PD3011R ALEXANDER BUICK GMC OF SIMI VA 8/22/23 11:12:27
LSCOT9757 Inventory Analysis

All Manf. All OEM Cd. All SGrp

| | % | # | Pieces | Value |
|---|---|---|---|---|
| Active Parts: Stocked | 4.4 | 218 | 196 | 8717.00 |
| Active Parts: With Excess Stock | 42.1 | 563 | 12267 | 82570.89 |
| Active Parts: Understocked | .9 | 97 | 57 | 1804.11 |
| Active Parts: To Phase Out | .0 | 0 | 0 | .00 |
| Total Active Parts | 47.5 | 878 | 12520 | 93092.00 |
| Superceded With On Hand | 5.5 | 73 | 194 | 10801.41 |
| Inactive With On Hand | 47.0 | 979 | 2476 | 92182.97 |
| Total Inventory To Sell | 100.0 | 1930 | 15190 | 196076.38 |
| Cores on Hand | | 11 | 11 | 8339.50 |
| Negative On Hand | | 1 | 2 | 78.40 |
| Total of Inventory | | 1942 | 15199 | 204337.48 |
| Parts on Open Repair Orders | | 185 | 419 | 19319.45 |
| Value of Inventory | | 2127 | 15618 | 223656.93 |
| Not on Factory Master | | 1602 | 476 | 11620.39 |
| Parts Without Cost | | 78 | 0 | .00 |

PD3022R ALEXANDER BUICK GMC OF SIMI VA 8/22/23
LSCOT9757 Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts

| | Parts | % | Acum% | Value | % | Acum% |
|---|---|---|---|---|---|---|
| Never Sold | 270 | 15.3 | 15.3 | 38165 | 19.8 | 19.8 |
| 2022 August or Older | 460 | 26.0 | 41.3 | 35129 | 18.2 | 38.0 |
| 2022 September | 30 | 1.7 | 43.0 | 1312 | .7 | 38.7 |
| 2022 October | 70 | 4.0 | 46.9 | 6421 | 3.3 | 42.0 |
| 2022 November | 66 | 3.7 | 50.7 | 7528 | 3.9 | 45.9 |
| 2022 December | 46 | 2.6 | 53.3 | 5444 | 2.8 | 48.7 |
| 2023 January | 39 | 2.2 | 55.5 | 3783 | 2.0 | 50.7 |
| 2023 February | 48 | 2.7 | 58.2 | 3418 | 1.8 | 52.5 |
| 2023 March | 108 | 6.1 | 64.3 | 6320 | 3.3 | 55.7 |
| 2023 April | 52 | 2.9 | 67.3 | 3843 | 2.0 | 57.7 |
| 2023 May | 84 | 4.8 | 72.0 | 5258 | 2.7 | 60.5 |
| 2023 June | 109 | 6.2 | 78.2 | 8603 | 4.5 | 64.9 |
| 2023 July | 142 | 8.0 | 86.2 | 9480 | 4.9 | 69.8 |
| 2023 August | 244 | 13.8 | 100.0 | 58213 | 30.2 | 100.0 |
| Totals | 1768 | 100.0 | | 192917 | 100.0 | |
| Cores With On Hand | 15 | | | 8450 | | |

PD3052R ALEXANDER BUICK GMC OF SIMI VA 8/22/23 11:18:57
LSCOT9757 Sales Analysis

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 | 19257.37 | 14739.81 | 4517.56 | 23.5 |
| Counter Internal Sales | | | | |
| Counter Wholesale Sales | 14750.67 | 11463.71 | 3286.96 | 22.3 |
| Total Counter Sales | 34008.04 | 26203.52 | 7804.52 | 22.9 |
| RO Customer Pay Sales | 31621.81 | 17622.79 | 13999.02 | 44.3 |
| RO Internal Pay Sales | 14097.28 | 9186.07 | 4911.21 | 34.8 |
| RO Warranty Sales | 27416.10 | 17472.38 | 9943.72 | 36.3 |
| RO Service Contract Sales | 1609.78 | 1063.03 | 546.75 | 34.0 |
| Total RO Sales | 74744.97 | 45344.27 | 29400.70 | 39.3 |
| Total Sales | 108753.01 | 71547.79 | 37205.22 | 34.2 |
| Total Returns | -8770.12 | -8000.76 | -769.36 | -8.8 |
| Total Net Sales | 99982.89 | 63547.03 | 36435.86 | 36.4 |

PD3062R ALEXANDER BUICK GMC OF SIMI VA 8/22/23 11:18:04
LSCOT9757 Sales Source Analysis

