

11/06/2023

11:58:49

MONTHLY ANALYSIS

STORE 01 BRANCH 01 MILTON FORD MM/YY 10/23

SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3074	70.5%	5286	326880.39	71.2%	2028806.25
AUTOMATIC PHASEOUT (AP) PARTS	103	2.3%	165	17045.09	3.7%	136048.30
DEALER PHASEOUT (DP) PARTS	130	2.9%	140	9996.38	2.1%	62336.49
MANUAL ORDER (MO) PARTS	584	13.3%	2100	10802.47	2.3%	127503.49
NON-STOCK (NS) PARTS	459	10.5%	827	95948.32	20.9%	1128678.78
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	3	0.0%	2	7.66	0.0%	2077.91
SOLD NOT STOCKED	7	0.5%	-15	-1805.00	0.0%	11826.73
TOTAL COST OF SALES	4360	100.0%	8505	458875.31	100.0%	3497277.95
LOST SALES (MEMO)	0		0	0.00		628.49
CREDIT/RETURNS (MEMO)	69		84	11401.42		129501.27
UNUSUAL SALES (MEMO)	0		0	0.00		-1172.18

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2292	22.4%	10546	277958.00	52.2%
AUTOMATIC PHASEOUT (AP) PARTS	1551	15.1%	2297	109426.26	20.5%
DEALER PHASEOUT (DP) PARTS	50	0.4%	108	3771.83	0.7%
MANUAL ORDER (MO) PARTS	61	0.5%	2749	21217.55	3.9%
NON-STOCK (NS) PARTS	6258	61.2%	1447	118797.05	22.3%
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	7	0.4%	13	430.50	0.4%
TOTAL INVESTMENT	10219	100.0%	17160	531601.19	100.0%
DIRTY CORE INVENTORY	64		110	20805.00	
NEW CORE INVENTORY	74		147	12140.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1633	15.9%	15.9%	228335.98	42.9	42.9%
1-3 MONTHS	3129	30.6%	46.5%	129128.97	24.2	67.1%
4-6 MONTHS	2220	21.7%	68.2%	54381.91	10.2	77.3%
7-9 MONTHS	1941	18.9%	87.1%	48864.01	9.1	86.4%
10-12 MONTHS	874	8.5%	95.6%	26198.27	4.9	91.3%
13-24 MONTHS	383	3.7%	99.3%	29120.38	5.4	96.7%
25 MONTHS OR MORE	39	0.7%	100.0%	15571.67	3.3	100.0%

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	100	17.2%	295	23878.91	12.6%
STOCK ORDER - BACKORDER	110	18.9%	475	15443.22	8.1%
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	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	70	12.0%	137	12406.74	6.5%
CUSTOMER ORDER - BACKORDER	300	51.6%	637	137067.13	72.5%
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%
EMERGENCY PURCHASES	1	0.1%	2	145.98	0.0%
OTHER ORDERS	0	0.2%	0	0.00	0.3%
TOTAL OUTSTANDING ORDERS	581	100.0%	1546	188941.98	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	311	26.1%	993	18573.32	13.5%	230808.64
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	879	73.8%	1039	118035.11	86.4%	1196267.44
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1218.72
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	1190	100.0%	2032	136608.43	100.0%	1425857.36
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	203	13.5%	943	20113.93	4.2%	180536.37
STOCK ORDER - BACKORDER	34	2.2%	157	4313.34	0.9%	37946.19
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	615	41.0%	1504	105620.31	22.1%	1097632.35
CUSTOMER ORDER - BACKORDER	173	11.5%	852	31698.58	6.6%	311480.52
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	106.84
OTHER ORDERS	475	31.8%	6839	314206.27	66.2%	7378468.55
TOTAL RECEIPTS	1500	100.0%	10295	475952.43	100.0%	9006170.82
PURCHASES DISCOUNT	173		387	28350.17		-629911.83

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	641	0	0.00	6433.17
DELETED PARTS	549	0	0.00	0.00
MINUS ADJUSTMENTS	156	-864	-16139.05	-5274694.82
PLUS ADJUSTMENTS	29	486	16798.63	239945.54
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	13615.65
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1298	149	15680.20	15180.61
COST PRICE ADJUSTMENTS	108	-170	-30891.33	-98734.68
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2781	-399	-14551.55	-5098254.53
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	2796	967	1727.60	20408.87
APPRECIATION - MANUAL UPDATE	4	29	-316.77	2239.20
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TOTAL APPRECIATION	2800	996	1410.83	22648.07
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	2200.00
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TOTAL FIRST PRICING	0	0	0.00	2200.00
TOTAL APPRECIATION/FIRST PRICING	2800	996	1410.83	24848.07
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	10126	15939	489264.17	728370.81
CLOSING INVENTORY	10219	17160	531601.19	531601.19
PERCENT OF CHANGE	0.9%	7.7%	8.7%	-26.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	7800	0	0.00	
NO COST	7	132	0.00	
NO FACTORY RECORD	1164	564	19911.16	
NO SERVICE	0	0	0.00	
MINUS ON HAND	17	-28	-2233.46	
PHASED IN	160	194	14618.51	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	604	226	19140.95	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	6.5%			
GROSS TURNOVER RATE	6.8			
TRUE TURNOVER RATE	0.5			