

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	5979	94.2%	10844	202785.40	74.8%	1908424.99
AUTOMATIC PHASEOUT (AP) PARTS	27	0.4%	37	2559.07	0.9%	81856.02
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	322	5.0%	505	65152.57	24.0%	630303.31
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	0	0.0%	0	0.00	0.0%	0.00
SOLD NOT STOCKED	18	0.4%	18	359.72	0.3%	1703.81
<b>TOTAL COST OF SALES</b>	<b>6346</b>	<b>100.0%</b>	<b>11404</b>	<b>270856.76</b>	<b>100.0%</b>	<b>2622288.13</b>
LOST SALES (MEMO)	2		6	30.48		383.01
CREDIT/RETURNS (MEMO)	14		14	1676.81		21622.70
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2465	22.8%	8390	222768.20	85.6%
AUTOMATIC PHASEOUT (AP) PARTS	849	7.8%	586	15416.09	5.9%
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	7455	69.2%	253	21815.45	8.3%
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	1	0.2%	0	0.00	0.2%
<b>TOTAL INVESTMENT</b>	<b>10770</b>	<b>100.0%</b>	<b>9229</b>	<b>259999.74</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	14		30	12450.00	
NEW CORE INVENTORY	0		0	0.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1285	11.9%	11.9%	122120.72	46.9	46.9%
1-3 MONTHS	2250	20.8%	32.7%	76263.83	29.3	76.2%
4-6 MONTHS	1863	17.2%	49.9%	31136.33	11.9	88.1%
7-9 MONTHS	1346	12.4%	62.3%	21358.50	8.2	96.3%
10-12 MONTHS	986	9.1%	71.4%	1985.65	0.7	97.0%
13-24 MONTHS	2821	26.1%	97.5%	2878.75	1.1	98.1%
25 MONTHS OR MORE	219	2.5%	100.0%	4255.96	1.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	186	33.0%	902	26618.98	38.2%	
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	376	66.9%	514	43017.57	61.7%	
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	562	100.0%	1416	69636.55	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	871	68.5%	5618	143747.31	58.5%	1177435.11
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	400	31.4%	823	101606.86	41.4%	1066233.32
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	1271	100.0%	6441	245354.17	100.0%	2243668.43
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1094	59.0%	10380	195803.43	62.9%	1675728.11
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	480.14
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%	31.30
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	735	39.6%	992	113797.79	36.6%	1078105.79
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	25	1.4%	26	1204.47	0.5%	6238.87
TOTAL RECEIPTS	1854	100.0%	11398	310805.69	100.0%	2760584.21
PURCHASES DISCOUNT	76		147	1253.51		3938.96

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	375	0	0.00	104.83
DELETED PARTS	407	0	0.00	0.00
MINUS ADJUSTMENTS	17	-105	-8161.04	-57339.82
PLUS ADJUSTMENTS	8	490	6264.45	69508.73
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	158	-213	-21322.15	-156827.41
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	904	121	-7461.23	-8498.55
COST PRICE ADJUSTMENTS	0	-939	-596.98	-6025.34
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1869	-646	-31276.95	-159077.56

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	2964	1500	58673.30	494693.25
APPRECIATION - MANUAL UPDATE	4	193	-56077.73	-491886.50
TOTAL APPRECIATION	2968	1693	2595.57	2806.75
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	2968	1693	2595.57	2806.75

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	10794	8941	247453.55	273856.51
CLOSING INVENTORY	10770	9229	259999.74	259999.74
PERCENT OF CHANGE	-0.1%	3.2%	5.1%	-5.0%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	9224	0	0.00
NO COST	10	0	0.00
NO FACTORY RECORD	407	672	10877.29
NO SERVICE	0	0	0.00
MINUS ON HAND	363	-893	-51277.03
PHASED IN	72	23	2486.41
CONVERTED TO AUTOMATIC PHASEOUT (AP)	406	87	3647.37

BUSINESS RATIOS	
LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	44.9%
GROSS TURNOVER RATE	11.6
TRUE TURNOVER RATE	7.5