

ANALYSIS FOR MONTH ENDING 07/31/2023 VENDOR = Kia

	No. of Parts	%	VALUE	%	ON-HAND Piece Count	R E C E I P T S				
						STOCKS		SPECIALS		
						PT Ct.	Pc. Ct.	Value	PT Ct.	Pc. Ct.
INVENTORY										
ACTIVE PARTS	367	5.8	51429.48	25.5	6489					
AUTO PHASE-OUT PARTS	3434	53.9	66224.76	32.8	1248					
DEALER PHASE-OUT PARTS	0		0.00		0					
MANUAL ORDER PARTS	2		90.48		8					
NON-STOCK PARTS	2568	40.3	84204.74	41.7	5710					
TOTAL INVENTORY	6371	100.0	201949.46	100.0	13455					
CLEAN CORES VALUE	179		12200.00		22					
INVENTORY WITH CLEAN CORES	0		214149.46		0					

INVENTORY BY GL										
P&A INVENTORY-KIA	6371	100.0	214149.46	100.0	13455	COI GL: 2410				

SALES (AT COST)										
ACTIVE PARTS	194	35.9	41461.76	34.1	2966					
AUTO PHASE-OUT PARTS	87	16.1	24580.93	20.2	132					
DEALER PHASE-OUT PARTS	0		0.00		0					
MANUAL ORDER PARTS	2	.4	298.99	.2	29					
NON-STOCK PARTS	257	47.6	55132.93	45.4	3585					
TOTAL SALES (AT COST)	540	100.0	121474.61	100.0	6712					
TOTAL LOST SALES	0		0.00		0					
TOTAL EMERGENCY PURCHASES	0		0.00		0					
LEVEL OF SERVICE		100.0		100.0						

INVENTORY BY SOURCE											
SRC 100 KIA MOTORS AMERICA	6092	95.6	156633.37	77.6	7979	462	2172	28249.37	370	443	72767.95
SRC 105 BULK OIL	4	.1	15626.55	7.7	4621	2	3608	12002.28	0	0	0.00
SRC 106 EV PARTS	6	.1	659.44	.3	12	1	1	25.44	0	0	0.00
SRC 107 KIA CHEMICALS	7	.1	3255.60	1.6	241	2	24	482.40	0	0	0.00
SRC 108 KIA BATTERIES	11	.2	3098.95	1.5	21	4	9	1421.55	0	0	0.00
SRC 109 KIA TIRE SOURCE	158	2.5	18602.00	9.2	118	76	156	24329.11	0	0	0.00
SRC 120 OBSOLESCENCE PARTS	84	1.3	592.20	.3	209	2	2	48.38	2	2	48.38
SRC 900 NON-KIA (AFTERMAR	8	.1	3481.35	1.7	254	1	36	396.00	0	0	0.00
SRC 999 DISPOSAL FEE	1		0.00		0	0	0	0.00	0	0	0.00

SALES (AT COST) BY SOURCE										
SRC 100 KIA MOTORS AMERICA	479	88.1	116139.60	74.8	3397					
SRC 105 BULK OIL	2	.4	9580.78	6.2	2904					
SRC 106 EV PARTS	3	.6	655.84	.4	3					
SRC 107 KIA CHEMICALS	3	.6	408.45	.3	33					
SRC 108 KIA BATTERIES	7	1.3	2190.25	1.4	15					
SRC 109 KIA TIRE SOURCE	38	7.0	24045.55	15.5	148					
SRC 120 OBSOLESCENCE PARTS	4	.7	526.68	.3	4					
SRC 900 NON-KIA (AFTERMAR	7	1.3	1776.80	1.1	105					
SRC 999 DISPOSAL FEE	1	.2	0.00		99					

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SALES MOVEMENT

Month End Tot	846	13.3	82363.02	40.8	11024
NO-SALE 1 TO 3 MONTHS	1631	25.6	51715.58	25.6	1096
NO-SALE 4 TO 6 MONTHS	1275	20.0	24976.82	12.4	359
NO-SALE 7 TO 9 MONTHS	1271	19.9	15905.67	7.9	372
NO-SALE 10 TO 12 MONTHS	1168	18.3	14841.30	7.3	190
NO-SALE 13 TO 15 MONTHS	65	1.0	7050.92	3.5	74
NO-SALE OVER 15 MONTHS	115	1.8	5096.15	2.5	340

