3%	43,750.39		\$	43,750.39	Total Of Parts Over 365 Days
					Total Of Acces & Other Over 365 Days

Lewis & Clark Ford Lincoln

Parts Sales Summary - Source 1

Counter Parts Sales		Retail		Wholesale	
Total Parts	37	4			
Sales	\$ 2,830.71	\$ 1,441.09			
Cost	\$ 1,740.02	\$ 1,125.86			
Gross Profit	\$ 1,090.69	\$ 315.23			
Profitability	38.53%	21.87%			
Service Parts Sales		Customer		Warranty	
Total Parts	1722	464	462		
Sales	\$ 43,102.18	\$ 18,580.73	\$ 17,643.34		
Cost	\$ 23,472.34	\$ 9,536.81	\$ 9,829.88		
Gross Profit	\$ 19,629.84	\$ 9,043.92	\$ 7,813.46		
Profitability	45.54%	48.67%	44.29%		
Body Shop Parts Sales		Customer		Warranty	
Total Parts	0	0	0		
Sales	\$.00	\$.00	\$.00		
Cost	\$.00	\$.00	\$.00		
Gross Profit	\$.00	\$.00	\$.00		
Profitability	.00%	.00%	.00%		
Total Parts		Internal		Internal	
Sales	83,598.05				
Cost	45,704.91				
Gross Profit	37,893.14				
Profitability	45.33%				

Parts Sales Summary - Source 1

(05/31/2023 17:54:13)

Lewis & Clark Ford Lincoln

Parts Sales Summary - All Sources

Category	Sub-Category	Total Parts	Sales	Cost	Gross Profit	Profitability
Counter Parts Sales	Retail	37	\$ 2,830.71	\$ 1,740.02	\$ 1,090.69	38.53%
	Wholesale	4	1,441.09	1,125.86	315.23	21.87%
Service Parts Sales	Customer	1732	\$ 43,557.18	\$ 23,775.54	\$ 19,781.64	45.42%
	Warranty	468	18,838.73	9,630.21	9,208.52	48.88%
	Internal	462	17,643.34	9,829.88	7,813.46	44.29%
Body Shop Parts Sales	Customer	0	\$.00	\$.00	\$.00	.00%
	Warranty	0	.00	.00	.00	.00%
	Internal	0	.00	.00	.00	.00%
Total Parts		2703	84,311.05	46,101.51	38,209.54	45.32%

Lewis & Clark Ford Lincoln

05/31/2023

Inventory Analysis - Source 1

Scan Date: 05/31/23

Part No's Pcs Total Cost % OF Total

From 0 Thru 3 Months	436	4365	48,298.42	35.9%
From 4 Thru 6 Months	168	577	12,690.20	9.4%
From 7 Thru 9 Months	211	729	13,892.99	10.3%
From 10 Thru 12 Months	205	720	18,850.88	14.0%
From 13 Thru 18 Months	226	914	16,304.78	12.1%
From 19 Thru 24 Months	193	553	9,559.05	7.1%
Greater Than 24 Months	238	458	14,961.53	11.1%
Total OF Parts Over 365 Days	653	1921	40,825.36	30.3%
OF Ac/Of Over 365 Days	0	0	.00	.0%
Total OF Parts and Cores	1677	8316	134,557.85	100.0%
OF Accessories/Other	0	0	.00	.0%
OF Cores (MEMO Line Only)	21	26	2,232.00	1.7%
Total OF Inventory Including Cores	1677	8316	134,557.85	100.0%

Total OF Lost Sales (Non-Stk)	0	0	.00	.0%
OF Lost Sales (Stock)	0	0	.00	.0%
Total OF Lost Sales (Non-Stk Value)	0	0	.00	.0%
OF Lost Sales (Stock Value)	0	0	.00	.0%
Total OF Returnable Items	1380	4645	77,297.36	57.4%
OF Last-Time Returnable	7	7	246.65	.2%
OF Non-Returnable Items	269	3638	57,013.84	42.4%

Parts With Negative On-Hand	220	342	29,677.24	22.1%
Normal Stocking with 0 On-Hand	383	0	.00	.0%
Part Numbers Added W/O Stock	49	0	.00	.0%
Part Numbers Added With Stock	31	39	3,240.89	2.4%
Part Numbers Deleted	1	0	.00	.0%

Manual Adjustments Up (+)	1	1	872.00	
Manual Adjustments Down (-)	1	1	564.00	

Total Normal Stocking Part Numbers	825		38,227.82	19,594.67
OF On-Hand Stock At Current Cost			4567	
OF On-Hand Pieces			1956	
Current Month Unit Sales			25577	
OF 12-Month Unit Sales			560.0%	
Percent OF On-Hand To Unit Sales				

Total Special Order & Other Non-Stocking	1214		94,098.03	37,143.17
OF On-Hand Stock At Current Cost			3723	
OF On-Hand Pieces			229	
Current Month Unit Sales			3427	
OF 12-Month Unit Sales			92.0%	
Percent OF On-Hand To Unit Sales				

