

01/08/2024

## MONTHLY ANALYSIS

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STORE 01 BRANCH 04 POSNER PARK CDJRF MM/YY 12/23

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## SUMMARY

| COST OF SALES                 | PARTS | PARTS% | PIECES | MTD       | MTD%   | YTD       |
|-------------------------------|-------|--------|--------|-----------|--------|-----------|
| NORMAL STOCK PARTS            | 2342  | 84.6%  | 6216   | 110296.68 | 53.8%  | 384001.86 |
| AUTOMATIC PHASEOUT (AP) PARTS | 125   | 4.5%   | 130    | 17485.51  | 8.5%   | 51318.76  |
| DEALER PHASEOUT (DP) PARTS    | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| MANUAL ORDER (MO) PARTS       | 1     | 0.0%   | 7      | 59.50     | 0.0%   | 59.50     |
| NON-STOCK (NS) PARTS          | 218   | 7.8%   | 292    | 72782.99  | 35.5%  | 242648.28 |
| 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%   | 0.00      |
| SOLD NOT STOCKED              | 80    | 3.1%   | 91     | 4034.59   | 2.2%   | 15274.75  |
| TOTAL COST OF SALES           | 2766  | 100.0% | 6736   | 204659.27 | 100.0% | 693303.15 |
| LOST SALES (MEMO)             | 0     |        | 0      | 0.00      |        | 480.80    |
| CREDIT/RETURNS (MEMO)         | 30    |        | 47     | 4284.05   |        | 13072.88  |
| UNUSUAL SALES (MEMO)          | 108   |        | 128    | 13166.40  |        | 20886.78  |

| INVESTMENT                    | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|-------|--------|--------|-----------|--------|
| NORMAL STOCK PARTS            | 1449  | 19.7%  | 9735   | 238840.07 | 66.9%  |
| AUTOMATIC PHASEOUT (AP) PARTS | 1018  | 13.8%  | 1004   | 78223.93  | 21.9%  |
| DEALER PHASEOUT (DP) PARTS    | 0     | 0.0%   | 0      | 0.00      | 0.0%   |
| MANUAL ORDER (MO) PARTS       | 1     | 0.0%   | 0      | 0.00      | 0.0%   |
| NON-STOCK (NS) PARTS          | 4875  | 66.3%  | 391    | 39578.18  | 11.0%  |
| 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  | 0     | 0.2%   | 0      | 0.00      | 0.2%   |
| TOTAL INVESTMENT              | 7343  | 100.0% | 11130  | 356642.18 | 100.0% |
| DIRTY CORE INVENTORY          | 4     |        | 4      | 1090.00   |        |
| NEW CORE INVENTORY            | 56    |        | 74     | 13350.00  |        |

| ACTIVITY          | PARTS | PARTS% | ACCUM<br>PARTS% | EXT VALUE | VALUE% | ACCUM<br>VALUE% |
|-------------------|-------|--------|-----------------|-----------|--------|-----------------|
| CURRENT           | 1042  | 14.1%  | 14.1%           | 136459.27 | 38.2   | 38.2%           |
| 1-3 MONTHS        | 1536  | 20.9%  | 35.0%           | 94740.91  | 26.5   | 64.7%           |
| 4-6 MONTHS        | 2082  | 28.3%  | 63.3%           | 48051.80  | 13.4   | 78.1%           |
| 7-9 MONTHS        | 1393  | 18.9%  | 82.2%           | 23488.80  | 6.5    | 84.6%           |
| 10-12 MONTHS      | 1037  | 14.1%  | 96.3%           | 11947.08  | 3.3    | 87.9%           |
| 13-24 MONTHS      | 203   | 2.7%   | 99.0%           | 25128.37  | 7.0    | 94.9%           |
| 25 MONTHS OR MORE | 50    | 1.0%   | 100.0%          | 16825.95  | 5.1    | 100.0%          |

