

WANNING CHEVROLET CHEVROLET
Month-End Management Report

UGL654
on 7/01/23 to 7/31/23
nufacturer GENERAL MOTORS

Value

Idle Parts Total 21917.19
Current Parts Total 214065.54
Total Parts 235982.73

9.29%

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Quantity
Total Off the Shelf 2259
Total Other 22
Total Quantity Sold 2281
99.0%

Value
Annualization Ratio (365/ 31) = 11.774
Total Stock Orders 111408.00
Annualized Stock Orders 1311717.79
Inventory Value 235857.73
True Turn (3)/(4) 5.56

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Part Numbers
4 342.81 4- 342.81-

Part Numbers
68 3578.54 92 4823.86

Part Numbers
257

Part Numbers
7 734.55 6 215.35

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All Manf, All OEM Cd, All SGrp
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| | % | # | Pieces | Value |
|---------------------------------|-------|-------|--------|-----------|
| Active Parts: Stocked | 39.2 | 5257 | 1139 | 100319.11 |
| Active Parts: With Excess Stock | 36.5 | 699 | 8258 | 93471.16 |
| Active Parts: Understocked | 2.9 | 513 | 168 | 7467.38 |
| Active Parts: To Phase Out | 1.4 | 1947 | 57 | 3575.14 |
| Total Active Parts | 80.1 | 8416 | 9622 | 204832.79 |
| Superceded With On Hand | .4 | 15 | 30 | 1064.69 |
| Inactive With On Hand | 19.5 | 493 | 1832 | 49856.45 |
| Total Inventory To Sell | 100.0 | 8924 | 11484 | 255753.93 |
| Cores on Hand | | 54 | 56 | 23562.00 |
| Negative On Hand | | 6 | 30 | 430.55 |
| Total of Inventory | | 8984 | 11510 | 278885.38 |
| Parts on Open Repair Orders | | 1114 | 2619 | 106054.15 |
| Value of Inventory | | 10098 | 14129 | 384939.53 |
| Not on Factory Master | | 52008 | 974 | 20661.40 |
| Parts Without Cost | | 312 | 0 | .00 |

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| All Manf, All OEM Cd, All SGrp, All Parts | | | | | | |
|-------------------------------------------|-------|-------|-------|--------|-------|-------|
| | Parts | % | Acum% | Value | % | Acum% |
| Never Sold | 60 | 2.8 | 2.8 | 8994 | 3.5 | 3.5 |
| 2022 July or Older | 232 | 10.7 | 13.4 | 22162 | 8.7 | 12.2 |
| 2022 August | 56 | 2.6 | 16.0 | 3809 | 1.5 | 13.7 |
| 2022 September | 61 | 2.8 | 18.8 | 5711 | 2.2 | 15.9 |
| 2022 October | 43 | 2.0 | 20.8 | 7000 | 2.7 | 18.7 |
| 2022 November | 90 | 4.1 | 24.9 | 6074 | 2.4 | 21.1 |
| 2022 December | 63 | 2.9 | 27.8 | 6241 | 2.4 | 23.5 |
| 2023 January | 96 | 4.4 | 32.2 | 8382 | 3.3 | 26.8 |
| 2023 February | 131 | 6.0 | 38.2 | 10560 | 4.1 | 30.9 |
| 2023 March | 133 | 6.1 | 44.3 | 12452 | 4.9 | 35.8 |
| 2023 April | 148 | 6.8 | 51.1 | 29140 | 11.4 | 47.2 |
| 2023 May | 235 | 10.8 | 61.9 | 19458 | 7.6 | 54.8 |
| 2023 June | 330 | 15.2 | 77.0 | 40841 | 16.0 | 70.8 |
| 2023 July | 500 | 23.0 | 100.0 | 74463 | 29.2 | 100.0 |
| Totals | 2178 | 100.0 | | 255286 | 100.0 | |
| Cores With On Hand | 55 | | | 23687 | | |

PD3041R
TKUGL654

WAREING SHERIDAN CHEVROLET
Inventory Adjustments

7/31/23 8:54:19

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From 7/01/23 to 7/31/23 All Manf, All Stocking Groups
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Pieces Value
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Manual Increases
Manual Decreases 3 -3 -233.78
Net Manual Adjustments 3 -3 -233.78

Physical Inventory Increases
Physical Inventory Decreases
Net Physical Inventory Adjustments

LIFO Increases 40 186 372.46
LIFO Decreases 6 117 -27.52
Net LIFO Adjustments 46 303 344.94

