

12/15/2023

17:22:58

MONTHLY ANALYSIS

STORE 01 BRANCH 01 HUNTINGTON FORD LIN MM/YY 10/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3378	73.1%	7822	105533.64	41.7%	1055072.58
AUTOMATIC PHASEOUT (AP) PARTS	148	3.2%	253	8179.04	3.2%	180744.94
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	243	5.2%	293	8654.03	3.4%	86022.12
NON-STOCK (NS) PARTS	787	17.0%	1684	125902.81	49.8%	1456751.72
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	6	0.1%	7	107.58	0.0%	7254.12
SOLD NOT STOCKED	59	1.4%	94	4396.49	1.9%	48030.77
TOTAL COST OF SALES	4621	100.0%	10153	252773.59	100.0%	2833876.25
LOST SALES (MEMO)	0		0	0.00		574.38
CREDIT/RETURNS (MEMO)	27		31	4210.89		32865.26
UNUSUAL SALES (MEMO)	0		0	0.00		367.84

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2209	11.7%	12146	160934.44	41.5%
AUTOMATIC PHASEOUT (AP) PARTS	1106	5.9%	2041	57041.61	14.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	35	0.1%	746	13272.30	3.4%
NON-STOCK (NS) PARTS	15366	82.0%	3642	155367.86	40.1%
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	14	0.3%	22	546.18	0.3%
TOTAL INVESTMENT	18730	100.0%	18597	387162.39	100.0%
DIRTY CORE INVENTORY	116		161	58469.00	
NEW CORE INVENTORY	79		159	21835.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2041	10.8%	10.8%	131915.94	34.0	34.0%
1-3 MONTHS	3451	18.4%	29.2%	115225.22	29.7	63.7%
4-6 MONTHS	2469	13.1%	42.3%	50063.88	12.9	76.6%
7-9 MONTHS	1989	10.6%	52.9%	37855.17	9.7	86.3%
10-12 MONTHS	1703	9.0%	61.9%	18991.45	4.9	91.2%
13-24 MONTHS	6890	36.7%	98.6%	32055.51	8.2	99.4%
25 MONTHS OR MORE	187	1.4%	100.0%	1055.22	0.6	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	149	39.6%	1119	11746.77	11.8%	
STOCK ORDER - BACKORDER	1	0.2%	4	4.52	0.0%	
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	226	60.1%	270	87439.02	88.1%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	0.1%	0	0.00	0.1%	
<b>TOTAL OUTSTANDING ORDERS</b>	<b>376</b>	<b>100.0%</b>	<b>1393</b>	<b>99190.31</b>	<b>100.0%</b>	
<b>PROCESSED ORDERS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	941	55.0%	3770	41472.63	22.6%	387643.99
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-24.54
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	767	44.9%	1276	141290.74	77.3%	1506687.57
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%	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
<b>TOTAL PROCESSED ORDERS</b>	<b>1708</b>	<b>100.0%</b>	<b>5046</b>	<b>182763.37</b>	<b>100.0%</b>	<b>1894307.02</b>
FORCED ORDERS	0		0	0.00		0.00
<b>RECEIPTS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	1270	59.2%	7225	111219.19	40.8%	933324.13
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	113.44
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	784	36.6%	1384	154586.66	56.7%	1736059.94
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%	0.00
EMERGENCY PURCHASES	29	1.3%	54	2371.58	0.8%	33529.69
OTHER ORDERS	59	2.9%	94	4396.49	1.7%	67160.31
<b>TOTAL RECEIPTS</b>	<b>2142</b>	<b>100.0%</b>	<b>8757</b>	<b>272573.92</b>	<b>100.0%</b>	<b>2770187.51</b>
PURCHASES DISCOUNT	37		1831	2881.85		5499.29

12/15/2023

MONTHLY ANALYSIS

17:22:58

STORE 01 BRANCH 01 HUNTINGTON FORD LIN MM/YY 10/23

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	549	1	255.64	255.64
DELETED PARTS	438	0	0.00	0.00
MINUS ADJUSTMENTS	79	-124	-9051.60	-163717.53
PLUS ADJUSTMENTS	217	1089	13514.97	150131.34
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	25645.42
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	943	19	1415.93	1657.78
COST PRICE ADJUSTMENTS	1	-345	-467.11	-13319.40
INVENTORY REALLOCATION	0	0	0.00	0.00
<b>TOTAL ADDS/DELETES/ADJUSTS</b>	<b>2227</b>	<b>640</b>	<b>5667.83</b>	<b>653.25</b>

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	4487	1301	1117.51	15072.02
APPRECIATION - MANUAL UPDATE	5	33	123.01	868.73
<b>TOTAL APPRECIATION</b>	<b>4492</b>	<b>1334</b>	<b>1240.52</b>	<b>15940.75</b>
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	10949.98
FIRST PRICING - MANUAL UPDATE	1	0	0.00	375.73
<b>TOTAL FIRST PRICING</b>	<b>1</b>	<b>0</b>	<b>0.00</b>	<b>11325.71</b>
<b>TOTAL APPRECIATION/FIRST PRICING</b>	<b>4493</b>	<b>1334</b>	<b>1240.52</b>	<b>27266.46</b>

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	18657	19010	361689.24	418253.42
CLOSING INVENTORY	18730	18597	387162.39	387162.39
PERCENT OF CHANGE	0.4%	-2.1%	7.0%	-7.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	15228	0	0.00
NO COST	64	49	0.00
NO FACTORY RECORD	280	513	26298.99
NO SERVICE	108	0	0.00
MINUS ON HAND	16	-28	-650.29
PHASED IN	55	35	2284.24
CONVERTED TO AUTOMATIC PHASEOUT (AP)	423	101	5271.50

BUSINESS RATIOS	
LEVEL OF SERVICE	98.7%
STOCK ORDER PERFORMANCE	13.6%
GROSS TURNOVER RATE	8.3
TRUE TURNOVER RATE	2.8