STATUS CHANGES & PARTS DROPPED

PARTS PHASED IN	10		2992.03		9
PARTS PHASED OUT	328		3727.38		60
PARTS DROPPED	374		0.00		0

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DataPoint	Description	
	Number of Parts on ROs	6321
	Number of Parts Filled OSF	6026
DP1	RO Off the Shelf Fill %	95.33 %
DP2	Total Idle Capital %	8.34 %
DP3	Negative On Hand	37.29
DP4	Parts with no Bin	.00
DP5	Parts with no Cost	2
DP6	Monthly Closing Inventory Value	201949.46
DP7	Lost Sales	.00
DP8	True Turns $((R-S)*12/Y)*(V/100)$	3.4304

DSP Totals

Line	Description	
A	Number of Stocking Parts on ROs	2884
B	Number of Stocking Parts Filled OSF	2701
C	RO Off the Shelf Fill % (B/A)*100	93.65 %
D	Value of Stocking Parts with MNS 6-11	850.00
E	Value of Stocking Parts with MNS 12+	.00
F	Value of Non-Stock Parts with MNS 3-5	29793.03
G	Value of Non-Stock Parts with MNS 6-8	16182.37
H	Value of Non-Stock Parts with MNS 9-11	14051.78
I	Value of Non-Stock Parts with MNS 12+	16844.77
J	Total Idle Capital $((E+I)/Y)*100$	8.34 %
K	Number of Parts with Negative O.H.	1
L	Value of Parts with Negative O.H.	37.29
M	Number of Parts with No Bin	
N	Value of Parts with No Bin	.00
O	Number of Parts with No Cost	2

Month to Date Totals (Current through

P	Number of Parts/Trans with Lost Sales	
Q	Value of Lost Sales	.00

Monthly Totals for (Month) Closed on

R	Monthly Cost of Sales	121474.61
S	Monthly Returns From Customers	949.91
	Monthly Cycle Returns to Vendor	2948.91
	Decreasing Manual Onhand Adjustments	630.32
	Increasing Manual Onhand Adjustments	1089.97
	Physical Inventory Adjustments (Net)	.00
T	Monthly Stock Order Receipts	66954.53
U	Monthly Receipts	139770.86
V	Stock Order Utilization (T/U)*100	47.90 %
W	Month Close Inventory - Stock Parts	51429.48
X	Month Close Inventory- Non-Stock Parts	150519.98
Y	Month Close Inventory - All Parts	201949.46
	I/O Part Sales	10977.60
	I/O Part Returns and Deletes	-154.50

ANALYSIS FOR MONTH ENDING 07/31/2023

SALES BY TYPE	SALES	COST	W-COMP	PROFIT
1 RETAIL	2734.14	1953.13	0.00	781.01
2 WHSALE 25A	1487.33	1170.80	0.00	316.53
3 WHSALE 20A	12622.47	9461.86	0.00	3160.61
4 INTERNAL	3968.85	3313.49	0.00	655.36
5 EMPLOYEE	736.78	667.92	0.00	68.86
6 LIST	2729.17	1817.20	0.00	911.97
7	0.00	0.00	0.00	0.00
8	0.00	0.00	0.00	0.00
TOTAL	24278.74	18384.40	0.00	5894.34
9 RO RETAIL	54159.62	38742.81	0.00	15416.81
10 RO WARRANTY	71136.83	40030.97	0.00	31105.86
11 RO INTERNAL	21494.30	14728.31	0.00	6765.99
12 RO SERV CONT	7061.62	5396.92	0.00	1664.70
13 RO EMPLOYEE	366.77	315.00	0.00	51.77
14 RO LIST	10970.70	6703.94	0.00	4266.76
15	0.00	0.00	0.00	0.00
TOTAL	165189.84	105917.95	0.00	59271.89