

MONTHLY ANALYSIS
STORE 01 BRANCH 05 POWER BUICK GMC MM/YY 02/21
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	666	54.7%	849	17786.62	22.7%	35690.42
AUTOMATIC PHASEOUT (AP) PARTS	136	11.1%	201	7392.42	9.4%	10620.67
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	271	22.2%	350	41571.89	53.0%	73580.15
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	143	12.0%	186	11550.62	14.9%	26532.36
TOTAL COST OF SALES	1216	100.0%	1586	78301.55	100.0%	146423.60
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	1		6	39.30		210.45
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	718	15.0%	2162	35124.87	33.6%
AUTOMATIC PHASEOUT (AP) PARTS	698	14.6%	1606	35069.00	33.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	3349	70.2%	909	34170.71	32.7%
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	0	0.2%	0	0.00	0.1%
TOTAL INVESTMENT	4765	100.0%	4677	104364.58	100.0%
DIRTY CORE INVENTORY	52		107	13210.75	
NEW CORE INVENTORY	22		25	1994.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	618	12.9%	12.9%	22318.68	21.3	21.3%
1-3 MONTHS	937	19.6%	32.5%	20838.93	19.9	41.2%
4-6 MONTHS	754	15.8%	48.3%	12276.28	11.7	52.9%
7-9 MONTHS	617	12.9%	61.2%	9539.43	9.1	62.0%
10-12 MONTHS	1216	25.5%	86.7%	4858.25	4.6	66.6%
13-24 MONTHS	351	7.3%	94.0%	16671.76	15.9	82.5%
25 MONTHS OR MORE	272	6.0%	100.0%	17861.25	17.5	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	152	80.8%	372	14362.97	88.9%	
STOCK ORDER - BACKORDER	4	2.1%	7	106.61	0.6%	
STOCK ORDER - CROSS SHIP	25	13.2%	36	1224.44	7.5%	
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	7	3.7%	12	453.52	2.8%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	188	100.0%	427	16147.54	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	434	100.0%	1015	32747.33	100.0%	67318.36
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	0	0.0%	0	0.00	0.0%	349.08
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	434	100.0%	1015	32747.33	100.0%	67667.44
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	434	57.6%	1013	35066.53	51.2%	84528.50
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	24	3.1%	56	2355.19	3.4%	4290.04
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	133	17.6%	184	18502.70	27.0%	19018.92
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	162	21.7%	209	12513.35	18.4%	27495.09
TOTAL RECEIPTS	753	100.0%	1462	68437.77	100.0%	135332.55
PURCHASES DISCOUNT	14		15	-151.24		-643.25

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	252	0	0.00	0.00
DELETED PARTS	289	0	0.00	0.00
MINUS ADJUSTMENTS	41	-106	-3325.65	-5540.05
PLUS ADJUSTMENTS	16	61	1623.26	2595.32
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	276	46	5802.07	5973.96
COST PRICE ADJUSTMENTS	18	21	541.18	1635.07
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	892	22	4640.86	4664.30

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	545	138	-519.08	1031.49
APPRECIATION - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL APPRECIATION	545	138	-519.08	1031.49
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	22.87
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	1	0	0.00	22.87
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TOTAL APPRECIATION/FIRST PRICING	546	138	-519.08	1054.36

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4801	4794	110183.55	110516.70
CLOSING INVENTORY	4765	4677	104364.58	104364.58
PERCENT OF CHANGE	-0.6%	-2.3%	-5.2%	-5.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	3080	0	0.00
NO COST	26	0	0.00
NO FACTORY RECORD	91	321	4343.96
NO SERVICE	23	10	890.29
MINUS ON HAND	41	-62	-7047.89
PHASED IN	24	30	1273.48
CONVERTED TO AUTOMATIC PHASEOUT (AP)	86	208	2788.06

BUSINESS RATIOS	
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LEVEL OF SERVICE	100.0%
STOCK ORDER PERFORMANCE	45.9%
GROSS TURNOVER RATE	7.3
TRUE TURNOVER RATE	5.8

