

## SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2260	78.8%	5336	128575.79	53.9%	1023421.06
AUTOMATIC PHASEOUT (AP) PARTS	141	4.9%	205	15151.90	6.3%	100327.80
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	525.67
MANUAL ORDER (MO) PARTS	72	2.5%	183	732.00	0.3%	5027.96
NON-STOCK (NS) PARTS	391	13.6%	821	93815.98	39.3%	770432.61
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	1	0.2%	1	84.16	0.2%	84.16
TOTAL COST OF SALES	2865	100.0%	6546	238359.83	100.0%	1899819.26
LOST SALES (MEMO)	38		38	1471.83		7943.39
CREDIT/RETURNS (MEMO)	56		87	3687.82		36745.81
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	2896	14.5%	21637	313467.48	54.4%	
AUTOMATIC PHASEOUT (AP) PARTS	1235	6.2%	6853	123753.21	21.4%	
DEALER PHASEOUT (DP) PARTS	30	0.1%	5	623.35	0.1%	
MANUAL ORDER (MO) PARTS	2	0.0%	231	1119.99	0.1%	
NON-STOCK (NS) PARTS	15751	79.0%	2768	137148.67	23.8%	
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	0	0.2%	0	0.00	0.2%	
TOTAL INVESTMENT	19914	100.0%	31494	576112.70	100.0%	
DIRTY CORE INVENTORY	48		101	17214.00		
NEW CORE INVENTORY	56		106	6473.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1895	9.5%	9.5%	178294.20	30.9	30.9%
1-3 MONTHS	3944	19.8%	29.3%	125014.47	21.6	52.5%
4-6 MONTHS	1798	9.0%	38.3%	46095.05	8.0	60.5%
7-9 MONTHS	2211	11.1%	49.4%	95286.68	16.5	77.0%
10-12 MONTHS	4125	20.7%	70.1%	81278.92	14.1	91.1%
13-24 MONTHS	4334	21.7%	91.8%	41355.85	7.1	98.2%
25 MONTHS OR MORE	1607	8.2%	100.0%	8787.53	1.8	100.0%

## SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	64	28.8%	164	4716.16	12.3%	
STOCK ORDER - BACKORDER	35	15.7%	50	7403.59	19.3%	
STOCK ORDER - CROSS SHIP	47	21.1%	192	6464.82	16.9%	
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	18	8.1%	56	4822.05	12.6%	
CUSTOMER ORDER - BACKORDER	4	1.8%	11	974.94	2.5%	
CUSTOMER ORDER - CROSS SHIP	54	24.3%	79	13826.02	36.1%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	222	100.0%	552	38207.58	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1153	68.0%	3325	125564.86	60.3%	810161.47
STOCK ORDER - BACKORDER	1	0.0%	0	0.00	0.0%	-162.05
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1070.75
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	541	31.9%	834	82575.37	39.6%	784623.21
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%	-197.42
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	19.48
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	1695	100.0%	4159	208140.23	100.0%	1593373.94
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1167	54.3%	4072	154346.86	54.7%	820480.12
STOCK ORDER - BACKORDER	74	3.4%	90	10106.52	3.5%	89962.79
STOCK ORDER - CROSS SHIP	110	5.1%	476	9378.95	3.3%	106732.77
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	402	18.7%	666	56829.90	20.1%	477985.61
CUSTOMER ORDER - BACKORDER	7	0.3%	21	1900.11	0.6%	15294.90
CUSTOMER ORDER - CROSS SHIP	162	7.5%	234	26358.91	9.3%	292078.12
EMERGENCY PURCHASES	140	6.5%	175	13338.77	4.7%	99731.81
OTHER ORDERS	86	4.2%	530	9653.14	3.8%	94819.65
TOTAL RECEIPTS	2148	100.0%	6264	281913.16	100.0%	1997085.77
PURCHASES DISCOUNT	53		146	3812.08		4219.81

10/08/2020

## MONTHLY ANALYSIS

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STORE 01 BRANCH 01 ONTARIO MOTOR SALES MM/YY 09/20

PAGE 3

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1012	1	10.32	111.62
DELETED PARTS	889	0	0.00	-65.35
MINUS ADJUSTMENTS	28	-92	-16649.46	-195933.90
PLUS ADJUSTMENTS	11	30	650.45	36830.59
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	44	-65	-4403.23	-49217.15
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	818	54	1460.23	-6738.63
COST PRICE ADJUSTMENTS	19	55	-1602.83	-18611.54
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2821	-17	-20534.52	-233624.36
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	10	12	-1110.07	5642.96
APPRECIATION - MANUAL UPDATE	17	43	-676.36	-22.86
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TOTAL APPRECIATION	27	55	-1786.43	5620.10
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FIRST PRICING - FACTORY MASTER UPDATE	4	0	0.00	136.84
FIRST PRICING - MANUAL UPDATE	3	0	0.00	0.00
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TOTAL FIRST PRICING	7	0	0.00	136.84
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TOTAL APPRECIATION/FIRST PRICING	34	55	-1786.43	5756.94
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	19792	31858	551315.94	702741.50
CLOSING INVENTORY	19914	31494	576112.70	576112.70
PERCENT OF CHANGE	0.6%	-1.0%	4.5%	-17.9%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	15909	0	0.00	
NO COST	771	100	0.00	
NO FACTORY RECORD	3089	12364	83760.82	
NO SERVICE	159	0	0.00	
MINUS ON HAND	35	-110	-4089.53	
PHASED IN	186	1843	12588.84	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	328	1218	9042.84	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	94.3%			
STOCK ORDER PERFORMANCE	42.6%			
GROSS TURNOVER RATE	4.5			
TRUE TURNOVER RATE	2.4			