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MONTHLY ANALYSIS
STORE 01 BRANCH 01 ROESCH VOLKSWAGEN MM/YY 5/24
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2575	85.3%	19107	94726.89	56.5%	469147.59
AUTOMATIC PHASEOUT (AP) PARTS	86	2.8%	130	12114.27	7.2%	46793.92
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	57	1.8%	140	7936.25	4.7%	38095.38
NON-STOCK (NS) PARTS	262	8.6%	487	50127.56	29.9%	231735.59
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	1	0.0%	2	152.46	0.0%	549.65
SOLD NOT STOCKED	36	1.5%	39	2317.79	1.7%	5874.60
TOTAL COST OF SALES	3017	100.0%	19905	167375.22	100.0%	792196.73
LOST SALES (MEMO)	6		50	519.73		5621.65
CREDIT/RETURNS (MEMO)	38		50	2618.85		20088.52
UNUSUAL SALES (MEMO)	76		224	5561.02		28860.59
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	2217	22.0%	21179	238393.08	65.0%	
AUTOMATIC PHASEOUT (AP) PARTS	1370	13.6%	2461	82766.96	22.5%	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	58	0.5%	389	2626.42	0.7%	
NON-STOCK (NS) PARTS	6366	63.4%	379	40867.07	11.1%	
NO PHASEOUT (NP) PARTS	6	0.0%	0	0.00	0.0%	
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	
REPLACED BY HOLD (RBH) PARTS	19	0.5%	39	1919.43	0.7%	
TOTAL INVESTMENT	10036	100.0%	24447	366572.96	100.0%	
DIRTY CORE INVENTORY	3		6	3580.00		
NEW CORE INVENTORY	6		6	2480.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1320	13.1%	13.1%	105090.30	28.6	28.6%
1-3 MONTHS	2115	21.0%	34.1%	113500.11	30.9	59.5%
4-6 MONTHS	1518	15.1%	49.2%	55447.37	15.1	74.6%
7-9 MONTHS	1369	13.6%	62.8%	41482.43	11.3	85.9%
10-12 MONTHS	906	9.0%	71.8%	23686.60	6.4	92.3%
13-24 MONTHS	2575	25.6%	97.4%	22131.86	6.0	98.3%
25 MONTHS OR MORE	233	2.6%	100.0%	5234.29	1.7	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	23	16.6%	56	2575.60	9.1%	
STOCK ORDER - BACKORDER	32	23.1%	86	6569.99	23.3%	
STOCK ORDER - CROSS SHIP	2	1.4%	5	178.44	0.6%	
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	37	26.8%	37	4262.76	15.1%	
CUSTOMER ORDER - BACKORDER	40	28.9%	48	14374.55	51.0%	
CUSTOMER ORDER - CROSS SHIP	3	2.1%	6	187.86	0.6%	
EMERGENCY PURCHASES	1	0.7%	1	15.34	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	138	100.0%	239	28164.54	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	864	62.6%	3103	66346.64	46.6%	324869.15
STOCK ORDER - BACKORDER	0	0.0%	-18	-361.80	0.0%	-111.56
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-324.59
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	518	37.5%	990	76762.81	53.9%	337394.02
CUSTOMER ORDER - BACKORDER	-3	0.0%	-1	-463.80	0.0%	-5640.68
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-127.33
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	272.70
TOTAL PROCESSED ORDERS	1379	100.0%	4074	142283.85	100.0%	656331.71
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	876	57.1%	20291	99530.17	50.4%	445967.01
STOCK ORDER - BACKORDER	19	1.2%	28	2748.29	1.3%	18593.65
STOCK ORDER - CROSS SHIP	23	1.5%	44	6775.40	3.4%	19647.15
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	442	28.8%	891	55805.33	28.2%	262059.07
CUSTOMER ORDER - BACKORDER	40	2.6%	59	19905.25	10.0%	63629.74
CUSTOMER ORDER - CROSS SHIP	46	3.0%	51	9102.75	4.6%	25448.02
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	88.36
OTHER ORDERS	86	5.8%	471	3357.33	2.1%	10827.15
TOTAL RECEIPTS	1532	100.0%	21835	197224.52	100.0%	846260.15
PURCHASES DISCOUNT	40		418	1065.42		906.97

