

MONTHLY ANALYSIS
STORE 02 BRANCH 01 COVERT BUICK MM/YY 10/23
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	18808	87.4%	43352	1893745.42	80.5%	14781363.05
AUTOMATIC PHASEOUT (AP) PARTS	653	3.0%	743	106638.23	4.5%	851360.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	311	1.4%	1735	2440.82	0.1%	29014.26
NON-STOCK (NS) PARTS	1162	5.4%	1396	302002.33	12.8%	2703623.78
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	0	0.0%	0	0.00	0.0%	1253.77
SOLD NOT STOCKED	568	2.8%	740	45422.06	2.1%	546114.90
TOTAL COST OF SALES	21502	100.0%	47966	2350248.86	100.0%	18912730.63
LOST SALES (MEMO)	8		8	287.27		4390.77
CREDIT/RETURNS (MEMO)	638		887	93845.59		826875.42
UNUSUAL SALES (MEMO)	0		0	0.00		-231.51

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	14328	39.5%	51378	1975553.48	80.3%
AUTOMATIC PHASEOUT (AP) PARTS	4238	11.6%	3843	370641.64	15.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	3	0.0%	3381	3729.25	0.1%
NON-STOCK (NS) PARTS	17663	48.7%	1290	107683.57	4.3%
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	2	0.2%	1	21.51	0.3%
TOTAL INVESTMENT	36234	100.0%	59893	2457629.45	100.0%
DIRTY CORE INVENTORY	320		463	272410.00	
NEW CORE INVENTORY	657		1044	182585.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	7719	21.3%	21.3%	1086130.49	44.1	44.1%
1-3 MONTHS	11123	30.6%	51.9%	648303.64	26.3	70.4%
4-6 MONTHS	7336	20.2%	72.1%	282997.09	11.5	81.9%
7-9 MONTHS	5118	14.1%	86.2%	178714.76	7.2	89.1%
10-12 MONTHS	3446	9.5%	95.7%	123379.04	5.0	94.1%
13-24 MONTHS	1221	3.3%	99.0%	138029.73	5.6	99.7%
25 MONTHS OR MORE	271	1.0%	100.0%	74.70	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	5305	83.5%	58702	13672979.98	98.2%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	4	0.0%	1454	4213.07	0.0%	
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	1038	16.3%	1365	240954.01	1.7%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	3	0.0%	3	95.29	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	6350	100.0%	61524	13918242.35	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	6646	84.8%	28297	13144923.72	98.4%	22383986.23
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%	-82.23
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	1191	15.1%	1476	212036.30	1.5%	2850563.12
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%	-17.65
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	7837	100.0%	29773	13356960.02	100.0%	25234449.47
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	4828	52.2%	27765	916570.85	53.1%	11863184.61
STOCK ORDER - BACKORDER	1	0.0%	1168	5898.40	0.3%	5903.94
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	20340.75
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	894	9.6%	1124	140699.10	8.1%	2836966.09
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%	674.63
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	3511	38.2%	4072	662812.54	38.5%	4193594.24
TOTAL RECEIPTS	9234	100.0%	34129	1725980.89	100.0%	18920664.26
PURCHASES DISCOUNT	1941		2165	-24318.87		-28416.02

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	3024	0	0.00	0.00
DELETED PARTS	2962	0	0.00	0.00
MINUS ADJUSTMENTS	284	-1495	-70182.21	-870880.64
PLUS ADJUSTMENTS	274	1592	86758.46	723071.83
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-53332.04
RETURNED PARTS	0	0	0.00	-196929.64
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1158	763	10659.77	-767.37
COST PRICE ADJUSTMENTS	1768	-706	26912.72	80822.50
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	9470	154	54148.74	-318015.36
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	313	364	6310.52	129967.26
APPRECIATION - MANUAL UPDATE	0	0	0.00	15865.49
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TOTAL APPRECIATION	313	364	6310.52	145832.75
FIRST PRICING - FACTORY MASTER UPDATE	2	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	866.04
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TOTAL FIRST PRICING	3	0	0.00	866.04
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TOTAL APPRECIATION/FIRST PRICING	316	364	6310.52	146698.79
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	36220	72865	3051274.82	2640085.66
CLOSING INVENTORY	36234	59893	2457629.45	2457629.45
PERCENT OF CHANGE	0.0%	-17.7%	-19.4%	-6.8%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	24487	0	0.00	
NO COST	290	3	0.00	
NO FACTORY RECORD	455	18761	97301.23	
NO SERVICE	72	8	423.20	
MINUS ON HAND	56	-769	-10713.12	
PHASED IN	807	580	62746.13	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1245	322	36043.23	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	118.3%			
GROSS TURNOVER RATE	8.2			
TRUE TURNOVER RATE	5.2			