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All Manf, All Stocking Groups
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| Changes to Status: | | | | Phase-In | Phase-Out |
|--------------------------------|-------------------|------|--|----------|-----------|
| July | 2023 | | | 12 | 822 |
| March | 2023 To June | 2023 | | 48 | 2057 |
| December | 2022 To March | 2023 | | 123 | 72602 |
| September | 2022 To December | 2022 | | | |
| June | 2022 To September | 2022 | | | |
| March | 2022 To June | 2022 | | | |
| March | 2022 and Older | | | | |
| Inactive Parts to Phase-In | | | | 3 | |
| Parts to Phase-Out | | | | 1947 | |
| Parts Excluded From Phase-In | | | | | |
| Non-Stocked Parts with On Hand | | | | 492 | |
| Superceded Parts with On Hand | | | | 15 | |
| Active Parts with No Sales | | | | 533 | |

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| All Manf, All Stocking Groups, All Parts, All Sales Types | | | | | |
|-----------------------------------------------------------|------|-----------|-----------|----------|---------|
| | From | 7/01/23 | 7/01/23 | 7/01/23 | 7/01/23 |
| | To | 7/31/23 | 7/31/23 | 7/31/23 | 7/31/23 |
| | | Sales | Cost | Gross | GP % |
| Sales Filled From Shelf | | 121210.05 | 84158.69 | 37051.36 | 30.6 |
| Sales Filled By NG | | | | | |
| Sales Filled By EP | | 83308.26 | 60267.98 | 23040.28 | 27.7 |
| Sales Filled By SO | | 69709.84 | 45602.33 | 24107.51 | 34.6 |
| Total Sales | | 274228.15 | 190029.00 | 84199.15 | 30.7 |
| Returns To Inventory | | -15289.11 | -14691.08 | -598.03 | -3.9 |
| Returns Not To Inventory | | -125.00 | -125.00 | | |
| Total Returns | | -15414.11 | -14816.08 | -598.03 | -3.9 |
| Net Sales | | 258814.04 | 175212.92 | 83601.12 | 32.3 |
| Filled From Shelf-Counter | | 30.6% | 31.2% | 28.6% | |
| Filled From Shelf-Service | | 48.3% | 48.8% | 47.3% | |
| Filled Same Day--Counter | | 69.6% | 69.0% | 71.6% | |
| Filled Same Day--Service | | 76.1% | 78.4% | 71.3% | |

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All Manf, All OEM Cd, All SGrp

| | From | 7/01/23 | 7/01/23 | 7/01/23 | 7/01/23 |
|---------------------------|------|-----------|-----------|----------|---------|
| | To | 7/31/23 | 7/31/23 | 7/31/23 | 7/31/23 |
| | | Sales | Cost | Gross | GP % |
| Counter Retail Sales | | 24628.91 | 17401.56 | 7227.35 | 29.3 |
| Counter Internal Sales | | 5938.52 | 4546.03 | 1392.49 | 23.4 |
| Counter Wholesale Sales | | 32642.98 | 26521.92 | 6121.06 | 18.8 |
| Total Counter Sales | | 63210.41 | 48469.51 | 14740.90 | 23.3 |
| RO Customer Pay Sales | | 162941.66 | 104409.07 | 58532.59 | 35.9 |
| RO Internal Pay Sales | | 10422.44 | 6785.15 | 3637.29 | 34.9 |
| RO Warranty Sales | | 37653.64 | 30365.27 | 7288.37 | 19.4 |
| RO Service Contract Sales | | | | | |
| Total RO Sales | | 211017.74 | 141559.49 | 69458.25 | 32.9 |
| Total Sales | | 274228.15 | 190029.00 | 84199.15 | 30.7 |
| Total Returns | | -15414.11 | -14816.08 | -598.03 | -3.9 |
| Total Net Sales | | 258814.04 | 175212.92 | 83601.12 | 32.3 |

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Stock Order Criteria

Default

Daily Demand: **70** percent of recent **30** days demand
30 percent of previous **365** days demand

Days Supply: Based on demand of **365** days

| | <u>Demand</u> | <u>Days Supply</u> | <u>Reorder Point</u> |
|--------|---------------|--------------------|----------------------|
| 0 To | 3 | 35 | 25 |
| 4 To | 12 | 25 | 20 |
| 13 To | 35 | 20 | 15 |
| 36 To | 100 | 15 | 11 |
| 101 To | 500 | 11 | 8 |
| 501 To | 99999 | 8 | 6 |
| | | | |
| | | | |
| | | | |
| | | | |

Do not order if less than **5** days in inventory