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MONTHLY ANALYSIS

STORE 02 BRANCH 03 BUCKEYE SUPERSTORE MM/YY 12/23

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	639	65.6%	1625	26838.08	35.4%	59408.24
AUTOMATIC PHASEOUT (AP) PARTS	46	4.7%	76	8150.92	10.7%	18986.33
DEALER PHASEOUT (DP) PARTS	7	0.7%	9	455.40	0.6%	1822.30
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	202	20.7%	297	34282.57	45.2%	72839.18
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	8.3%	112	6053.41	8.1%	11968.41
TOTAL COST OF SALES	974	100.0%	2119	75780.38	100.0%	165024.46
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	5		12	700.80		1879.15
UNUSUAL SALES (MEMO)	1		-1	-44.15		-44.15

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	999	38.9%	5351	104700.76	68.0%
AUTOMATIC PHASEOUT (AP) PARTS	653	25.4%	2411	29194.38	18.9%
DEALER PHASEOUT (DP) PARTS	100	3.8%	302	8006.20	5.2%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	816	31.7%	167	12001.45	7.7%
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	2568	100.0%	8231	153902.79	100.0%
DIRTY CORE INVENTORY	33		50	11205.00	
NEW CORE INVENTORY	33		41	8240.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	425	16.5%	16.5%	45351.05	29.4	29.4%
1-3 MONTHS	954	37.1%	53.6%	42611.06	27.6	57.0%
4-6 MONTHS	387	15.0%	68.6%	26029.20	16.9	73.9%
7-9 MONTHS	269	10.4%	79.0%	18599.70	12.0	85.9%
10-12 MONTHS	124	4.8%	83.8%	5276.85	3.4	89.3%
13-24 MONTHS	174	6.7%	90.5%	9941.10	6.4	95.7%
25 MONTHS OR MORE	235	9.5%	100.0%	6093.83	4.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	154	100.0%	336	15650.33	100.0%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	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	0	0.0%	0	0.00	0.0%	
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	0.0%	0	0.00	0.0%	
TOTAL OUTSTANDING ORDERS	154	100.0%	336	15650.33	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	153	100.0%	478	16303.15	100.0%	28361.25
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	0	0.0%	0	0.00	0.0%	0.50
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	153	100.0%	478	16303.15	100.0%	28361.75
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	384	79.5%	1694	64053.53	85.0%	133853.15
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	0	0.0%	0	0.00	0.0%	0.50
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	99	20.5%	149	11245.56	15.0%	24902.14
TOTAL RECEIPTS	483	100.0%	1843	75299.09	100.0%	158755.79
PURCHASES DISCOUNT	16		66	57.88		42.31

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	197	0	0.00	0.00
DELETED PARTS	217	4	180.00	180.00
MINUS ADJUSTMENTS	31	-90	-3421.48	-7890.71
PLUS ADJUSTMENTS	32	85	5726.31	11732.20
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	343	6	921.75	1185.75
COST PRICE ADJUSTMENTS	3	-67	49.72	-342.75
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	823	-62	3456.30	4864.49
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	3171	4466	2789.75	2718.70
APPRECIATION - MANUAL UPDATE	1	0	0.00	0.00
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TOTAL APPRECIATION	3172	4466	2789.75	2718.70
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	3172	4466	2789.75	2718.70
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	2600	8510	148440.15	0.00
CLOSING INVENTORY	2568	8231	153902.79	153902.79
PERCENT OF CHANGE	-1.1%	-3.2%	3.7%	100.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	984	0	0.00	
NO COST	11	4	0.00	
NO FACTORY RECORD	56	607	7608.94	
NO SERVICE	0	0	0.00	
MINUS ON HAND	7	-7	-1191.75	
PHASED IN	2	22	253.00	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	138	46	2136.85	
BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	17.1%			
GROSS TURNOVER RATE	4.5			
TRUE TURNOVER RATE	3.6			