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MONTHLY ANALYSIS

STORE 03 BRANCH 02 UNITED BMW MM/YY 4/24

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United BMW

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	10788	91.3%	108431	916637.54	81.5%	3568928.53
AUTOMATIC PHASEOUT (AP) PARTS	60	0.5%	156	16896.97	1.5%	94279.48
DEALER PHASEOUT (DP) PARTS	19	0.1%	22	654.84	0.0%	3345.32
MANUAL ORDER (MO) PARTS	509	4.3%	1022	1585.27	0.1%	5124.04
NON-STOCK (NS) PARTS	384	3.2%	888	182501.70	16.2%	915715.03
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	7	0.0%	20	3942.60	0.3%	17301.18
SOLD NOT STOCKED	37	0.6%	41	1688.57	0.4%	8571.53
TOTAL COST OF SALES	11804	100.0%	110580	1123907.49	100.0%	4613265.11
LOST SALES (MEMO)	7		7	1372.82		4789.95
CREDIT/RETURNS (MEMO)	46		81	6865.35		27791.05
UNUSUAL SALES (MEMO)	0		0	0.00		-4.27

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4856	32.5%	94718	1028361.73	91.6%
AUTOMATIC PHASEOUT (AP) PARTS	1261	8.4%	1093	40887.02	3.6%
DEALER PHASEOUT (DP) PARTS	1	0.0%	53	1578.87	0.1%
MANUAL ORDER (MO) PARTS	5	0.0%	847	922.20	0.0%
NON-STOCK (NS) PARTS	8791	58.8%	436	44450.16	3.9%
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	13	0.3%	37	5884.13	0.8%
TOTAL INVESTMENT	14927	100.0%	97184	1122084.11	100.0%
DIRTY CORE INVENTORY	20		37	4473.50	
NEW CORE INVENTORY	26		136	17752.75	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2864	19.1%	19.1%	798011.38	71.1	71.1%
1-3 MONTHS	4777	32.0%	51.1%	221778.87	19.7	90.8%
4-6 MONTHS	2887	19.3%	70.4%	49822.60	4.4	95.2%
7-9 MONTHS	2450	16.4%	86.8%	38928.42	3.4	98.6%
10-12 MONTHS	1838	12.3%	99.1%	10641.24	0.9	99.5%
13-24 MONTHS	97	0.6%	99.7%	2901.60	0.2	99.7%
25 MONTHS OR MORE	14	0.3%	100.0%	0.00	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	81	47.9%	603	29656.57	56.5%	
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	88	52.0%	198	22761.87	43.4%	
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%	
TOTAL OUTSTANDING ORDERS	169	100.0%	801	52418.44	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1160	51.8%	12224	360367.04	57.0%	1472350.06
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	1079	48.1%	1822	270751.37	42.9%	1419028.09
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	2239	100.0%	14046	631118.41	100.0%	2891378.15
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1850	61.7%	104623	980167.87	77.9%	3481113.98
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%	83.88
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	1108	36.9%	1849	275786.54	21.9%	1413032.75
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	37	1.4%	41	1688.57	0.2%	8654.43
TOTAL RECEIPTS	2995	100.0%	106513	1257642.98	100.0%	4902885.04
PURCHASES DISCOUNT	17		127	69.97		648.65

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	851	0	0.00	0.00
DELETED PARTS	1103	0	0.00	0.00
MINUS ADJUSTMENTS	32	-83	-2451.89	-8796.19
PLUS ADJUSTMENTS	86	2964	9767.59	25122.60
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	111	-126	-31145.09	-118167.96
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	455	0	0.00	-299.97
COST PRICE ADJUSTMENTS	0	-2844	-117.60	-1122.17
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2638	-89	-23946.99	-103263.69
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	495	5041	-314.94	11424.51
APPRECIATION - MANUAL UPDATE	10	5442	470.07	1554.29
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TOTAL APPRECIATION	505	10483	155.13	12978.80
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	505	10483	155.13	12978.80
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	15208	98511	1012491.47	922415.70
CLOSING INVENTORY	14927	97184	1122084.11	1122084.11
PERCENT OF CHANGE	-1.7%	-1.2%	10.8%	21.6%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	11741	0	0.00	
NO COST	1	0	0.00	
NO FACTORY RECORD	373	8404	162092.91	
NO SERVICE	14	4	393.42	
MINUS ON HAND	0	0	0.00	
PHASED IN	276	196	10172.26	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1013	290	21039.40	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	31.9%			
GROSS TURNOVER RATE	13.7			
TRUE TURNOVER RATE	10.0			