

11/16/2020

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MONTHLY ANALYSIS

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STORE 01 BRANCH 01 DENOYER CHEVROLET MM/YY 10/20

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7001	79.1%	15255	365405.56	56.8%	3158407.39
AUTOMATIC PHASEOUT (AP) PARTS	258	2.9%	301	33805.12	5.2%	328541.76
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	15	0.1%	28	2510.83	0.3%	19157.18
NON-STOCK (NS) PARTS	1148	12.9%	1787	203640.25	31.6%	1579203.54
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	5	0.0%	11	258.36	0.0%	3179.34
SOLD NOT STOCKED	423	5.0%	656	37584.98	6.1%	422817.19
TOTAL COST OF SALES	8850	100.0%	18038	643205.10	100.0%	5511306.40
LOST SALES (MEMO)	0		0	0.00		1309.74
CREDIT/RETURNS (MEMO)	290		303	24012.19		210508.08
UNUSUAL SALES (MEMO)	0		0	0.00		1000.10

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	5896	24.3%	18991	549645.91	59.7%
AUTOMATIC PHASEOUT (AP) PARTS	2771	11.4%	5201	211120.46	22.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	4	0.0%	331	1730.36	0.1%
NON-STOCK (NS) PARTS	15507	64.1%	2625	154876.29	16.8%
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	13	0.2%	49	2356.63	0.5%
TOTAL INVESTMENT	24191	100.0%	27197	919729.65	100.0%
DIRTY CORE INVENTORY	229		438	32759.00	
NEW CORE INVENTORY	401		509	40556.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	5020	20.7%	20.7%	313113.41	34.0	34.0%
1-3 MONTHS	7113	29.4%	50.1%	260160.34	28.2	62.2%
4-6 MONTHS	4529	18.7%	68.8%	126404.36	13.7	75.9%
7-9 MONTHS	3985	16.4%	85.2%	91929.95	9.9	85.8%
10-12 MONTHS	2810	11.6%	96.8%	61356.59	6.6	92.4%
13-24 MONTHS	711	2.9%	99.7%	61943.13	6.7	99.1%
25 MONTHS OR MORE	23	0.3%	100.0%	4821.87	0.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	216	48.8%	391	16747.48	32.6%	
STOCK ORDER - BACKORDER	94	21.2%	163	8432.30	16.4%	
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	92	20.8%	105	16511.43	32.1%	
CUSTOMER ORDER - BACKORDER	40	9.0%	48	9674.27	18.8%	
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	0.1%	
TOTAL OUTSTANDING ORDERS	442	100.0%	707	51365.48	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3450	67.8%	6058	233147.41	50.1%	1913236.08
STOCK ORDER - BACKORDER	0	0.0%	-9	-104.23	0.0%	-7706.68
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	1637	32.1%	2099	232265.03	49.9%	1870864.29
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-5144.31
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	0.0%	0.00
TOTAL PROCESSED ORDERS	5087	100.0%	8148	465308.21	100.0%	3771249.38
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3128	50.7%	11655	232969.05	34.7%	1881161.57
STOCK ORDER - BACKORDER	463	7.5%	805	49726.76	7.4%	425026.39
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	4.60
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	1773	28.7%	2648	284781.31	42.5%	2168510.84
CUSTOMER ORDER - BACKORDER	376	6.0%	542	64603.20	9.6%	533667.41
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	424	7.1%	657	37883.78	5.8%	431745.19
TOTAL RECEIPTS	6164	100.0%	16307	669964.10	100.0%	5440116.00
PURCHASES DISCOUNT	13		15	707.39		2329.17

MONTHLY ANALYSIS

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10/26/2020

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SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	2766	30	1135.58	9348.56
DELETED PARTS	2493	-742	-48576.00	-171066.04
MINUS ADJUSTMENTS	536	-916	-65068.40	-469146.28
PLUS ADJUSTMENTS	145	2838	26276.99	415588.59
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	1122	38	3577.23	-4826.27
COST PRICE ADJUSTMENTS	336	284	-6100.07	-37670.78
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	7398	1532	-88754.67	-257772.22

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	144	1156	1947.17	36777.92
APPRECIATION - MANUAL UPDATE	25	43	-283.39	-6351.54
TOTAL APPRECIATION	169	1199	1663.78	30426.38
FIRST PRICING - FACTORY MASTER UPDATE	3	0	0.00	80.48
FIRST PRICING - MANUAL UPDATE	2	0	0.00	1687.81
TOTAL FIRST PRICING	5	0	0.00	1768.29
TOTAL APPRECIATION/FIRST PRICING	174	1199	1663.78	32194.67

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	24046	27680	979354.15	1214168.43
CLOSING INVENTORY	24191	27197	919729.65	919729.65
PERCENT OF CHANGE	0.6%	-1.6%	-6.0%	-24.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	15697	0	0.00
NO COST	77	2632	0.00
NO FACTORY RECORD	231	1163	2690.60
NO SERVICE	35	3	212.15
MINUS ON HAND	71	-191	-15099.09
PHASED IN	231	197	8257.29
CONVERTED TO AUTOMATIC PHASEOUT (AP)	966	123	21102.85

BUSINESS RATIOS	
LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	34.7%
GROSS TURNOVER RATE	6.4
TRUE TURNOVER RATE	2.7