

MONTHLY ANALYSIS

STORE 04 BRANCH 01 HYUNDAI OF NOBLESVIL MN/YY 3/24

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2610	80.8%	7139	140256.17	52.4%	383786.95
AUTOMATIC PHASEOUT (AP) PARTS	175	5.4%	214	31055.52	11.6%	90822.99
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	34	1.0%	34	514.64	0.1%	1296.82
NON-STOCK (NS) PARTS	349	10.8%	525	90540.49	33.8%	273686.14
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	61	2.0%	85	5199.20	2.1%	13833.80
TOTAL COST OF SALES	3229	100.0%	7997	267566.00	100.0%	763426.70
LOST SALES (MEMO)	4		5	226.86		713.74
CREDIT/RETURNS (MEMO)	119		170	16221.03		55862.23
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2078	15.9%	14177	291386.64	43.0%
AUTOMATIC PHASEOUT (AP) PARTS	2570	19.7%	3281	292380.51	43.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	6	0.0%	20	304.54	0.0%
NON-STOCK (NS) PARTS	8369	64.2%	962	80719.36	12.1%
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	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	13023	100.0%	18440	664791.07	100.0%
DIRTY CORE INVENTORY	29		63	35050.00	
NEW CORE INVENTORY	2		2	1050.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1446	11.1%	11.1%	176742.19	26.5	26.5%
1-3 MONTHS	2479	19.0%	30.1%	159630.87	24.0	50.5%
4-6 MONTHS	1769	13.5%	43.6%	126180.70	18.9	69.4%
7-9 MONTHS	571	4.3%	47.9%	66648.29	10.0	79.4%
10-12 MONTHS	496	3.8%	51.7%	39167.34	5.8	85.2%
13-24 MONTHS	1050	8.0%	59.7%	66046.37	9.9	95.1%
25 MONTHS OR MORE	5212	40.3%	100.0%	30375.31	4.9	100.0%

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	84	30.5%	374	14682.98	20.1%
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
STOCK ORDER - CROSS SHIP	3	1.0%	17	254.02	0.3%
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	184	66.9%	212	56146.19	77.1%
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
CUSTOMER ORDER - CROSS SHIP	4	1.4%	4	1713.43	2.3%
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%
OTHER ORDERS	0	0.2%	0	0.00	0.2%
TOTAL OUTSTANDING ORDERS	275	100.0%	607	72796.53	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	396	28.0%	988	33263.63	15.8%	100645.86
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	1018	71.9%	1309	177217.27	84.1%	594137.16
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
TOTAL PROCESSED ORDERS	1414	100.0%	2297	210480.90	100.0%	694783.02
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	536	30.1%	7462	89716.40	30.7%	247229.27
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	1089	61.2%	1481	193025.41	65.1%	589513.89
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%	113.14
OTHER ORDERS	154	8.7%	201	8985.40	3.2%	22629.99
TOTAL RECEIPTS	1779	100.0%	9144	291727.21	100.0%	859486.29
PURCHASES DISCOUNT	46		291	-169.90		607.85

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	545	0	0.00	0.00
DELETED PARTS	544	0	0.00	0.00
MINUS ADJUSTMENTS	9	-25	-3549.29	-5464.51
PLUS ADJUSTMENTS	1	3	1948.86	1948.86
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	141	-217	-41842.01	-58098.97
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	233	-259	-306.53	3923.89
COST PRICE ADJUSTMENTS	39	-97	459.76	-285.42
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1512	-595	-43289.21	-57976.15
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	10	19	-370.17	8597.09
APPRECIATION - MANUAL UPDATE	18	6221	-3879.76	-3879.76
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TOTAL APPRECIATION	28	6240	-4249.93	4717.33
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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
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TOTAL APPRECIATION/FIRST PRICING	28	6240	-4249.93	4717.33
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	13028	17791	688338.90	621379.46
CLOSING INVENTORY	13023	18440	664791.07	664791.07
PERCENT OF CHANGE	0.0%	3.6%	-2.3%	7.0%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	8951	0	0.00	
NO COST	175	0	0.00	
NO FACTORY RECORD	145	405	21518.59	
NO SERVICE	4	5	547.53	
MINUS ON HAND	52	-554	-10026.02	
PHASED IN	68	96	7667.57	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	575	272	23238.46	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	13.1%			
GROSS TURNOVER RATE	5.6			
TRUE TURNOVER RATE	2.0			