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	357	4	1240.00	3081.82
DELETED PARTS	423	0	0.00	-356.99
MINUS ADJUSTMENTS	20	-244	-4131.62	-30352.60
PLUS ADJUSTMENTS	12	1678	1679.62	22809.59
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	88	-117	-5845.05	-25260.40
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	271	4376	2839.81	4057.49
COST PRICE ADJUSTMENTS	2	-1333	-1322.41	-5042.01
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	1173	4364	-5539.65	-31063.10
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	2564	1622	515.83	12610.50
APPRECIATION - MANUAL UPDATE	3	6	-3.50	-1072.30
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TOTAL APPRECIATION	2567	1628	512.33	11538.20
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
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TOTAL APPRECIATION/FIRST PRICING	2567	1628	512.33	11538.20
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	10060	16820	340685.56	331127.47
CLOSING INVENTORY	10036	24447	366572.96	366572.96
PERCENT OF CHANGE	-0.1%	45.3%	7.6%	10.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	7019	0	0.00	
NO COST	16	1048	0.00	
NO FACTORY RECORD	125	13405	14174.02	
NO SERVICE	63	139	1724.55	
MINUS ON HAND	37	-4877	-7404.62	
PHASED IN	119	23	2758.57	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	422	156	7808.38	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.2%			
STOCK ORDER PERFORMANCE	41.0%			
GROSS TURNOVER RATE	5.8			
TRUE TURNOVER RATE	3.4			

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QOH	PART# / DESCRIPTION	DETAIL	SRC	BIN	HI	RC	AGE	ROP/BSL	LST	ENTRY	MAR	APR	MAY	YTD	PYR	COST
0	5K0-122-157-K	WATER HOSE	VNY	100	SOP		R	1	0/0	0 09/26/2022	0	0	1	1	1	42.09
1	5WA-407-621	WHEEL HUB	BNYB	100	106		R	1	0/0	0 10/29/2020	0	0	1	2	1	157.77
1	561-823-301-C	HINGE	VNY	100	249		R	1	0/0	0 12/13/2021	0	0	1	1	3	50.18
2	04E-906-455-D	VALVE	BNY	100	118		R	0	0/0	0 08/18/2022	0	0	1	2	1	95.17
1	4F0-973-703	HOUSING	BNY	100	123D		R	1	0/0	0 01/27/2023	0	0	1	2	2	7.05
0	5GM-845-011-C-NVB	GLASS	VNY	111	SOP		R	1	0/0	0 05/02/2023	0	0	1	1	1	412.29

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PHASE IN REPORT
REPORT TOTALS FOR BRANCH ROESCH VOLKSWAGEN

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-----	PARTS	PIECES	VALUE
MAKE VW VOLKSWAGEN/AUDI	6	5	405.34
=====	=====	=====	=====
GRAND TOTAL	6	5	405.34