All Manf, All Stocking Groups, All Parts, All Sales Types

| From<br>To | 7/01/23<br>7/31/23<br>Sales | 7/01/23<br>7/31/23<br>Cost | 7/01/23<br>7/31/23<br>Gross | 7/01/23<br>7/31/23<br>GP % |
|---|---|---|---|---|
| Sales Filled From Shelf | 53732.81 | 36604.22 | 17128.59 | 31.9 |
| Sales Filled By NG | 2009.75 | 1198.39 | 811.36 | 40.4 |
| Sales Filled By EP | 30401.54 | 20069.05 | 10332.49 | 34.0 |
| Sales Filled By SO | 22608.91 | 13676.13 | 8932.78 | 39.5 |
| Total Sales | 108753.01 | 71547.79 | 37205.22 | 34.2 |
| Returns To Inventory | -7627.37 | -7171.45 | -455.92 | -6.0 |
| Returns Not To Inventory | -1142.75 | -829.31 | -313.44 | -27.4 |
| Total Returns | -8770.12 | -8000.76 | -769.36 | -8.8 |
| Net Sales | 99982.89 | 63547.03 | 36435.86 | 36.4 |
| Filled From Shelf-Counter | 45.9% | 48.8% | 35.9% | |
| Filled From Shelf-Service | 53.7% | 55.1% | 51.5% | |
| Filled Same Day--Counter | 70.7% | 72.7% | 63.8% | |
| Filled Same Day--Service | 83.1% | 85.6% | 79.2% | |

All Manf. All Stocking Groups

| Changes to Status: | | | Phase-In | Phase-Out |
|---|---|---|---|---|
| August | 2023 | | 23 | 51 |
| April | 2023 To July | 2023 | 68 | 144 |
| January | 2023 To April | 2023 | 64 | 103 |
| October | 2022 To January | 2023 | 48 | 79 |
| July | 2022 To October | 2022 | 34 | 95 |
| April | 2022 To July | 2022 | 39 | 82 |
| April | 2022 and Older | | 411 | 2465 |

| | |
|---|---|
| Inactive Parts to Phase-In | |
| Parts to Phase-Out | |
| Parts Excluded From Phase-In | |
| Non-Stocked Parts with On Hand | 979 |
| Superceded Parts with On Hand | 73 |
| Active Parts with No Sales | |

PD3041R ALEXANDER BUICK GMC OF SIMI VA 8/22/23 11:14:30
LSCOT9757 Inventory Adjustments

From 7/01/23 to 7/31/23 All Manf. All Stocking Groups

| | # | Pieces | Value |
|---|---|---|---|
| Manual Increases | 51 | 201 | 4100.65 |
| Manual Decreases | 42 | -2780 | -10303.97 |
| Net Manual Adjustments | 93 | -2579 | -6203.32 |
| | | | |
| Physical Inventory Increases | 60 | 145 | 1803.46 |
| Physical Inventory Decreases | 25 | -83 | -847.89 |
| Net Physical Inventory Adjustments | 85 | 62 | 955.57 |
| | | | |
| LIFO Increases | 26 | 67 | 270.59 |
| LIFO Decreases | 2 | 8 | -10.92 |
| Net LIFO Adjustments | 28 | 75 | 259.67 |

PD3071R ALEXANDER BUICK GMC OF SIMI VA 8/22/23 11:19:39
LSCOT9757 Stock Order Analysis

From 7/01/23 to 7/31/23 All Manf, All OEM Cd, All SGrp

| | # | Pieces | Cost | Value |
|---|---|---|---|---|
| Stock Orders Placed | 189 | 563 | 6339.16 | 9468.84 |
| Stock Orders Received | 256 | 2537 | 12017.83 | 30319.64 |
| Special Orders Placed | 173 | 302 | 14173.64 | 14907.39 |
| Special Orders Received | 148 | 257 | 14800.13 | 15375.65 |
| Parts Canceled | 4 | 8 | 884.05 | 1025.29 |
| Factory Returns | 50 | 89 | 3124.94 | 4110.11 |
| Core Returns | 13 | 17 | 1148.50 | 1335.25 |
| Parts On Order | | 190 | 6085.61 | 7881.74 |
| Parts On Backorder | | | | |
| Parts Referred | | | | |

| | Value |
|---|---|
| (1)Idle Parts Total | 58400.77 |
| (2)Current Parts Total | 130085.49 |
| (3)Total Parts | 188486.26 |

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

Idle Capital Percentage (1)/(3) 30.98%

Off the Shelf Fill Rate

| | Quantity |
|---|---|
| (1)Total Off the Shelf | 3350 |
| (2)Total Other | 53 |
| (3)Total Quantity Sold | 3403 |
| Off the Shelf Fill Rate (1)/(3) | 98.4% |

True Turn

| | Value |
|---|---|
| (1) Annualization Ratio (365/ 31) = | 11.774 |
| (2) Total Stock Orders | 44383.00 |
| (3) Annualized Stock Orders | 522565.44 |
| (4) Inventory Value | 188376.01 |
| (5) True Turn (3)/(4) | 2.77 |

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

Parts with Negative on Hand

| | Part Numbers | Cost | Qty | Extended |
|---|---|---|---|---|
| Total of Negative on Hand | 1 | 39.20 | 2- | 78.40- |

Lost Sales

| | Part Numbers | Cost | Qty | Extended |
|---|---|---|---|---|
| Total Lost Sales | 0 | .00 | 0 | .00 |

Parts Without Cost

| | Part Numbers |
|---|---|
| Total Parts Without Cost | 36 |

Parts With No Bin Location

| | Part Numbers | Cost | Qty | Extended |
|---|---|---|---|---|
| Total Parts with No Bin Location | 0 | .00 | 0 | .00 |