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MONTHLY ANALYSIS

STORE 02 BRANCH 04 MB OF PITTSBURGH MM/YY 11/20

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3472	73.3%	6332	157010.01	49.7%	1908146.99
AUTOMATIC PHASEOUT (AP) PARTS	49	1.0%	87	9166.70	2.9%	93527.23
DEALER PHASEOUT (DP) PARTS	1	0.0%	2	1145.64	0.3%	13358.60
MANUAL ORDER (MO) PARTS	556	11.7%	3247	42286.81	13.3%	367264.04
NON-STOCK (NS) PARTS	578	12.2%	1309	99856.16	31.6%	1355321.22
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	78	1.8%	146	6142.45	2.2%	55989.82
TOTAL COST OF SALES	4734	100.0%	11123	315607.77	100.0%	3793607.90
LOST SALES (MEMO)	9		9	1109.70		20592.42
CREDIT/RETURNS (MEMO)	42		46	4598.51		54800.77
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2020	7.8%	10595	263744.08	53.2%
AUTOMATIC PHASEOUT (AP) PARTS	366	1.4%	1353	35149.27	7.0%
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	5.70	0.0%
MANUAL ORDER (MO) PARTS	134	0.5%	3959	20715.64	4.1%
NON-STOCK (NS) PARTS	23058	90.1%	5336	175745.20	35.4%
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	0.3%
TOTAL INVESTMENT	25579	100.0%	21244	495359.89	100.0%
DIRTY CORE INVENTORY	4		6	212.50	
NEW CORE INVENTORY	116		162	16258.50	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1659	6.4%	6.4%	190278.35	38.4	38.4%
1-3 MONTHS	2983	11.6%	18.0%	142799.27	28.8	67.2%
4-6 MONTHS	1900	7.4%	25.4%	78224.31	15.7	82.9%
7-9 MONTHS	1232	4.8%	30.2%	28131.06	5.6	88.5%
10-12 MONTHS	1548	6.0%	36.2%	25506.68	5.1	93.6%
13-24 MONTHS	4706	18.3%	54.5%	10649.20	2.1	95.7%
25 MONTHS OR MORE	11552	45.5%	100.0%	19771.02	4.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	69	45.6%	578	16380.77	50.0%	
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	82	54.3%	91	16369.26	49.9%	
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%	
<b>TOTAL OUTSTANDING ORDERS</b>	<b>151</b>	<b>100.0%</b>	<b>669</b>	<b>32750.03</b>	<b>100.0%</b>	
<b>PROCESSED ORDERS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	709	45.4%	4263	77911.22	39.1%	1146104.12
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	31.60
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	852	54.5%	1073	121232.51	60.8%	1488473.74
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
<b>TOTAL PROCESSED ORDERS</b>	<b>1561</b>	<b>100.0%</b>	<b>5336</b>	<b>199143.73</b>	<b>100.0%</b>	<b>2634609.46</b>
FORCED ORDERS	0		0	0.00		1708.00
<b>RECEIPTS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	973	50.7%	8344	191613.01	59.9%	2301897.04
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	15.30
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	862	44.9%	1223	121095.28	37.8%	1471726.81
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	1	0.0%	1	189.20	0.0%	1310.93
OTHER ORDERS	83	4.4%	154	6719.12	2.3%	62840.58
<b>TOTAL RECEIPTS</b>	<b>1919</b>	<b>100.0%</b>	<b>9722</b>	<b>319616.61</b>	<b>100.0%</b>	<b>3837790.66</b>
<b>PURCHASES DISCOUNT</b>	<b>10</b>		<b>22</b>	<b>70.95</b>		<b>6126.14</b>

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	373	0	0.00	74.00
DELETED PARTS	243	0	0.00	237.20
MINUS ADJUSTMENTS	28	-60	-7753.50	-163787.87
PLUS ADJUSTMENTS	17	73	1977.77	75846.85
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	110	-162	-16711.40	-138721.46
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	307	7	3485.17	31832.11
COST PRICE ADJUSTMENTS	1	-505	-89.38	-5820.99
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1079	-647	-19091.34	-200340.16
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	58	47	58.00	4620.47
APPRECIATION - MANUAL UPDATE	16	228	-31.10	-4732.30
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TOTAL APPRECIATION	74	275	26.90	-111.83
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	74	275	26.90	-111.83
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	25446	22787	510344.54	645977.38
CLOSING INVENTORY	25580	21244	495359.89	495359.89
PERCENT OF CHANGE	0.5%	-6.7%	-2.8%	-23.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	22171	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	293	1431	12536.01	
NO SERVICE	216	118	3862.80	
MINUS ON HAND	9	-11	-2701.91	
PHASED IN	42	15	2116.59	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	88	15	2408.30	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.4%			
STOCK ORDER PERFORMANCE	30.2%			
GROSS TURNOVER RATE	7.7			
TRUE TURNOVER RATE	4.8			

