

All Manf, All Stocking Groups, All Parts, All Sales 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		120449.30	81308.42	39140.88	32.5
Sales Filled By NG		13086.36	9156.38	3929.98	30.0
Sales Filled By EP		20084.87	13082.97	7001.90	34.9
Sales Filled By SO		112822.72	70404.93	42417.79	37.6
Total Sales		266443.25	173952.70	92490.55	34.7
Returns To Inventory		-9359.93	-8718.06	-641.87	-6.9
Returns Not To Inventory		-1826.27	-1201.55	-624.72	-34.2
Total Returns		-11186.20	-9919.61	-1266.59	-11.3
Net Sales		255257.05	164033.09	91223.96	35.7
Filled From Shelf-Counter		48.9%	50.8%	40.9%	
Filled From Shelf-Service		50.6%	52.6%	47.5%	
Filled Same Day--Counter		55.1%	56.7%	48.3%	
Filled Same Day--Service		58.6%	60.9%	55.1%	

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	22383.50	16077.92	6305.58	28.2
Counter Internal Sales	2509.99	1714.54	795.45	31.7
Counter Wholesale Sales	44722.79	38418.43	6304.36	14.1
Total Counter Sales	69616.28	56210.89	13405.39	19.3
RO Customer Pay Sales	57589.96	33176.06	24413.90	42.4
RO Internal Pay Sales	39578.24	27326.35	12251.89	31.0
RO Warranty Sales	69109.27	37543.67	31565.60	45.7
RO Service Contract Sales	30549.50	19695.73	10853.77	35.5
Total RO Sales	196826.97	117741.81	79085.16	40.2
Total Sales	266443.25	173952.70	92490.55	34.7
Total Returns	-11186.20	-9919.61	-1266.59	-11.3
Total Net Sales	255257.05	164033.09	91223.96	35.7

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FORD CRESTVIEW
Inventory Aging by Last Sold

10/10/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	594	16.4	16.4	69306	19.2	19.2
2022 October or Older	938	25.9	42.3	76902	21.3	40.5
2022 November	34	.9	43.2	2618	.7	41.3
2022 December	67	1.8	45.1	3697	1.0	42.3
2023 January	84	2.3	47.4	5680	1.6	43.9
2023 February	94	2.6	50.0	7302	2.0	45.9
2023 March	129	3.6	53.6	11444	3.2	49.1
2023 April	126	3.5	57.0	9740	2.7	51.8
2023 May	137	3.8	60.8	16812	4.7	56.4
2023 June	142	3.9	64.7	10878	3.0	59.5
2023 July	203	5.6	70.3	16044	4.4	63.9
2023 August	276	7.6	78.0	33534	9.3	73.2
2023 September	471	13.0	91.0	54048	15.0	88.2
2023 October	327	9.0	100.0	42590	11.8	100.0
Totals	3622	100.0		360596	100.0	
Cores With On Hand	24			10778		

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Inventory Analysis Month End Sep 2023

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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	6.0	359	318	22371
Active Parts: With Excess Stock	24.1	663	9460	89765
Active Parts: Understocked	.5	122	91	1853
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	30.6	1144	9869	113989
Superceded With On Hand	4.7	127	774	17538
Inactive With On Hand	64.7	2525	8139	240663
Total Inventory To Sell	100.0	3796	18782	372190
Cores on Hand		18	31	8531
Negative On Hand		0	0	0
Total of Inventory		3814	18813	380721
Parts on Open Repair Orders		932	2146	62767
Value of Inventory		4746	20959	443488
Not on Factory Master		4673	681	23525
Parts Without Cost		228	0	0

All Manf, All Stocking Groups

Changes to Status:	Phase-In	Phase-Out
October 2023	104	56
June 2023 To September 2023	224	165
March 2023 To June 2023	169	125
December 2022 To March 2023	104	160
September 2022 To December 2022	56	234
June 2022 To September 2022	23	187
June 2022 and Older	386	1571

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	3451
Non-Stocked Parts with On Hand	2592
Superceded Parts with On Hand	128
Active Parts with No Sales	1

From 9/01/23 to 9/30/23 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	181	4189	25138.99
Manual Decreases	172	-520	-7978.44
Net Manual Adjustments	353	3669	17160.55
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	381	2135	2228.74
LIFO Decreases	126	1601	-4167.65
Net LIFO Adjustments	507	3736	-1938.91

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FORD CRESTVIEW
Stock Order Analysis

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From 9/01/23 to 9/30/23	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed					
Stock Orders Received	653	3248	41908.94	76518.96	
Special Orders Placed	465	803	56373.54	59186.81	
Special Orders Received	481	845	61297.99	64066.44	
Parts Canceled					
Factory Returns	27	66	3576.80	6662.97	
Core Returns	21	37	2437.00	2693.00	
Parts On Order		1074	24595.43	32327.87	
Parts On Backorder		121	9280.38	10150.96	
Parts Referred		187	14188.87	14446.73	

	Value
(1)Idle Parts Total	3793.06
(2)Current Parts Total	5482.04
(3)Total Parts	9275.10
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	40.90%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	0
(2)Total Other	0
(3)Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	.0%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	514.00
(3) Annualized Stock Orders	6253.32
(4) Inventory Value	9275.10
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	.67

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	453.68	1	453.68

Parts Without Cost

	Part Numbers
Total Parts Without Cost	117

Parts With No Bin Location

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

	Value
(1)Idle Parts Total	118608.21
(2)Current Parts Total	235152.69
(3)Total Parts	353760.90
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	33.53%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	5000
(2)Total Other	168
(3)Total Quantity Sold	5168
Off the Shelf Fill Rate (1)/(3)	96.7%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	139607.00
(3) Annualized Stock Orders	1698458.76
(4) Inventory Value	353760.90
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	4.80

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	1311.50	2-	1311.50-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	40.50	1	40.50

Parts Without Cost

	Part Numbers
Total Parts Without Cost	110

Parts With No Bin Location

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