

MONTHLY ANALYSIS
STORE 01 BRANCH 01 MB OF BAKERSFIELD MM/YY 10/24
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5751	90.3%	13016	278897.64	64.5%	2589846.12
AUTOMATIC PHASEOUT (AP) PARTS	47	0.7%	72	17238.51	3.9%	85158.77
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	428	6.7%	686	125950.63	29.1%	1014583.84
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	12	0.1%	15	558.22	0.1%	3772.72
SOLD NOT STOCKED	126	2.2%	190	9707.87	2.4%	65529.22
TOTAL COST OF SALES	6364	100.0%	13979	432352.87	100.0%	3758890.67
LOST SALES (MEMO)	209		252	47657.25		639421.55
CREDIT/RETURNS (MEMO)	13		23	648.50		22934.15
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	8122	14.3%	27356	541402.21	88.5%
AUTOMATIC PHASEOUT (AP) PARTS	10621	18.7%	3426	51847.97	8.4%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	37818	66.8%	79	16572.95	2.7%
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	17	0.2%	30	1357.45	0.4%
TOTAL INVESTMENT	56578	100.0%	30891	611180.58	100.0%
DIRTY CORE INVENTORY	90		133	12005.00	
NEW CORE INVENTORY	79		118	7780.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2010	3.5%	3.5%	290549.06	47.5	47.5%
1-3 MONTHS	2880	5.0%	8.5%	157646.47	25.7	73.2%
4-6 MONTHS	2340	4.1%	12.6%	63883.55	10.4	83.6%
7-9 MONTHS	2055	3.6%	16.2%	33338.08	5.4	89.0%
10-12 MONTHS	1574	2.7%	18.9%	29285.99	4.7	93.7%
13-24 MONTHS	5701	10.0%	28.9%	15820.67	2.5	96.2%
25 MONTHS OR MORE	40018	71.1%	100.0%	20656.76	3.8	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	264	28.5%	1328	53631.71	25.6%	
STOCK ORDER - BACKORDER	12	1.2%	18	1518.04	0.7%	
STOCK ORDER - CROSS SHIP	6	0.6%	12	405.70	0.1%	
SUPPLEMENTAL ORDER	11	1.1%	15	2349.87	1.1%	
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	612	66.0%	1024	143180.87	68.6%	
CUSTOMER ORDER - BACKORDER	2	0.2%	2	213.50	0.1%	
CUSTOMER ORDER - CROSS SHIP	19	2.0%	22	7394.26	3.5%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	926	100.0%	2421	208693.95	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	967	48.5%	7199	140998.45	41.3%	1225468.81
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	1024	51.4%	1527	200210.91	58.6%	1665404.19
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	1991	100.0%	8726	341209.36	100.0%	2890873.00
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1175	48.6%	11882	245755.92	54.9%	2180658.70
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	278.91
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	975	40.4%	1556	189907.48	42.4%	1634456.16
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	263	11.0%	416	11566.42	2.7%	76118.23
TOTAL RECEIPTS	2413	100.0%	13854	447229.82	100.0%	3891512.00
PURCHASES DISCOUNT	66		1039	3347.10		21459.13

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	390	1	129.95	1939.83
DELETED PARTS	163	0	0.00	-142.04
MINUS ADJUSTMENTS	105	-923	-21810.05	-145874.48
PLUS ADJUSTMENTS	106	493	10864.29	111654.49
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	98	-246	-11228.50	-181616.61
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1783	1430	22023.59	31223.99
COST PRICE ADJUSTMENTS	24	-1571	-3700.90	-23983.93
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2669	-816	-3721.62	-206798.75

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	85	945	209.10	13516.51
APPRECIATION - MANUAL UPDATE	17	881	-831.20	-3651.78
TOTAL APPRECIATION	102	1826	-622.10	9864.73
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	102	1826	-622.10	9864.73

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	56323	30261	597300.25	655668.14
CLOSING INVENTORY	56578	30891	611180.58	611180.58
PERCENT OF CHANGE	0.5%	2.1%	2.3%	-6.7%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	53838	0	0.00
NO COST	44	4	0.00
NO FACTORY RECORD	666	6757	18467.73
NO SERVICE	930	55	3800.77
MINUS ON HAND	279	-5975	-93537.42
PHASED IN	6	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	10469	46	7904.74

BUSINESS RATIOS	
LEVEL OF SERVICE	85.4%
STOCK ORDER PERFORMANCE	32.6%
GROSS TURNOVER RATE	7.0
TRUE TURNOVER RATE	4.1