| OUTSTANDING ORDERS              | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |           |
|---------------------------------|-------|--------|--------|-----------|--------|-----------|
| STOCK ORDER                     | 169   | 26.4%  | 936    | 42540.11  | 23.2%  |           |
| STOCK ORDER - BACKORDER         | 134   | 20.9%  | 386    | 16502.55  | 9.0%   |           |
| STOCK ORDER - CROSS SHIP        | 0     | 0.0%   | 0      | 0.00      | 0.0%   |           |
| SUPPLEMENTAL ORDER              | 1     | 0.1%   | 750    | 5925.00   | 3.2%   |           |
| 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                  | 308   | 48.2%  | 464    | 109906.66 | 60.1%  |           |
| CUSTOMER ORDER - BACKORDER      | 21    | 3.2%   | 25     | 6790.35   | 3.7%   |           |
| CUSTOMER ORDER - CROSS SHIP     | 1     | 0.1%   | 1      | 236.00    | 0.1%   |           |
| EMERGENCY PURCHASES             | 0     | 0.0%   | 0      | 0.00      | 0.0%   |           |
| OTHER ORDERS                    | 5     | 1.1%   | 104    | 895.60    | 0.7%   |           |
| TOTAL OUTSTANDING ORDERS        | 639   | 100.0% | 2666   | 182796.27 | 100.0% |           |
| PROCESSED ORDERS                | PARTS | PARTS% | PIECES | MTD       | MTD%   | YTD       |
| STOCK ORDER                     | 257   | 42.8%  | 1946   | 59825.07  | 41.2%  | 196347.73 |
| STOCK ORDER - BACKORDER         | -11   | 0.0%   | -4     | -361.05   | 0.0%   | -1771.45  |
| STOCK ORDER - CROSS SHIP        | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| SUPPLEMENTAL ORDER              | 2     | 0.3%   | 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                  | 344   | 57.3%  | 357    | 85885.65  | 59.1%  | 210685.54 |
| CUSTOMER ORDER - BACKORDER      | 5     | 0.8%   | -2     | -187.10   | 0.0%   | -1748.45  |
| CUSTOMER ORDER - CROSS SHIP     | 1     | 0.1%   | 0      | 0.00      | 0.0%   | 0.00      |
| EMERGENCY PURCHASES             | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| OTHER ORDERS                    | 2     | 0.3%   | 0      | 0.00      | 0.0%   | 0.00      |
| TOTAL PROCESSED ORDERS          | 600   | 100.0% | 2297   | 145162.57 | 100.0% | 403513.37 |
| FORCED.ORDERS                   | 0     |        | 0      | 0.00      |        | 0.00      |
| RECEIPTS                        | PARTS | PARTS% | PIECES | MTD       | MTD%   | YTD       |
| STOCK ORDER                     | 172   | 22.6%  | 1454   | 38184.27  | 22.0%  | 159592.04 |
| STOCK ORDER - BACKORDER         | 87    | 11.4%  | 532    | 18147.05  | 10.4%  | 26983.80  |
| STOCK ORDER - CROSS SHIP        | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| SUPPLEMENTAL ORDER              | 1     | 0.1%   | 1      | 299.00    | 0.1%   | 299.00    |
| SUPPLEMENTAL ORDER - BACKORDER  | 1     | 0.1%   | 1      | 969.00    | 0.5%   | 969.00    |
| SUPPLEMENTAL ORDER - CROSS SHIP | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| CUSTOMER ORDER                  | 233   | 30.6%  | 293    | 57544.85  | 33.1%  | 144379.24 |
| CUSTOMER ORDER - BACKORDER      | 20    | 2.6%   | 26     | 3585.40   | 2.0%   | 22365.60  |
| CUSTOMER ORDER - CROSS SHIP     | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00      |
| EMERGENCY PURCHASES             | 112   | 14.7%  | 173    | 21809.71  | 12.5%  | 135088.42 |
| OTHER ORDERS                    | 133   | 17.9%  | 3824   | 32999.43  | 19.4%  | 214474.53 |
| TOTAL RECEIPTS                  | 759   | 100.0% | 6304   | 173538.71 | 100.0% | 704151.63 |
| PURCHASES DISCOUNT              | 92    |        | 215    | 958.75    |        | 929.60    |