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QOH	PART# / DESCRIPTION	DETAIL	SRC	BIN	HI	RC	AGE	ROP/BSL	LST	ENTRY	MAY	JUN	JUL	YTD	PYR	COST	
1	G-052-527-A2	TRANSM.OIL	BNNB	100	99	N	0	0/0		12/03/2019			1	1	8	36.41	
1	N-101-560-09	BOLT	BNYB	100	271	R	12	0/0		04/29/2020					6	0.21	
2	N-103-280-02	SCREW	BNYB	100	271	R	6	0/0		07/15/2023				1	1	5.93	
9	N-907-378-03	BOLT	BNYB	100	02B2	R	12	0/0		04/02/2022					27	0.25	
16	N-907-657-01	POP-RIVET	BNYB	100	02B3	R	13	0/0		10/06/2007					15	1.21	
1	N-909-305-03	BOLT	BNY	100	BOX	R	8	0/0		07/08/2023					1	1.62	
1	N-909-325-02	BOLT	BNYB	100	BOX	R	11	0/0		05/04/2021					2	2.19	
1	N-909-788-01	SEAL RING	BNYB	100	271	R	5	0/0		01/15/2020				1	2	1.66	
10	WHT-002-131-A	SCREW	BNYB	100	116	R	10	0/0		06/09/2022					0	2.63	
1	WHT-006-482	SEAL RING	BNYB	100	116D	R	3	0/0		02/14/2019				1	3	2.45	
1	5GM-012-115-L	TOOL BOX	VNY	100	231	R	7	0/0		04/24/2023					3	21.00	
1	17A-035-710	SPEAKER	VNY	100	231	R	7	0/0		11/18/2022					2	6.40	
0	000-098-710-A	AERIALWIRE	BNYB	100	SOP	R	1	0/0		06/07/2022	3			3	2	43.05	
1	03G-103-153-E	FLANGE	BNY	100	233	R	9	0/0		07/07/2023					2	80.25	
1	06C-103-485-P	COVER	BNY	100	103D	R	6	0/0		04/17/2018					4	23.39	
2	03L-109-244-G	ROLLER	BNYB	100	05B4	R	2	0/0		08/13/2018				0	6	60.22	
1	06D-117-070	GASKET	BNY	100	05D3	R	4	0/0		02/20/2020				1	2	18.42	
1	5Q0-121-251-GR	RADIATOR	BNY	100	276	R	10	0/0		06/26/2019					2	179.52	
1	06F-121-273-A	RUBB MOUNT	BNY	100	104D	R	7	0/0		07/14/2023					2	20.00	
2	06K-121-492-F	PIPE	BNY	100	06B2	R	9	0/0		10/06/2022					4	25.14	
2	1F0-129-620	AIRFILTER	BNNB	100	101	N	9	0/0		11/02/2013					3	21.99	
2	059-131-797-H	GASKET	BNY	100	270	R	2	0/0		05/13/2022	0			0	1	2.80	
1	03G-145-535-F	SUPPORT	BNY	100	237	R	11	0/0		06/23/2020					2	18.50	
1	03L-145-535-D	SUPPORT	BNY	100	104	R	10	0/0		10/17/2019					3	21.68	
1	03L-145-771	OIL PIPE	BNY	100	237	R	9	0/0		06/23/2020					2	67.16	
1	03L-145-771-BF	PIPE	VNY	100	237	R	10	0/0		10/04/2019					3	16.66	
1	06K-145-778-AS	OIL PIPE	BNYB	100	104	R	12	0/0		06/03/2022					4	21.71	
0	5Q0-253-115-C	GASKET	BNYB	100	SOP	R	0	0/0		05/31/2022	1			1	1	4.46	
0	5WA-253-725	CLIP	BNY	100	SOP	R	0	0/0		05/31/2022	1			1	1	7.52	
2	5QM-413-031-E	SHOCK ABS	VNY	100	218	R	7	0/0		05/31/2023					3	130.90	
1	5Q0-601-027-BJ-03C	WHEEL DISC	BNY	100	265	R	7	0/0		11/08/2022					3	49.00	
1	1K0-615-312-F	SHIELD	BNY	100	239	R	3	0/0		03/27/2023				1	2	41.31	
1	17A-805-915--9B9	RETAINER	VNYV	100	300	R	7	0/0		06/18/2019					7	102.13	
1	5K0-805-977	WHEEL HOUS	VNY	100	206	R	11	0/0		02/25/2021					2	55.12	
0	1Q0-807-217-G-GRU	COVER	VNY	100	SOP	R	0	0/0		06/01/2022			1	1		416.46	
1	561-807-217-D-GRU	COVER	VNY	100	300	R	6	0/0		04/14/2016					6	315.19	
1	5GM-807-241--GRU	CAP	VNY	100	111D	R	5	0/0		08/06/2022					1	2	21.01
1	561-807-421-L-GRU	COVER	VNY	100	300	R	5	0/0		03/18/2021					1	2	528.41
1	11K-807-433--9B9	SPOILER	VNY	100	300	R	6	0/0		02/07/2023					2	305.67	
1	17A-807-568-C-9B9	RDIFFUSOR	VNY	100	263	R	5	0/0		02/06/2023				1	2	55.55	
1	3C0-807-645-A-GRU	STRIP	VNY	100	247	R	6	0/0		05/18/2022					0	21.56	
2	5NA-821-142-B	BRACKET	VNY	100	248	R	5	0/0		08/30/2022					3	7.97	
1	5NA-821-430-A	SUPPORT	VNY	100	248	R	5	0/0		12/30/2022					1	2	9.77
2	561-823-302-C	HINGE	VNY	100	249	R	5	0/0		04/23/2018				0	3	50.18	
1	7E1-823-533--9B9	HANDLE	VNY	100	112D	R	7	0/0		03/13/2020					2	37.47	
1	5C0-825-237-B	BAFFLE	VNY	100	278	R	4	0/0		04/03/2018					1	3	79.80
1	11A-827-506	LATCH	BNY	100	112	R	6	0/0		07/13/2023					2	42.63	
1	5GM-837-477-B-5AP	SEAL	VNY	100	263	R	8	0/0		05/25/2022					0	85.66	
1	561-839-901-A-041	TRIM	VNY	100	255	R	3	0/0		12/07/2021					1	1	80.40
1	17A-853-651-L-LDB	GRILLE	VNY	100	285	R	11	0/0		01/06/2022					5	240.00	
1	5G0-853-675-AC-JZQ	NAME PLATE	VNY	100	113D	R	10	0/0		07/28/2022					3	43.49	
1	5NN-853-842-A-041	MOLDING	VNY	100	259	R	6	0/0		07/13/2021					2	93.61	
1	1S0-857-561--95T	BRACKET	VNY	100	114D	R	3	0/0		09/13/2022					1	2	8.64
1	5G0-857-561-B-RM5	BRACKET	VNYV	100	114D	R	7	0/0		12/10/2018					2	10.27	

