

MONTHLY ANALYSIS
STORE 01 BRANCH 01 PIEHL MOTORS MM/YY 02/20
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	974	62.8%	1442	20790.14	22.1%	43724.73
AUTOMATIC PHASEOUT (AP) PARTS	114	7.3%	174	10851.94	11.5%	18981.93
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	24	1.5%	25	1879.59	2.0%	4234.51
NON-STOCK (NS) PARTS	199	12.8%	406	37776.78	40.2%	83927.87
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	0.3%	14	66.65	0.0%	269.62
SOLD NOT STOCKED	233	15.3%	324	22428.31	24.2%	41621.75
TOTAL COST OF SALES	1550	100.0%	2385	93793.41	100.0%	192760.41
LOST SALES (MEMO)	33		37	1635.01		4701.13
CREDIT/RETURNS (MEMO)	16		20	2967.81		4031.23
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1423	15.9%	5143	76591.26	28.5%
AUTOMATIC PHASEOUT (AP) PARTS	2276	25.4%	10437	129472.73	48.3%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	28	0.3%	55	4316.90	1.6%
NON-STOCK (NS) PARTS	5079	56.8%	1410	48098.47	17.9%
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	123	1.6%	327	9525.38	3.7%
TOTAL INVESTMENT	8929	100.0%	17372	268004.74	100.0%
DIRTY CORE INVENTORY	62		106	12813.00	
NEW CORE INVENTORY	67		81	4474.50	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1406	15.7%	15.7%	35712.86	13.3	13.3%
1-3 MONTHS	3536	39.6%	55.3%	57511.23	21.4	34.7%
4-6 MONTHS	1665	18.6%	73.9%	33898.52	12.6	47.3%
7-9 MONTHS	341	3.8%	77.7%	22941.88	8.5	55.8%
10-12 MONTHS	287	3.2%	80.9%	19088.70	7.1	62.9%
13-24 MONTHS	589	6.5%	87.4%	37529.55	14.0	76.9%
25 MONTHS OR MORE	1105	12.6%	100.0%	61322.00	23.1	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	14	13.3%	19	229.89	3.5%	
STOCK ORDER - BACKORDER	18	17.1%	31	1135.91	17.5%	
STOCK ORDER - CROSS SHIP	18	17.1%	37	1795.44	27.7%	
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	32	30.4%	39	1422.29	21.9%	
CUSTOMER ORDER - BACKORDER	3	2.8%	3	357.25	5.5%	
CUSTOMER ORDER - CROSS SHIP	20	19.0%	27	1527.26	23.6%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	105	100.0%	156	6468.04	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	381	53.7%	1077	17997.93	35.2%	41322.84
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	328	46.2%	468	33007.68	64.7%	75412.57
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	709	100.0%	1545	51005.61	100.0%	116735.41
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	421	35.9%	1068	22205.22	22.0%	43818.06
STOCK ORDER - BACKORDER	1	0.0%	2	83.88	0.0%	354.97
STOCK ORDER - CROSS SHIP	67	5.7%	269	5804.56	5.7%	11406.86
SUPPLEMENTAL ORDER	51	4.3%	65	12558.49	12.4%	23553.21
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	255	21.7%	391	19508.24	19.3%	45707.14
CUSTOMER ORDER - BACKORDER	1	0.0%	1	40.21	0.0%	1750.02
CUSTOMER ORDER - CROSS SHIP	100	8.5%	137	16918.35	16.7%	30225.41
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	275	23.9%	525	23799.46	23.9%	44723.10
TOTAL RECEIPTS	1171	100.0%	2458	100918.41	100.0%	201538.77
PURCHASES DISCOUNT	13		28	-111.32		-203.39

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	887	5	962.40	962.40
DELETED PARTS	1377	0	0.00	0.00
MINUS ADJUSTMENTS	161	-369	-8036.05	-8365.56
PLUS ADJUSTMENTS	33	85	1042.70	1549.13
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	143	-1	-131.34	754.02
COST PRICE ADJUSTMENTS	10	4	117.88	264.69
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2611	-276	-6044.41	-4835.32

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	227	123	496.37	4315.41
APPRECIATION - MANUAL UPDATE	5	2	1.84	7.14
TOTAL APPRECIATION	232	125	498.21	4322.55
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	232	125	498.21	4322.55

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	9379	17557	269409.59	260731.98
CLOSING INVENTORY	8929	17372	268004.74	268004.74
PERCENT OF CHANGE	-4.7%	-1.0%	-0.4%	2.8%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	4996	0	0.00
NO COST	64	0	0.00
NO FACTORY RECORD	289	4897	16940.96
NO SERVICE	20	100	522.46
MINUS ON HAND	20	-28	-6899.26
PHASED IN	30	25	491.92
CONVERTED TO AUTOMATIC PHASEOUT (AP)	292	62	2941.86

BUSINESS RATIOS	
LEVEL OF SERVICE	97.6%
STOCK ORDER PERFORMANCE	21.4%
GROSS TURNOVER RATE	4.3
TRUE TURNOVER RATE	1.1