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## SUMMARY

| ADDS/DELETES/ADJUSTS                  | PARTS | PIECES | MTD       | YTD       |
|---------------------------------------|-------|--------|-----------|-----------|
| -----                                 | ----- | -----  | -----     | -----     |
| ADDED PARTS                           | 486   | 1      | 43.00     | 1813.00   |
| DELETED PARTS                         | 544   | 22     | 408.10    | 408.10    |
| MINUS ADJUSTMENTS                     | 32    | -211   | -7613.80  | -56929.31 |
| PLUS ADJUSTMENTS                      | 0     | 0      | 0.00      | 34849.95  |
| 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          | 846   | 58     | 24267.79  | 59001.97  |
| COST PRICE ADJUSTMENTS                | 1     | -393   | -1158.90  | -1132.98  |
| INVENTORY REALLOCATION                | 0     | 0      | 0.00      | 0.00      |
| -----                                 | ----- | -----  | -----     | -----     |
| TOTAL ADDS/DELETES/ADJUSTS            | 1909  | -523   | 15946.19  | 38010.73  |
|                                       |       |        |           |           |
| APPRECIATION/FIRST PRICING            | PARTS | PIECES | MTD       | YTD       |
| -----                                 | ----- | -----  | -----     | -----     |
| APPRECIATION - FACTORY MASTER UPDATE  | 6336  | 4376   | 4781.50   | 9244.46   |
| APPRECIATION - MANUAL UPDATE          | 0     | 0      | 0.00      | -316.95   |
| -----                                 | ----- | -----  | -----     | -----     |
| TOTAL APPRECIATION                    | 6336  | 4376   | 4781.50   | 8927.51   |
|                                       |       |        |           |           |
| 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      | 6336  | 4376   | 4781.50   | 8927.51   |
|                                       |       |        |           |           |
| OPENING/CLOSING SUMMARY               | PARTS | PIECES | MTD       | YTD       |
| -----                                 | ----- | -----  | -----     | -----     |
| OPENING INVENTORY                     | 7409  | 11736  | 366892.50 | 0.00      |
| CLOSING INVENTORY                     | 7343  | 11130  | 356642.18 | 356642.18 |
| PERCENT OF CHANGE                     | -0.8% | -5.1%  | -2.7%     | 100.0%    |
|                                       |       |        |           |           |
| MISCELLANEOUS                         | PARTS | PIECES | EXT VALUE |           |
| -----                                 | ----- | -----  | -----     |           |
| OUT OF STOCK                          | 5579  | 0      | 0.00      |           |
| NO COST                               | 46    | 0      | 0.00      |           |
| NO FACTORY RECORD                     | 289   | 1309   | 32235.64  |           |
| NO SERVICE                            | 1     | 0      | 0.00      |           |
| MINUS ON HAND                         | 212   | -559   | -77793.12 |           |
| PHASED IN                             | 18    | 139    | 9272.28   |           |
| CONVERTED TO AUTOMATIC PHASEOUT (AP)  | 505   | 40     | 8032.40   |           |
|                                       |       |        |           |           |
| BUSINESS RATIOS                       |       |        |           |           |
| -----                                 | ----- |        |           |           |
| LEVEL OF SERVICE                      | 80.4% |        |           |           |
| STOCK ORDER PERFORMANCE               | 28.3% |        |           |           |
| GROSS TURNOVER RATE                   | 6.0   |        |           |           |
| TRUE TURNOVER RATE                    | 1.6   |        |           |           |