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	DEC	JAN	FEB	YTD	PYR	COST
8	2161 POWER STE		211 121			0	0/1	0 02/13/2019	0	1	1	3	6	21.95
1	11547372 BOLT 0.662	0Y C K	211 110	2022	R	0	0/1	0 12/09/2019	0	0	0	1	7	9.05
2	12657430 GASKET 1.079	0Y C K	211 116	2022	R	0	0/2	0 04/07/2019	0	0	0	2	13	2.42
1	12666993 SEAL 1.429	0Y C K	211 107	2022	R	0	0/1	0 04/07/2019	0	0	0	1	5	2.88
2	12671387 SENSOR 3.107	0 C	211 107	2014	R	0	0/1	0 04/05/2020	1	1	1	3	1	192.98
0	12672961 MANIFOLD 3.601	0Y C	211 B6	2017	R	1	0/1	0 02/28/2019	0	0	2	2	9	121.37
1	12681018 VALVE 0.736	0Y C K	211 104	2021	R	0	0/1	0 12/21/2019	0	0	0	1	6	29.28
0	20925924 SENSOR 5.890	0Y CP BK	211 D13	2016	R	0	0/1	0 02/22/2017	0	0	0	1	4	44.57
0	22958431 GUARD PKG 8.214	0Y AC	211 B6	2022	R	1	0/1	0 01/04/2019	0	0	2	2	2	41.25
1	22984995 KEY 2.187	0Y C	211 D04	2022	R	1	0/1	0 03/15/2017	0	0	1	1	2	32.76
1	23262343 SENSOR 3.682	0Y C BK	211 104	2022	R	0	0/1	0 05/26/2020	0	0	0	1	3	56.49
0	23278170 GUARD PKG 8.214	0Y A	211 B6	2022	R	1	0/1	0 05/05/2018	0	0	2	2	2	41.25
0	23478709 WEATHERST 8.010	0W WC	211 B5	2019	R	1	0/0	0 09/06/2020	0	0	1	1	2	36.23
0	24247371 CONVERTER 4.115	0Y C	211 B2	2022	R	1	0/0	0 08/10/2020	1	0	1	1	2	252.46
1	24297371 HARNESS 2.480	0Y C K	211 B2	2022	R	0	0/1	0 12/03/2019	0	0	0	1	12	53.09
2	84304240 AIRBAG 16.712	0W WC	211 123	2014	R	0	20/26	0 11/30/2020	30	29	8	63	30	35.31
0	84346800 ANTENNA 9.645	0Y C	211 124	2018	R	1	0/0	0 08/02/2020	1	0	1	1	2	69.61
1	84646699 MAT PKG 16.800	0Y AC	211 SPORD	2021	R	0	2/3	0 12/07/2020	2	2	2	6	2	90.00
0	84646700 MAT PKG 16.800	0Y A	211 SPORD	2021	R	0	0/1	0 11/12/2020	1	0	2	3	2	90.00
1	84646726 MAT PKG 16.800	0Y AC	211 SPORD	2021	R	0	2/3	0 12/07/2020	2	2	2	6	2	60.00
-1	84646727 MAT PKG 16.800	0Y AC	211 SPORD	2021	R	0	0/1	0 11/12/2020	1	0	2	3	2	60.00
0	84646761 MAT PKG 16.800	0Y A	211 SPORD	2021	R	0	1/2	0 12/07/2020	1	2	1	4	1	60.00
1	84721530 LAMP 2.679	0W WC	211 B5	2020	R	0	0/1	0 12/12/2019	0	0	0	1	12	120.82
0	88865269 BATTERY		211 BATT			1	0/1	0 12/17/2019	0	2	1	3	4	92.19
0	95107196 PLATE 10.252	0W W B	211 SPORD	2016	R	1	0/0	0 09/11/2020	0	0	1	1	2	165.51
1	98062923 GASKET 3.680	0Y C	211 114	2016	R	0	0/2	0 05/03/2020	0	0	0	4	9	2.31
0	98065519 GASKET 3.671	0Y C	211 D09	2016	R	0	0/1	0 09/29/2014	0	0	0	2	5	3.52
1	98065520 GASKET 3.680	0Y C	211 D10	2016	R	0	0/1	0 09/29/2014	0	0	0	2	5	2.50
4	19381540 BF2256517 5.880	0 TCPOBK	803 TIRE			0	1/2	0 12/28/2018	0	0	4	8	24	113.31

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	PARTS	PIECES	VALUE
----- MAKE GM GENERAL MOTORS	29	29	1549.44
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GRAND TOTAL	29	29	1549.44