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PHASE IN REPORT  
STORE 02 BRANCH 04 MB OF PITTSBURGH MM/YY 11/20

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	SEP	OCT	NOV	YTD	PYR	COST
0	204-880-09-57-64	HOOD	02AN02YNN 104	SPORD		0	0/0	0 12/09/2019	0	0	1	3	0	650.00
0	MHD-730-AMG	EVERYDAY STAIN	00 N00YNN 105	SPORD		0	0/0	0 06/27/2018	0	0	1	4	2	15.40
0	MBP-676	AMG COMPACT UM	00 N00YNN 105	SPORD		0	0/0	0 06/27/2018	0	0	1	4	0	69.30
0	MWC-800	WOMEN S KNIT C	00 N00YNN 105	SPORD		0	0/0	0 12/10/2018	0	0	1	2	3	27.30
1	1445322-00	MER RUME CFOLD	00 N00YNN 105	090		0	0/0	0 09/17/2020	0	0	1	3	0	34.95
0	231-250-04-02-80	REMAN TORQUE C	02AN00YNN 106	SPORD		0	0/0	0 02/09/2018	0	0	1	3	1	1040.00
1	Q-8-40-2372	PIRELLI245/45R	00BN70NNN 203	SPORD		0	0/0	0 11/07/2018	0	0	2	2	0	203.00
2	Q-8-40-2627	PIRELLI 275/40	00BN70NNN 203	TR5		0	0/0	0 11/19/2020	0	0	2	2	0	339.00

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REPORT TOTALS FOR BRANCH MB OF PITTSBURGH

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-----	PARTS	PIECES	VALUE
MAKE MB MERCEDES BENZ	8	4	915.95
=====	=====	=====	=====
GRAND TOTAL	8	4	915.95

