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MONTHLY ANALYSIS
STORE 02 BRANCH 02 EMPIRE FORD MM/YY 04/24
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1082	73.6%	3082	34748.31	24.8%	142322.80
AUTOMATIC PHASEOUT (AP) PARTS	121	8.2%	256	14566.43	10.4%	49591.38
DEALER PHASEOUT (DP) PARTS	5	0.3%	5	95.42	0.0%	122.79
MANUAL ORDER (MO) PARTS	2	0.1%	-1	-235.62	0.0%	198.30
NON-STOCK (NS) PARTS	196	13.3%	641	86074.62	61.5%	260445.43
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	6	0.4%	5	257.76	0.1%	421.90
SOLD NOT STOCKED	57	4.1%	82	4255.64	3.2%	35569.58
TOTAL COST OF SALES	1469	100.0%	4070	139762.56	100.0%	488672.18
LOST SALES (MEMO)	0		0	0.00		253.20
CREDIT/RETURNS (MEMO)	28		55	2352.59		12304.64
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1051	9.1%	11818	103708.98	27.0%
AUTOMATIC PHASEOUT (AP) PARTS	2367	20.5%	4121	132680.43	34.5%
DEALER PHASEOUT (DP) PARTS	21	0.1%	43	1725.85	0.4%
MANUAL ORDER (MO) PARTS	5	0.0%	221	949.68	0.2%
NON-STOCK (NS) PARTS	7979	69.2%	3121	130600.21	34.0%
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	99	1.1%	256	13922.70	3.9%
TOTAL INVESTMENT	11522	100.0%	19580	383587.85	100.0%
DIRTY CORE INVENTORY	78		232	32651.00	
NEW CORE INVENTORY	91		190	16077.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1389	12.0%	12.0%	89154.44	23.2	23.2%
1-3 MONTHS	2131	18.4%	30.4%	73525.68	19.1	42.3%
4-6 MONTHS	1646	14.2%	44.6%	52501.86	13.6	55.9%
7-9 MONTHS	1182	10.2%	54.8%	27474.65	7.1	63.0%
10-12 MONTHS	1085	9.4%	64.2%	33754.41	8.7	71.7%
13-24 MONTHS	3934	34.1%	98.3%	95882.68	24.9	96.6%
25 MONTHS OR MORE	155	1.7%	100.0%	11294.13	3.4	100.0%

WIP 79,831.71 Parts

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	77	14.4%	152	4332.11	7.7%	
STOCK ORDER - BACKORDER	26	4.8%	40	1306.64	2.3%	
STOCK ORDER - CROSS SHIP	12	2.2%	21	649.85	1.1%	
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	232	43.5%	345	29969.07	53.5%	
CUSTOMER ORDER - BACKORDER	40	7.5%	51	4150.06	7.4%	
CUSTOMER ORDER - CROSS SHIP	146	27.3%	259	15568.00	27.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	533	100.0%	868	55975.73	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	267	23.9%	636	11938.47	10.8%	52412.47
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	850	76.0%	1233	97777.18	89.1%	276366.15
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%	-125.35
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	1117	100.0%	1869	109715.65	100.0%	328653.27
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	539	45.3%	2698	84618.08	54.9%	240899.36
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	451.90
STOCK ORDER - CROSS SHIP	1	0.0%	1	4.44	0.0%	157.04
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	533	44.8%	994	56649.00	36.8%	178885.11
CUSTOMER ORDER - BACKORDER	10	0.8%	12	904.79	0.5%	3821.79
CUSTOMER ORDER - CROSS SHIP	41	3.4%	95	7436.97	4.8%	43098.80
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	229.90
OTHER ORDERS	64	5.7%	89	4300.33	3.0%	37846.38
TOTAL RECEIPTS	1188	100.0%	3889	153913.61	100.0%	505390.28
PURCHASES DISCOUNT	70		296	-1567.36		-3011.47

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	601	0	0.00	0.00
DELETED PARTS	430	0	0.00	0.00
MINUS ADJUSTMENTS	81	-257	-16952.07	-23870.20
PLUS ADJUSTMENTS	100	721	10790.74	12116.73
PHYSICAL INVENTORY ADJUSTMENTS	13	-148	-1119.05	-1119.05
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	967	447	-4730.37	18260.85
COST PRICE ADJUSTMENTS	6	-520	941.25	686.17
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2198	243	-11069.50	6074.50

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1860	3381	1569.31	2892.33
APPRECIATION - MANUAL UPDATE	7	48	121.01	2.34
TOTAL APPRECIATION	1867	3429	1690.32	2894.67
FIRST PRICING - FACTORY MASTER UPDATE	2	1	42.30	42.30
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	2	1	42.30	42.30
TOTAL APPRECIATION/FIRST PRICING	1869	3430	1732.62	2936.97

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	11357	17968	373279.94	357485.69
CLOSING INVENTORY	11522	19580	383587.85	383587.85
PERCENT OF CHANGE	1.5%	9.0%	2.8%	7.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	7903	0	0.00
NO COST	71	0	0.00
NO FACTORY RECORD	414	555	18365.99
NO SERVICE	5	1	54.97
MINUS ON HAND	173	-2513	-32720.48
PHASED IN	388	141	8016.63
CONVERTED TO AUTOMATIC PHASEOUT (AP)	839	359	15297.16

BUSINESS RATIOS	
LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	10.7%
GROSS TURNOVER RATE	3.6
TRUE TURNOVER RATE	1.7