

MONTHLY ANALYSIS
STORE 01 BRANCH 01 JUD KUHN CHEVROLET MM/YY 11/23
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	348	82.4%	991	11271.02	60.9%	700181.31
AUTOMATIC PHASEOUT (AP) PARTS	26	6.1%	29	1308.55	7.0%	156021.49
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	25	5.9%	54	4813.33	26.0%	603190.99
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	3	0.7%	3	339.72	1.8%	2696.17
SOLD NOT STOCKED	20	4.9%	24	765.69	4.3%	74725.16
TOTAL COST OF SALES	422	100.0%	1101	18498.31	100.0%	1536815.12
LOST SALES (MEMO)	3		3	17.50		2338.84
CREDIT/RETURNS (MEMO)	0		0	0.00		12005.64
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1156	16.1%	11453	137386.26	50.0%
AUTOMATIC PHASEOUT (AP) PARTS	1514	21.1%	1780	79692.65	29.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4441	62.1%	1053	52152.69	19.0%
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	35	0.7%	99	4996.24	2.0%
TOTAL INVESTMENT	7146	100.0%	14385	274227.84	100.0%
DIRTY CORE INVENTORY	19		24	2377.50	
NEW CORE INVENTORY	57		68	14604.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1593	22.2%	22.2%	97389.44	35.4	35.4%
1-3 MONTHS	1846	25.8%	48.0%	72891.96	26.5	61.9%
4-6 MONTHS	1439	19.9%	67.9%	39796.87	14.5	76.4%
7-9 MONTHS	740	10.3%	78.2%	23256.92	8.4	84.8%
10-12 MONTHS	548	7.6%	85.8%	24502.19	8.9	93.7%
13-24 MONTHS	931	13.0%	98.8%	16491.46	6.0	99.7%
25 MONTHS OR MORE	59	1.2%	100.0%	0.00	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	265	67.5%	739	20058.34	38.8%	
STOCK ORDER - BACKORDER	64	15.1%	131	8279.36	16.0%	
STOCK ORDER - CROSS SHIP	10	2.3%	32	4683.66	9.0%	
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	22	5.2%	26	9183.37	17.7%	
CUSTOMER ORDER - BACKORDER	30	7.1%	42	7675.72	14.8%	
CUSTOMER ORDER - CROSS SHIP	11	2.6%	14	1807.47	3.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	422	100.0%	984	51687.92	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	60	59.4%	81	3691.95	27.2%	392742.68
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-7282.58
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1213.80
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	41	40.5%	65	10376.21	72.7%	627629.99
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2976.43
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-126.28
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	101	100.0%	146	14268.16	100.0%	1008773.58
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	79	47.3%	208	9533.43	51.2%	785443.72
STOCK ORDER - BACKORDER	1	0.5%	1	30.81	0.1%	50203.92
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	57552.51
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	9999.83
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	57	34.1%	90	5232.61	28.1%	471431.36
CUSTOMER ORDER - BACKORDER	2	1.1%	2	313.61	1.6%	61610.67
CUSTOMER ORDER - CROSS SHIP	5	2.9%	6	2735.63	14.7%	88778.62
EMERGENCY PURCHASES	3	1.7%	4	342.32	1.8%	2192.08
OTHER ORDERS	20	12.4%	24	419.05	2.5%	75891.53
TOTAL RECEIPTS	167	100.0%	335	18607.46	100.0%	1603104.24
PURCHASES DISCOUNT	18		34	-59.72		-2663.03

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	595	0	0.00	3605.93
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	4	-7	-3729.26	-77133.33
PLUS ADJUSTMENTS	4	11	179.72	40472.94
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-6.94
RETURNED PARTS	0	0	0.00	-56814.27
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	47	-9	-870.06	2216.34
COST PRICE ADJUSTMENTS	0	-118	100.88	1685.39
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	650	-123	-4318.72	-85974.15

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	556	1022	816.01	5925.71
APPRECIATION - MANUAL UPDATE	0	0	0.00	996.83
TOTAL APPRECIATION	556	1022	816.01	6922.54
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	556	1022	816.01	6922.54

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	6566	15156	277681.12	289468.41
CLOSING INVENTORY	7146	14385	274227.94	274227.84
PERCENT OF CHANGE	8.9%	-5.0%	-1.1%	-5.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	4737	0	0.00
NO COST	22	0	0.00
NO FACTORY RECORD	79	409	15897.33
NO SERVICE	1	1	522.83
MINUS ON HAND	12	-15	-2942.83
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
LEVEL OF SERVICE	99.7%
STOCK ORDER PERFORMANCE	25.5%
GROSS TURNOVER RATE	6.2
TRUE TURNOVER RATE	3.6