

03/26/2024  
10:21:08

MONTHLY ANALYSIS  
STORE 01 BRANCH 03 JACK INGRAM NISSAN MM/YY 2/24

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4170	80.1%	9006	140811.57	53.8%	296340.62
AUTOMATIC PHASEOUT (AP) PARTS	136	2.6%	171	12407.55	4.7%	35029.82
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	155.38
MANUAL ORDER (MO) PARTS	25	0.4%	26	0.26	0.0%	10.29
NON-STOCK (NS) PARTS	464	8.9%	595	82358.63	31.4%	183503.05
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	408	8.0%	461	26125.82	10.1%	44009.51
TOTAL COST OF SALES	5203	100.0%	10259	261703.83	100.0%	559048.67
LOST SALES (MEMO)	121		131	46466.74		97189.78
CREDIT/RETURNS (MEMO)	143		115	17828.01		34198.17
UNUSUAL SALES (MEMO)	0		0	0.00		-75.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1918	19.1%	11974	284582.15	55.9%
AUTOMATIC PHASEOUT (AP) PARTS	1737	17.3%	2600	115813.30	22.7%
DEALER PHASEOUT (DP) PARTS	6	0.0%	1	158.49	0.0%
MANUAL ORDER (MO) PARTS	8	0.0%	1	702.07	0.1%
NON-STOCK (NS) PARTS	6358	63.4%	1098	106130.62	20.8%
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	1	0.2%	1	986.53	0.5%
TOTAL INVESTMENT	10028	100.0%	15675	508373.16	100.0%
DIRTY CORE INVENTORY	44		52	19685.00	
NEW CORE INVENTORY	32		36	13225.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1808	18.0%	18.0%	183320.41	36.0	36.0%
1-3 MONTHS	2916	29.0%	47.0%	152468.70	29.9	65.9%
4-6 MONTHS	2134	21.2%	68.2%	76313.18	15.0	80.9%
7-9 MONTHS	1499	14.9%	83.1%	61248.96	12.0	92.9%
10-12 MONTHS	1441	14.3%	97.4%	28812.59	5.6	98.5%
13-24 MONTHS	132	1.3%	98.7%	4878.33	0.9	99.4%
25 MONTHS OR MORE	98	1.3%	100.0%	1330.99	0.6	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	66	30.9%	121	10480.69	23.0%	
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	147	69.0%	197	35086.89	76.9%	
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>213</b>	<b>100.0%</b>	<b>318</b>	<b>45567.58</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	921	56.9%	1981	82924.34	42.0%	166788.11
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	696	43.0%	1173	114191.52	57.9%	270121.31
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>1617</b>	<b>100.0%</b>	<b>3154</b>	<b>197115.86</b>	<b>100.0%</b>	<b>436909.42</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	965	44.2%	9013	151561.15	51.5%	292476.13
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	678	31.1%	1198	112287.23	38.1%	269806.29
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	26.63
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	537	24.7%	614	30413.05	10.4%	50557.18
<b>TOTAL RECEIPTS</b>	<b>2180</b>	<b>100.0%</b>	<b>10825</b>	<b>294261.43</b>	<b>100.0%</b>	<b>612866.23</b>
PURCHASES DISCOUNT	37		45	241.11		360.38

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	648	1	54.33	76.27
DELETED PARTS	692	0	0.00	0.00
MINUS ADJUSTMENTS	76	-322	-11765.34	-29465.55
PLUS ADJUSTMENTS	73	212	6704.59	13734.20
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	122	-293	-12536.56	-24736.98
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	763	-5	1486.65	-6783.05
COST PRICE ADJUSTMENTS	5	-392	-5164.90	-6690.27
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2379	-799	-21221.23	-53865.38

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	5241	3415	3372.66	3608.71
APPRECIATION - MANUAL UPDATE	6	8	-22.80	-22.80
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TOTAL APPRECIATION	5247	3423	3349.86	3585.91
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FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	8	5.76	5.76
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TOTAL FIRST PRICING	1	8	5.76	5.76
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TOTAL APPRECIATION/FIRST PRICING	5248	3431	3355.62	3591.67

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	10070	15516	493440.06	504468.93
CLOSING INVENTORY	10028	15675	508373.16	508373.16
PERCENT OF CHANGE	-0.3%	1.0%	3.0%	0.8%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	6694	0	0.00
NO COST	16	0	0.00
NO FACTORY RECORD	316	2969	29493.28
NO SERVICE	0	0	0.00
MINUS ON HAND	33	-67	-6151.20
PHASED IN	252	274	22027.39
CONVERTED TO AUTOMATIC PHASEOUT (AP)	850	563	31877.73

BUSINESS RATIOS	
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LEVEL OF SERVICE	85.1%
STOCK ORDER PERFORMANCE	29.8%
GROSS TURNOVER RATE	6.9
TRUE TURNOVER RATE	3.1