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QOH	PART# / DESCRIPTION	DETAIL	SRC	BIN	HI	RC	AGE	ROP/BSL	LST	ENTRY	MAY	JUN	JUL	YTD	PYR	COST
1	3CN-857-739-B-MNB	BUCKLE	VNY	100	115	R	9	0/0		06/21/2023					3	5.08
6	1H5-863-849-A-01C	CLIP	BNYB	100	114D	R	12	0/0		09/28/1998					11	5.13
1	8D9-877-781-A-01C	BOOT	BNY	100	262	R	10	0/0		05/26/2023					2	16.98
1	8D9-877-782-A-01C	BOOT	BNY	100	262	R	10	0/0		05/26/2023					2	18.47
1	3CN-885-249-C-82V	TRIM	VNYV	100	116	R	9	0/0		03/12/2022					3	10.42
0	03H-903-026-A	ALTERNATOR	VNY	100	SOP	R	0	0/0		05/19/2022			1	1		135.12
1	5G0-905-354-A	COVER	VNY	100	118D	R	11	0/0		09/16/2021					2	5.89
1	03L-906-051-D	SENSOR	BNYB	100	118D	R	10	0/0		07/17/2023					2	109.84
2	076-906-051-B	SENSOR	BNYB	100	118D	R	10	0/0		09/14/2019					5	91.32
1	06K-919-081-B	SWITCH	BNY	100	119D	R	5	0/0		09/21/2017				1	3	23.31
1	3CN-927-902-D	HARNESS	VNY	100	269	R	10	0/0		07/10/2023					2	77.51
1	17A-945-096-A	TAIL LIGHT	VNY	100	280	R	6	0/0		02/12/2019					4	125.00
1	5C6-945-105-B	REFLECTOR	VNY	100	267	R	11	0/0		01/11/2022					2	34.00
1	5NA-945-106-A	REFLECTOR	VNYV	100	120	R	6	0/0		08/13/2018				1	5	26.30
1	17A-945-311-A	TRIM	VNY	100	267	R	5	0/0		07/11/2023				1	2	46.07
1	5NA-949-101-A	TURN SIGNAL	VNY	100	121	R	10	0/0		09/03/2021					2	37.99
1	1K0-951-253-A	RELAY	BNY	100	121D	R	5	0/0		05/16/2023				1	3	10.67
1	5N0-959-340-D	SENSOR	VNY	100	122D	R	11	0/0		05/13/2022					1	16.33
1	1EA-959-442-E-KVQ	BUTTON SET	VNYV	100	122	R	0	0/0		06/29/2023	0		1	1	1	129.54
1	561-959-839-C-3Q7	BUTTON	VNY	100	123D	R	4	0/0		08/04/2020				1	5	105.79
2	4D0-971-994	HOUSING	BNYB	100	123D	R	11	0/0		11/30/2021					5	5.43
1	7N0-972-704	HOUSING	BNY	100	123D	R	9	0/0		07/24/2023					2	5.43
1	4H0-973-714	HOUSING	BNYB	100	123D	R	8	0/0		11/23/2020					8	5.43
2	000-979-016-E	WIRE SET	BNYB	100	1978	R	10	0/0		07/07/2022					5	19.92
2	000-979-141-E	WIRE SET	BNYB	100	1978	R	10	0/0		01/15/2018					7	20.48
1	000-979-150-EA	WIRES	BNYB	100	1978	R	3	0/0		04/23/2015				1	7	26.42
1	5Q0-980-546-A	CAMERA	BNYB	100	123D	R	4	0/0		06/09/2023				1	1	531.17
1	1J0-127-401-A	FUELFILTER	BNN	101	05G4	N	12	0/0		01/27/2000					3	20.32
1	5QF-317-019-B	OIL COOLER	BNYB	111	276	R	5	0/0		08/24/2023					1	438.83
1	7P6-854-820-B-9B9	COVER	VNY	111	SOP	R	2	0/0		12/12/2022				0	1	249.09
1	3CN-857-508-AM-9B9	HOUSING	VNY	111	SOP	R	11	0/0		06/08/2023					2	294.00
1	3CN-857-705-F-RAA	SEAT BELT	VYY	111	RT200	R	11	0/0		02/11/2021					4	221.20
1	3C8-807-184-C	PIECE	VNY	112	246	R	11	0/0		06/16/2022					2	14.99
0	B-000-750-1M-DSP	BRAKEFLUID	BNNB	500	99	N	13	0/0		06/06/2023						4.64
5	V-AS6-189	AIRCO CLEA		500	99		3	0/0		01/20/2012				1	2	20.11
0	VWT-OPT-IER-AU-G17	FUEL BROCH	06J	500	99		3	0/0		10/09/2017				0	5	0.01
2	068-115-561-B	OIL FILTER	BNYB	500	03F2	R	1	0/0		11/01/1982	0			0	0	10.42

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PHASE OUT REPORT
REPORT TOTALS FOR BRANCH ROESCH VOLKSWAGEN

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MAKE VW VOLKSWAGEN/AUDI	91	138	6456.63
=====	=====	=====	=====
GRAND TOTAL	91	138	6456.63