

MONTHLY ANALYSIS

STORE 01 BRANCH 01 JUPITER CHEV OLDS PA MM/YY 8/20

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	8408	58.4%	12447	388180.02	46.8%	2659259.20
AUTOMATIC PHASEOUT (AP) PARTS	459	3.1%	562	38021.94	4.5%	221097.63
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	538	3.7%	5918	24790.43	2.9%	201446.61
NON-STOCK (NS) PARTS	4672	32.5%	5711	339452.47	40.9%	2308424.78
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	4	0.0%	4	419.23	0.0%	2282.97
SOLD NOT STOCKED	292	2.3%	473	37985.42	4.9%	264068.86
TOTAL COST OF SALES	14373	100.0%	25115	828849.51	100.0%	5656580.05
LOST SALES (MEMO)	3		3	53.19		11523.94
CREDIT/RETURNS (MEMO)	1946		2095	144479.75		526644.60
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	7052	19.1%	20554	388695.66	44.8%	
AUTOMATIC PHASEOUT (AP) PARTS	4127	11.2%	6097	198877.43	22.9%	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	46	0.1%	3504	14837.18	1.7%	
NON-STOCK (NS) PARTS	25544	69.3%	4522	257978.24	29.7%	
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	51	0.3%	67	5937.52	0.9%	
TOTAL INVESTMENT	36820	100.0%	34744	866326.03	100.0%	
DIRTY CORE INVENTORY	175		233	21194.75		
NEW CORE INVENTORY	170		230	30912.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	8592	23.3%	23.3%	251185.30	28.9	28.9%
1-3 MONTHS	12612	34.2%	57.5%	268301.75	30.9	59.8%
4-6 MONTHS	7493	20.3%	77.8%	111892.98	12.9	72.7%
7-9 MONTHS	3693	10.0%	87.8%	73982.54	8.5	81.2%
10-12 MONTHS	2792	7.5%	95.3%	53995.62	6.2	87.4%
13-24 MONTHS	1095	2.9%	98.2%	72843.29	8.4	95.8%
25 MONTHS OR MORE	543	1.8%	100.0%	34124.55	4.2	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	733	42.2%	1147	49055.07	36.3%	
STOCK ORDER - BACKORDER	60	3.4%	96	3408.75	2.5%	
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	891	51.3%	1121	76227.15	56.4%	
CUSTOMER ORDER - BACKORDER	52	2.9%	135	6324.09	4.6%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	1736	100.0%	2499	135015.06	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2873	47.0%	4961	156885.23	41.6%	1269068.49
STOCK ORDER - BACKORDER	-10	0.0%	0	0.00	0.0%	-101.62
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	3259	53.3%	3833	220129.82	58.3%	1531191.89
CUSTOMER ORDER - BACKORDER	-18	0.0%	0	0.00	0.0%	-793.49
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	0.0%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	6104	100.0%	8794	377015.05	100.0%	2799365.27
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	6049	59.6%	15492	370066.71	52.3%	2780389.75
STOCK ORDER - BACKORDER	14	0.1%	25	724.15	0.1%	10474.70
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	49.94
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	3397	33.4%	3996	233953.01	33.0%	1622024.31
CUSTOMER ORDER - BACKORDER	11	0.1%	15	370.45	0.0%	6430.87
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	676	6.8%	990	102124.98	14.6%	695927.43
TOTAL RECEIPTS	10147	100.0%	20518	707239.30	100.0%	5115297.00
PURCHASES DISCOUNT	529		6622	5335.98		-180239.84

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	4249	26	260.47	4758.30
DELETED PARTS	2316	-1	0.00	0.00
MINUS ADJUSTMENTS	1365	-1914	-99274.99	-182622.12
PLUS ADJUSTMENTS	417	17474	52833.66	94874.55
PHYSICAL INVENTORY ADJUSTMENTS	2255	-24662	38781.73	38781.73
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	13544	-365	54729.99	131830.20
COST PRICE ADJUSTMENTS	4350	3539	126193.61	826738.66
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	28496	-5903	173524.47	914361.32
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	163	104	713.35	18708.35
APPRECIATION - MANUAL UPDATE	106	3477	67.30	-4619.00
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TOTAL APPRECIATION	269	3581	780.65	14089.35
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	4	24	421.95	470.60
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TOTAL FIRST PRICING	4	24	421.95	470.60
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TOTAL APPRECIATION/FIRST PRICING	273	3605	1202.60	14559.95
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	34887	48781	807779.34	656730.06
CLOSING INVENTORY	36820	34744	866326.03	866326.03
PERCENT OF CHANGE	5.5%	-28.7%	7.2%	31.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	26291	0	0.00	
NO COST	63	2449	0.00	
NO FACTORY RECORD	7717	3703	5233.52	
NO SERVICE	79	54	2712.79	
MINUS ON HAND	1423	-2082	-106029.10	
PHASED IN	469	49	17446.82	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1384	222	15476.42	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.7%			
STOCK ORDER PERFORMANCE	22.4%			
GROSS TURNOVER RATE	11.1			
TRUE TURNOVER RATE	5.1			

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PHASE OUT REPORT
REPORT TOTALS FOR BRANCH JUPITER CHEV OLDS PA

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	PARTS	PIECES	VALUE
----- MAKE GM GENERAL MOTORS	1373	221	15979.20
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GRAND TOTAL	1373	221	15979.20