

MONTHLY ANALYSIS

STORE 01 BRANCH 01 BILL CRAM INC. MM/YY 10/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	870	71.1%	2328	36493.81	32.4%	315389.52
AUTOMATIC PHASEOUT (AP) PARTS	112	9.1%	232	30792.52	27.4%	93224.88
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1	0.0%	1	1.75	0.0%	19.61
NON-STOCK (NS) PARTS	100	8.1%	166	31586.56	28.1%	338489.60
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	2	0.1%	3	48.99	0.0%	48.99
SOLD NOT STOCKED	138	11.6%	152	13404.60	12.1%	86968.05
TOTAL COST OF SALES	1223	100.0%	2882	112328.23	100.0%	834140.65
LOST SALES (MEMO)	9		10	594.56		4119.24
CREDIT/RETURNS (MEMO)	9		9	2152.04		4670.95
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1831	19.5%	9186	122417.93	37.1%
AUTOMATIC PHASEOUT (AP) PARTS	4824	51.5%	27717	159657.82	48.4%
DEALER PHASEOUT (DP) PARTS	118	1.2%	18	277.29	0.0%
MANUAL ORDER (MO) PARTS	9	0.0%	44	40.66	0.0%
NON-STOCK (NS) PARTS	2402	25.6%	967	36537.59	11.0%
NO PHASEOUT (NP) PARTS	6	0.0%	54	9.18	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	162	2.2%	638	10848.88	3.5%
TOTAL INVESTMENT	9352	100.0%	38624	329789.35	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	68		77	11015.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	698	7.4%	7.4%	54570.10	16.5	16.5%
1-3 MONTHS	1317	14.0%	21.4%	58751.55	17.8	34.3%
4-6 MONTHS	1005	10.7%	32.1%	26597.04	8.0	42.3%
7-9 MONTHS	863	9.2%	41.3%	21182.56	6.4	48.7%
10-12 MONTHS	572	6.1%	47.4%	14956.21	4.5	53.2%
13-24 MONTHS	628	6.7%	54.1%	26955.46	8.1	61.3%
25 MONTHS OR MORE	4269	45.9%	100.0%	126776.43	38.7	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	228	62.1%	381	15830.36	29.9%	
STOCK ORDER - BACKORDER	44	11.9%	96	5216.42	9.8%	
STOCK ORDER - CROSS SHIP	1	0.2%	1	44.19	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	53	14.4%	118	25533.90	48.2%	
CUSTOMER ORDER - BACKORDER	41	11.1%	194	6307.14	11.9%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	367	100.0%	790	52932.01	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	208	66.6%	345	18062.07	67.8%	167968.60
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2643.30
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	104	33.3%	85	8542.05	32.1%	193599.20
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-3185.07
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	312	100.0%	430	26604.12	100.0%	355739.43
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	51	8.4%	154	11201.25	12.3%	181096.59
STOCK ORDER - BACKORDER	2	0.3%	15	87.35	0.0%	40826.02
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	14	2.3%	240	4296.43	4.7%	42381.17
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	154	25.4%	348	29121.52	32.1%	306465.08
CUSTOMER ORDER - BACKORDER	12	1.9%	42	4405.48	4.8%	109974.46
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	373	61.7%	514	41564.23	46.1%	206004.21
TOTAL RECEIPTS	606	100.0%	1313	90676.26	100.0%	886747.53
PURCHASES DISCOUNT	92		177	-835.93		138197.66

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	460	0	0.00	0.00
DELETED PARTS	463	0	0.00	0.00
MINUS ADJUSTMENTS	29	-400	-3328.25	-39857.88
PLUS ADJUSTMENTS	10	17	284.01	3373.22
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	42	6	17152.53	18634.13
COST PRICE ADJUSTMENTS	40	105	1027.43	-126961.93
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1044	-272	15135.72	-144812.46
APPRECIATION/FIRST PRICING				
APPRECIATION - FACTORY MASTER UPDATE	61	172	421.29	10172.72
APPRECIATION - MANUAL UPDATE	15	34	-310.48	-13843.15
TOTAL APPRECIATION	76	206	110.81	-3670.43
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
TOTAL FIRST PRICING	1	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	77	206	110.81	-3670.43
OPENING/CLOSING SUMMARY				
OPENING INVENTORY	9344	40569	336980.27	288094.13
CLOSING INVENTORY	9352	38624	329789.35	329789.35
PERCENT OF CHANGE	0.1%	-4.7%	-2.0%	14.5%
MISCELLANEOUS				
OUT OF STOCK	3836	0	0.00	
NO COST	26	1	0.00	
NO FACTORY RECORD	462	9520	10170.83	
NO SERVICE	325	886	9691.37	
MINUS ON HAND	4	-19	-17957.16	
PHASED IN	33	1643	7599.92	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	151	98	3496.88	
BUSINESS RATIOS				
LEVEL OF SERVICE	99.5%			
STOCK ORDER PERFORMANCE	20.1%			
GROSS TURNOVER RATE	3.4			
TRUE TURNOVER RATE	0.9			