

MONTHLY ANALYSIS

STORE 04 BRANCH 01 AUDI TYSONS CORNER MM/YY 4/24

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6501	92.8%	56931	348222.82	67.4%	1416802.53
AUTOMATIC PHASEOUT (AP) PARTS	150	2.1%	329	30388.92	5.8%	143547.89
DEALER PHASEOUT (DP) PARTS	58	0.8%	122	5382.07	1.0%	15853.12
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	279	3.9%	794	131627.80	25.4%	651772.04
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	9	0.1%	10	625.64	0.1%	4570.08
SOLD NOT STOCKED	4	0.3%	4	354.25	0.3%	1901.15
<b>TOTAL COST OF SALES</b>	<b>7001</b>	<b>100.0%</b>	<b>58190</b>	<b>516601.50</b>	<b>100.0%</b>	<b>2234446.81</b>
LOST SALES (MEMO)	11		37	1504.52		14654.19
CREDIT/RETURNS (MEMO)	73		157	13622.82		30612.53
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2950	22.1%	99069	438710.79	77.8%
AUTOMATIC PHASEOUT (AP) PARTS	902	6.7%	1462	115765.78	20.5%
DEALER PHASEOUT (DP) PARTS	11	0.0%	7	184.40	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	9467	70.9%	42	3377.98	0.5%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	12	0.3%	248	5307.13	1.2%
<b>TOTAL INVESTMENT</b>	<b>13343</b>	<b>100.0%</b>	<b>100828</b>	<b>563346.08</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	20		25	7154.00	
NEW CORE INVENTORY	19		52	3948.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1847	13.8%	13.8%	281336.70	49.9%	49.9%
1-3 MONTHS	3266	24.4%	38.2%	178330.94	31.6%	81.5%
4-6 MONTHS	1845	13.8%	52.0%	58611.86	10.4%	91.9%
7-9 MONTHS	1563	11.7%	63.7%	39087.48	6.9%	98.8%
10-12 MONTHS	1106	8.2%	71.9%	5968.04	1.0%	99.8%
13-24 MONTHS	3655	27.3%	99.2%	11.06	0.0%	99.8%
25 MONTHS OR MORE	61	0.8%	100.0%	0.00	0.2%	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	56	37.0%	480	7765.31	21.6%	
STOCK ORDER - BACKORDER	15	9.9%	49	5565.86	15.5%	
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	39	25.8%	61	5701.64	15.9%	
CUSTOMER ORDER - BACKORDER	41	27.1%	45	16780.35	46.8%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	151	100.0%	635	35813.16	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	971	55.1%	8101	143037.12	44.6%	600458.45
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	790	44.8%	1383	177331.18	55.3%	967383.64
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	1761	100.0%	9484	320368.30	100.0%	1567842.09
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1224	52.9%	57648	292044.85	57.7%	1136761.57
STOCK ORDER - BACKORDER	61	2.6%	1460	27488.20	5.4%	125954.86
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	525	22.6%	1017	98344.31	19.4%	527694.47
CUSTOMER ORDER - BACKORDER	214	9.2%	265	83180.04	16.4%	455909.40
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	13	0.5%	33	1504.73	0.2%	4308.87
OTHER ORDERS	276	12.2%	1999	2778.18	0.9%	9237.72
TOTAL RECEIPTS	2313	100.0%	62422	505340.31	100.0%	2259866.89
PURCHASES DISCOUNT	15		-62	391.87		1953.07

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ADDS/DELETES/ADJUSTS

	PARTS	PIECES	MTD	YTD
ADDED PARTS	511	0	0.00	0.00
DELETED PARTS	720	0	0.00	0.00
MINUS ADJUSTMENTS	16	-152	-41315.85	-49658.36
PLUS ADJUSTMENTS	31	570	2504.98	16245.04
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	63	-86	-12702.36	-62049.78
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	395	7	-220.94	-360.97
COST PRICE ADJUSTMENTS	4	-962	-1081.32	36904.93
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1740	-623	-52815.49	-58919.14

APPRECIATION/FIRST PRICING

	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	630	602	-1205.24	16353.24
APPRECIATION - MANUAL UPDATE	3	4	8.00	8.00
TOTAL APPRECIATION	633	606	-1197.24	16361.24
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	633	606	-1197.24	16361.24

OPENING/CLOSING SUMMARY

	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	13553	96257	628228.13	578594.43
CLOSING INVENTORY	13343	100828	563346.08	563346.08
PERCENT OF CHANGE	-1.4%	4.7%	-10.2%	-2.5%

MISCELLANEOUS

	PARTS	PIECES	EXT VALUE
OUT OF STOCK	10544	0	0.00
NO COST	13	2	0.00
NO FACTORY RECORD	99	2685	23208.58
NO SERVICE	44	41	3361.20
MINUS ON HAND	12	-17	-1053.91
PHASED IN	122	41	4943.82
CONVERTED TO AUTOMATIC PHASEOUT (AP)	478	74	13318.79

BUSINESS RATIOS

LEVEL OF SERVICE	99.1%
STOCK ORDER PERFORMANCE	26.8%
GROSS TURNOVER RATE	10.6
TRUE TURNOVER RATE	6.0