

PD2007R
GRAV7504

COMMERCE CHEVROLET BUICK
Inventory Analysis Month End Sep 2023

10/04/23
11:28:40

=====
All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	2.6	871	66	8834
Active Parts: With Excess Stock	12.8	610	2826	43577
Active Parts: Understocked	.1	61	13	469
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	15.6	1542	2905	52880
Superseded With On Hand	14.6	433	1564	49612
Inactive With On Hand	69.8	2815	6110	237299
Total Inventory To Sell	100.0	4790	10579	339791
Stores on Hand		242	367	126553
Negative On Hand		2	-2	-259
Total of Inventory		5034	10944	466084
Parts on Open Repair Orders		351	584	47992
Value of Inventory		5385	11528	514076
Lot on Factory Master		13869	183	4262
Parts Without Cost		175	1	0

All Manf, All OEM Cd, All SGrp, All Parts						
	Parts	%	Acum%	Value	%	Acum%
Never Sold	1256	32.3	32.3	128163	37.4	37.4
2022 October or Older	1685	43.3	75.6	125909	36.8	74.2
2022 November	55	1.4	77.0	3860	1.1	75.3
2022 December	62	1.6	78.6	3499	1.0	76.3
2023 January	71	1.8	80.5	4666	1.4	77.7
2023 February	64	1.6	82.1	4626	1.4	79.0
2023 March	87	2.2	84.3	6320	1.8	80.9
2023 April	42	1.1	85.4	3289	1.0	81.8
2023 May	89	2.3	87.7	12418	3.6	85.5
2023 June	130	3.3	91.1	7390	2.2	87.6
2023 July	95	2.4	93.5	5428	1.6	89.2
2023 August	113	2.9	96.4	17511	5.1	94.3
2023 September	108	2.8	99.2	10268	3.0	97.3
2023 October	32	.8	100.0	9214	2.7	100.0
Totals	3889	100.0		342562	100.0	
Cores With On Hand	242			127553		

All Manf, All OEM Cd, All SGrp

	From	9/01/23	9/01/23	9/01/23	9/01/23
	To	9/30/23	9/30/23	9/30/23	9/30/23
		Sales	Cost	Gross	GP %
Counter Retail Sales		15897.34	13815.97	2081.37	13.1
Counter Internal Sales		1786.11	1460.00	326.11	18.3
Counter Wholesale Sales		14.00	11.46	2.54	18.1
Total Counter Sales		17697.45	15287.43	2410.02	13.6
RO Customer Pay Sales		44091.24	31242.08	12849.16	29.1
RO Internal Pay Sales		17233.33	13715.80	3517.53	20.4
RO Warranty Sales		12266.88	9525.73	2741.15	22.3
RO Service Contract Sales					
Total RO Sales		73591.45	54483.61	19107.84	26.0
Total Sales		91288.90	69771.04	21517.86	23.6
Total Returns		-5407.11	-5200.19	-206.92	-3.8
Total Net Sales		85881.79	64570.85	21310.94	24.8

All Manf, All Stocking Groups, All Parts, All Sale Types					
	From	9/01/23	9/01/23	9/01/23	9/01/23
	To	9/30/23	9/30/23	9/30/23	9/30/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		21691.73	16041.03	5650.70	26.1
Sales Filled By NG					
Sales Filled By EP		69597.17	53730.01	15867.16	22.8
Sales Filled By SO					
Total Sales		91288.90	69771.04	21517.86	23.6
Returns To Inventory		-4577.94	-4479.77	-98.17	-2.1
Returns Not To Inventory		-829.17	-720.42	-108.75	-13.1
Total Returns		-5407.11	-5200.19	-206.92	-3.8
Net Sales		85881.79	64570.85	21310.94	24.8
Filled From Shelf-Counter		27.7%	27.3%	29.9%	
Filled From Shelf-Service		22.8%	21.8%	25.8%	
Filled Same Day--Counter		100.0%	100.0%	100.0%	
Filled Same Day--Service		100.0%	100.0%	100.0%	

=====
All Manf, All Stocking Groups
=====

Changes to Status:	Phase-In	Phase-Out
October 2023	11	61
June 2023 To September 2023	33	187
March 2023 To June 2023	36	114
December 2022 To March 2023	48	135
September 2022 To December 2022	46	138
June 2022 To September 2022	37	120
June 2022 and Older	246	5413

Inactive Parts to Phase-In

Parts to Phase-Out

Parts Excluded From Phase-In 6469

Non-Stocked Parts with On Hand 2887

Superceded Parts with On Hand 439

Active Parts with No Sales

From 9/01/23 to 9/30/23 All Manf, All Stocking Groups			
	#	Pieces	Value
Manual Increases	45	1288	11098.50
Manual Decreases	1	-1	-178.54
Net Manual Adjustments	46	1287	10919.96
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	20	26	209.25
LIFO Decreases	2	2	-6.15
Net LIFO Adjustments	22	28	203.10

From 9/01/22 to 9/30/23	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	1895	5244	86641.78	113235.68	
Stock Orders Received	1809	5052	80116.34	105940.10	
Special Orders Placed					
Special Orders Received					
Parts Canceled	1	4	2.15	8.60	
Factory Returns					
Core Returns					
Parts On Order		465	16892.82	19597.96	
Parts On Backorder					
Parts Referred					

MONTH-END MANAGEMENT REPORT

RAV7504
 to 9/30/23
 MANUFACTURER GENERAL MOTORS

	Quantity	Value
Idle Parts Total		221579.61
Current Parts Total		121911.25
Total Parts		343490.86
Idle Percentage (1)/(3)	64.51%	

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

	Quantity	Value
Total Off the Shelf	498	
Total Other	40	
Total Quantity Sold	538	
True Turn (3)/(4)	92.5%	

	Quantity	Value
Annualization Ratio (365/30)	12.166	
Total Stock Orders	8561.00	
Annualized Stock Orders	104153.13	
Inventory Value	343490.86	
True Turn (3)/(4)	.30	

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

	Part Numbers	Cost	Qty	Extended
Negative on Hand	3	263.28	8-	282.88-

	Part Numbers	Cost	Qty	Extended
Lost Sales	0	.00	0	.00

	Part Numbers	Cost	Qty	Extended
Without Cost	73			

	Part Numbers	Cost	Qty	Extended
With No Bin Location	26	1259.10	64	1005.14