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	OCT	NOV	DEC	YTD	PYR	COST
0	117-078-07-81	HOSE, REGENRTN	02AN51YNN 104	SPORD		11	0/0	05/06/2016					2	2.80
0	278-221-03-00	AIR POLLUTION	00AY03NTN 104	SPORD		36	0/0	11/30/2017						9.20
0	272-221-85-02	INFORMATION LA	00AN32YNN 104	SPORD		36	0/0	12/07/2017						5.00
0	251-240-43-17	ENGINE SUPPORT	02AN51YNN 104	SPORD		39	0/0	10/01/2015						99.00
0	000-270-33-52	SWITCHING UNIT	02AN03NTN 104	SPORD		1	0/0	11/22/2017	1			1		300.00
0	123-270-33-96	PIPE, TRANSMISS	00AN99YNN 104	SPORD		36	0/0	11/21/2017						74.00
0	163-323-02-20	BEARING	02AN51YNN 104	SPORD		9	0/0	08/29/2014				2		8.70
0	463-420-01-26	LINE	00AN99YNN 104	SPORD		36	0/0	12/05/2017						28.00
0	166-440-43-32	ELECTRICAL WIR	02AY00NYN 104	SPORD		24	0/0	12/07/2017						2240.00
0	212-542-00-18	SENDER UNIT	00AY00YNN 104	SPORD		37	0/0	11/20/2017						63.00
0	204-584-97-07	INFORMATION LA	00AN99YNN 104	SPORD		37	0/0	11/17/2017						12.50
0	164-584-08-26	GUIDE SIGN	00AN99YNN 104	SPORD		36	0/0	12/11/2017						6.60
0	204-610-11-14	CROSS MEMBER	02AN00YNN 104	SPORD		2	0/0	10/19/2017				1	7	354.00
0	203-620-66-72	STIFFENING	02AN00YNN 104	SPORD		6	0/0	12/16/2015				2	2	38.50
0	246-621-02-34	SUPPORT	03AN00YNN 104	SPORD		7	0/0	02/27/2020				3		6.40
0	222-680-42-01-649051	STORAGE SPACE	02AN51YNN 104	SPORD		19	0/0	12/15/2017					1	152.00
0	123-689-04-34	SPRING	00AN99YNN 104	SPORD		36	0/0	11/20/2017						1.20
0	210-760-25-06	SECONDARY KEY	02AN03NTN 104	SPORD		11	0/0	11/29/2017				1		34.00
0	230-792-04-30	COVERING	02AN51YNN 104	SPORD		29	0/0	08/04/2016						60.00
0	129-821-40-51	SWITCH	00AN99YNN 104	SPORD		36	0/0	12/07/2017						23.00
0	129-830-01-03	HOUSING, HEATER	00AY00YNN 104	SPORD		36	0/0	12/07/2017						212.00
0	000-860-53-02-058490	DRIVER S AIRBA	02AN30NYN 104	SPORD		4	0/0	07/16/2019				1	3	380.00
0	166-880-28-05	WHEEL HOUSE CO	03AN01YNN 104	213		6	0/0	08/29/2016				2	2	129.00
0	205-880-00-27	SPRING ELEMENT	03AN51YNN 104	104		0	0/0	12/16/2016			1	2	2	15.00
1	204-880-04-60	ENGINE HOOD CA	02AN51YNN 104	104		13	0/0	03/08/2016					2	36.00
0	292-885-34-00	BRACKET BUMPER	02AN51YNN 104	SPORD		24	0/0	12/15/2015						75.00
0	166-885-80-25	TRIM BUMPER	03AN01YNN 104	SPORD		7	0/0	11/04/2013				2	9	273.00
0	204-885-39-25-9999	EXCHANGE PANEL	03AN02YNN 104	SPORD		8	0/0	10/05/2017				2	5	485.00
1	253-885-17-25	TRIM BUMPER	03AN01YNN 104	216		9	0/0	03/30/2016				2	6	153.00
0	212-905-67-01	IGNITION START	02AN03NTN 104	SPORD		11	0/0	12/11/2017					2	406.00
0	204-906-55-03	HEADLAMP UNIT	02AN00YNN 104	SPORD		7	0/0	02/21/2018				1	5	232.00
0	6-6-95-1495		104	SPORD		23	0/0	12/05/2017						0.01
0	Q-6-46-0362	NTG5*2 NAR V10	00BY00NNN 104	SPORD		36	0/0	12/13/2017						56.00
0	MWC-467-BK	NIKE RUNNING C	00 N00YNN 105	SPORD		8	0/0	12/04/2019				3	1	20.30
0	MHD-727-BL	SLIMLINE TUMBL	00 N00YNN 105	SPORD		6	0/0	02/16/2018				1	3	15.40
0	MBC-203	DRIVER CAP, CL	00 N00YNN 105	SPORD		22	0/0	12/05/2018					1	37.80
0	MBH-720	TREE BULBS, SE	00 N00YNN 105	SPORD		24	0/0	11/19/2018						17.50
0	MHD-850	WINTER NIGHTS	00 N00YNN 105	SPORD		23	0/0	12/10/2018				2		13.30
0	MHH-816	SPECIAL EDITIO	105	SPORD		11	0/0	12/10/2018					1	48.30
2	MHP-012	WINE OPENER AN	00 N00YNN 105	101		7	0/0	02/02/2015				2	2	6.72
0	642-010-18-08-80	REMAN DIESEL E	00AN02YNN 106	SPORD		36	0/0	12/13/2017						16770.00
0	204-270-61-00-87	NAG2I REMAN AU	00AY02YNN 106	SPORD		36	0/0	11/30/2017						2959.00
0	251-270-26-01-87	NAG2 REMAN AUT	00AY02NTN 106	SPORD		27	0/0	12/15/2017						2792.00
0	251-270-28-01-80	AUTOMATIC TRAN	00AN03NTN 106	SPORD		36	0/0	11/22/2017						3400.00
0	204-350-10-14-80	REAR AXLE DIFF	00AN99YNN 106	SPORD		36	0/0	11/28/2017						1370.00
0	235/55R18	235/55R18	202	SPORD		24	0/0	12/04/2018						158.35
0	PO#774027/1	PZERO PZ4 235/	202	SPORD		25	0/0	11/12/2018						247.00
0	PO#774027/2	PZERO PZ4 235/	202	SPORD		25	0/0	11/12/2018						181.00

