

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2641	71.7%	7357	102302.45	35.2%	1151377.71
AUTOMATIC PHASEOUT (AP) PARTS	133	3.6%	197	23778.17	8.2%	130914.14
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	64	1.7%	180	565.30	0.1%	8203.12
NON-STOCK (NS) PARTS	395	10.7%	757	112502.69	38.8%	1157326.58
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	40	1.0%	346	1782.76	0.6%	20791.34
SOLD NOT STOCKED	406	11.3%	532	49000.61	17.1%	563841.32
TOTAL COST OF SALES	3679	100.0%	9369	289931.98	100.0%	3032454.21
LOST SALES (MEMO)	1		1	48.24		76310.35
CREDIT/RETURNS (MEMO)	45		68	4760.80		31597.91
UNUSUAL SALES (MEMO)	1		1	163.55		163.55

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2033	11.1%	19208	230140.63	37.0%
AUTOMATIC PHASEOUT (AP) PARTS	3592	19.6%	4889	170222.09	27.3%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	5	0.0%	197	1550.27	0.2%
NON-STOCK (NS) PARTS	12460	68.1%	3345	199359.85	32.0%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	190	1.2%	1003	20534.83	3.5%
TOTAL INVESTMENT	18280	100.0%	28642	621807.67	100.0%
DIRTY CORE INVENTORY	363		1461	188615.00	
NEW CORE INVENTORY	143		214	25727.80	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1655	9.0%	9.0%	117737.16	18.9	18.9%
1-3 MONTHS	3043	16.6%	25.6%	151118.45	24.3	43.2%
4-6 MONTHS	2650	14.4%	40.0%	71056.78	11.4	54.6%
7-9 MONTHS	2488	13.6%	53.6%	67607.88	10.8	65.4%
10-12 MONTHS	1682	9.2%	62.8%	35702.98	5.7	71.1%
13-24 MONTHS	4765	26.0%	88.8%	100185.34	16.1	87.2%
25 MONTHS OR MORE	1997	11.2%	100.0%	78399.08	12.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	558	46.0%	1255	46352.64	34.5%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	112	9.2%	156	20194.01	15.0%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	336	27.7%	751	39742.50	29.5%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	206	16.9%	341	28013.05	20.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	1212	100.0%	2503	134302.20	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	404	37.0%	864	30279.00	27.3%	384719.10
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	687	62.9%	1312	80412.81	72.6%	1130788.53
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1208.16
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	1091	100.0%	2176	110691.81	100.0%	1514299.47
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	120	7.3%	310	9162.99	3.6%	486355.80
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	8138.94
SUPPLEMENTAL ORDER	234	14.3%	4010	65258.86	25.6%	445731.35
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	477.03
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	847	52.0%	1783	129486.51	50.8%	1209581.44
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	19	1.1%	19	1556.52	0.6%	365566.92
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	407	25.3%	539	49033.34	19.4%	573459.94
TOTAL RECEIPTS	1627	100.0%	6661	254498.22	100.0%	3089311.42
PURCHASES DISCOUNT	123		146	-3023.98		-8958.28

10/31/2023

MONTHLY ANALYSIS

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STORE 01 BRANCH 01 RICHARD KAY AUTO MM/YY 10/23

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1076	20	85.60	601.11
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	3	-6	-1166.06	-15857.81
PLUS ADJUSTMENTS	0	0	0.00	14715.96
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-12554.09
RETURNED PARTS	0	0	0.00	-41816.57
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2220	1816	39665.84	86689.29
COST PRICE ADJUSTMENTS	0	-494	1728.57	-1434.69
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3299	1336	40313.95	30343.20

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	296	185	676.52	21509.71
APPRECIATION - MANUAL UPDATE	0	0	0.00	176.40
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TOTAL APPRECIATION	296	185	676.52	21686.11
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	1	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	297	185	676.52	21686.11

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	17438	29520	619274.94	521887.76
CLOSING INVENTORY	18280	28642	621807.67	621807.67
PERCENT OF CHANGE	4.8%	-2.9%	0.4%	19.1%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	12685	0	0.00
NO COST	176	4	0.00
NO FACTORY RECORD	348	322	9014.20
NO SERVICE	91	86	5319.59
MINUS ON HAND	537	-4903	-141405.70
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
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LEVEL OF SERVICE	97.5%
STOCK ORDER PERFORMANCE	12.6%
GROSS TURNOVER RATE	6.6
TRUE TURNOVER RATE	1.3