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	JAN	FEB	MAR	YTD	PYR	COST
4	10351682 BULB	8.991	0Y C BK 211 D01	2020 R	8	0/0	10/11/2017						2	2.53
2	10360721 SEAL	3.611	0Y C 211 D09	2017 R	8	0/0	11/10/2011						2	4.70
1	10489421 COIL	2.170	0 CPOBKA 211 105	2016 R	6	0/0	09/09/2020						1	46.60
1	11570391 CLAMP	8.948	0Y CPOBK 211 127	2020 R	6	0/0	09/14/2020						2	4.49
2	11571223 BOLT	6.525	0Y CPOBK 211 126	2022 R	7	0/0	03/06/2018						1	2.00
1	11588857 BOLT	8.900	0Y CPOBK 211 D14	2022 R	7	0/0	12/06/2016						4	4.41
2	11610938 BOLT	8.900	0Y CPOBK 211 126	2018 R	7	0/0	03/06/2018						2	2.04
1	12583804 SENSOR	3.682	0Y C 211 115	2014 R	6	0/1	04/07/2019						2	45.55
2	12607401 SEAL	0.423	0Y CP BK 211 104	2017 R	7	0/0	01/18/2013						4	24.05
2	12621086 SEAL	1.456	0Y C K 211 107	2022 R	7	0/0	01/08/2019						8	3.02
9	12630941 WASHER	0.533	0Y CP BK 211 117	2012 R	6	0/0	02/16/2012						8	4.01
6	12632859 WASHER	0.533	0Y CP BK 211 D06	2013 R	6	0/0	11/27/2013						8	2.94
1	12634085 SENSOR	3.682	0Y C 211 108	2017 R	6	0/1	05/04/2018						2	52.39
1	12639208 PIPE	3.163	0 C BK 211 107	2020 R	7	0/0	02/04/2018						2	62.26
2	12641261 SEAL	0.423	0Y CP BK 211 116	2017 R	7	0/0	02/20/2012						4	15.40
1	12673301 GASKET	3.270	0Y C BK 211 116	2022 R	7	0/0	03/04/2018						2	18.42
0	12693219 CHAIN PKG	0.724	0 CP K 211 104	2012 R	18	0/0	03/12/2018							257.00
2	13506836 RELAY	2.510	0 CP B 211 D09	2009 R	7	0/0	05/06/2016						4	55.84
1	15909830 PUMP	6.605	0Y C 211 124	2008 R	6	0/1	03/08/2020						3	176.40
1	19169633 PAD KIT	5.017	0Y C 211 122	2013 R	6	0/0	04/07/2019						1	48.88
1	19236619 FILTER	1.836	0Y CPOBK 211 103	2012 R	6	0/0	01/06/2020						3	6.95
9	19258137 SEAL	3.163	0Y CPOBKA 211 D11	2009 R	30	0/0	03/08/2018							2.30
0	19337035 K2356018	5.880	0 TCPOBK 211 SPORD		6	0/0	03/08/2020						12	94.87
0	20986573 FILTER KI	5.511	0Y BK 211 117	2019 R	1	0/0	10/23/2017		1			1		30.15
1	23328193 MODULE	16.064	0Y C 211 B7	2014 R	16	0/0	02/27/2018							112.98
0	24296273 VALVE	4.265	0Y C 211 SPORD	2017 R	6	0/0	03/21/2019						5	733.69
1	24430296 TENSIONER	1.060	0Y CPOBK 211 105	2017 R	8	0/0	09/05/2017						3	67.10
0	25858705 SWITCH	2.485	0Y C 211 109	2014 R	5	0/0	04/23/2019						3	34.76
1	26064029 SEAL	5.469	0Y C 211 D12	2018 R	7	0/0	03/09/2018						3	9.72
1	84194976 HOSE	9.225	0Y C 211 118	2015 R	6	0/1	04/07/2019						3	72.20
1	97365201 GASKET	3.270	0Y C A 211 115	2010 R	6	0/0	03/08/2020						3	9.20
2	98065523 GASKET	3.680	0Y C 211 D11	2016 R	0	0/1	05/03/2020			2		2	7	2.58
0	BALL CAP		226 123		4	0/0	05/22/2014						4	10.95
0	22996332 M2355520	5.880	0 TCPOBK 803 TIRE		7	0/0	04/07/2019						12	202.82

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	PARTS	PIECES	VALUE
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MAKE GM GENERAL MOTORS	34	59	1041.36
=====	=====	=====	=====
GRAND TOTAL	34	59	1041.36