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	OCT	NOV	DEC	YTD	PYR	COST
0	PO#774072	BF GOODRICH AD	202	SPORD		24	0/0	11/15/2018						125.86
0	PO#774197/5	STARFIRE 195/6	202	SPORD		24	0/0	12/06/2018						36.95
0	Q-8-40-0434	4X4 CONAT MO (	00BN70NNN	202	SPORD	25	0/0	11/14/2018						229.00
4	Q-8-40-0651	CONTINENTAL 25	02BN70NNN	202	TR3	3	0/1	02/17/2009			12	22		288.00
0	Q-8-40-1140	DUNLOP 255/35R	00BN70NNN	202	SPORD	24	0/0	11/30/2018						281.00
2	Q-8-40-1558	GOODYEAR 245/4	02BN00NNN	202	TR1	3	0/1	01/13/2020				9		282.00
1	Q-8-40-1559	GOODYEAR 275/3	02BN00NNN	202	TR1	3	0/1	06/15/2015				6	6	269.00
0	Q-8-40-1675	MICHELIN 205/5	00BN70NNN	202	SPORD	6	0/0	11/12/2018				1	4	125.00
0	Q-8-40-1692	KUMHO 265/60R1	00BN70NNN	202	SPORD	24	0/0	11/30/2018						159.00
0	Q-8-40-1707	BRIDGESTONE 22	00BN70NNN	202	SPORD	1	0/1	03/13/2020	1			5		202.00
0	Q-8-40-1715	CONTINENTAL 23	00BN70NNN	202	SPORD	25	0/0	11/15/2018						248.00
0	Q-8-40-1827	MICHELIN 255/3	01BN70NNN	202	SPORD	5	0/0	11/12/2018				2	5	244.00
0	Q-8-40-1905	MICHELIN 245/4	00BN70NNN	202	SPORD	25	0/0	11/12/2018						174.00
0	Q-8-40-2016	YOKOHAMA 225/4	00BN70NNN	202	SPORD	24	0/0	11/20/2018						133.00
0	Q-8-40-2069	PIRELLI 235/50	00BN70NNN	202	SPORD	24	0/0	11/28/2018						218.00
0	Q-8-40-2111	CONTINENTAL 28	00BN70NNN	202	SPORD	25	0/0	11/12/2018						265.00
1	Q-8-40-2146	MICHELIN 245/4	01BN70NNN	202	TR1	0	0/1	04/15/2016		1		20	31	186.00
0	Q-8-40-2168	MICHELIN 275/3	00BN70NNN	202	SPORD	5	0/0	12/05/2018				2	4	227.00
0	Q-8-40-2227	MICHELIN 285/3	00BN70NNN	202	SPORD	15	0/0	11/12/2018					3	326.00
0	Q-8-40-2247	CONTINENTAL 22	00BN70NNN	202	SPORD	25	0/0	11/12/2018						196.00
0	Q-8-40-2397	YOKOHAMA245/40	00BN70NNN	202	SPORD	24	0/0	11/20/2018						157.00
0	Q-8-40-2458	PIRELLI 275/45	00BN70NNN	202	SPORD	24	0/0	11/28/2018						265.00
0	Q-8-40-2512	BRIDGESTONE 23	00BN70NNN	202	SPORD	16	0/0	12/04/2018					4	222.00
0	PO#774194	2653520 DUN WI	203	SPORD		24	0/0	12/06/2018						276.00
0	Q-8-40-1603	PIRELLI 245/45	00BN70NNN	203	SPORD	12	0/0	10/01/2018					2	283.00
0	Q-8-40-1605	PIRELLI 275/40	00BN70NNN	203	SPORD	12	0/0	11/07/2016					2	441.00
0	Q-8-40-1736	DUNLOP 225/45R	00BN70NNN	203	SPORD	24	0/0	11/26/2018						196.00
0	Q-8-40-1982	PIRELLI 295/40	00BN70NNN	203	SPORD	3	0/0	01/07/2016				1	5	360.00
0	Q-8-40-2215	PIRELLI 295/35	00BN70NNN	203	SPORD	9	0/0	11/01/2016				1	9	325.00
0	Q-8-40-2246	DUNLOP 255/45R	00BN70NNN	203	SPORD	25	0/0	11/15/2018						290.00
0	Q-8-40-2346	MICHELIN255/50	00BN70NNN	203	SPORD	24	0/0	11/26/2018						279.00
0	Q-8-40-2375	PIRELLI225/40R	00BN70NNN	203	SPORD	12	0/0	10/09/2017					5	223.00
0	Q-8-40-2389	PIRELLI255/35R	00BN70NNN	203	SPORD	12	0/0	11/07/2017					2	279.00
0	Q-8-40-2568	BRIDGESTONE 27	00BN70NNN	203	SPORD	25	0/0	11/12/2018						234.00
0	Q-8-40-2628	PIRELLI 265/40	00BN70NNN	203	SPORD	11	0/0	10/02/2018					6	329.00
0	Q-8-40-2651	NOKIAN 275/50R	00BN70NNN	203	SPORD	12	0/0	12/04/2019					4	269.00
0	A09-22	LONG HADLE BRU	500	229		8	0/0	12/07/2017				1		8.50
2	A09-69	BLACK NYLON BR	500	229		1	0/0	12/07/2017	0			0	0	7.43

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PHASE OUT REPORT  
REPORT TOTALS FOR BRANCH MB OF PITTSBURGH

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MAKE MB MERCEDES BENZ	86	14	2388.30
=====	=====	=====	=====
GRAND TOTAL	86	14	2388.30