

05/25/2021  
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MONTHLY ANALYSIS  
STORE 01 BRANCH 01 STADIUM AUTO MALL MM/YY 04/21

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4053	73.4%	6961	137518.77	41.7%	492551.89
AUTOMATIC PHASEOUT (AP) PARTS	203	3.6%	340	18599.30	5.6%	59669.05
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	73	1.3%	134	20840.34	6.3%	71799.18
NON-STOCK (NS) PARTS	913	16.5%	1407	124141.71	37.6%	500370.23
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	10	0.1%	10	463.39	0.1%	1746.97
SOLD NOT STOCKED	266	5.1%	307	27817.66	8.7%	101024.04
TOTAL COST OF SALES	5518	100.0%	9159	329381.17	100.0%	1227161.36
LOST SALES (MEMO)	0		0	0.00		36.90
CREDIT/RETURNS (MEMO)	77		91	5372.90		23743.66
UNUSUAL SALES (MEMO)	447		754	43448.96		170185.62

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2254	10.9%	13451	191144.80	49.4%
AUTOMATIC PHASEOUT (AP) PARTS	2045	9.9%	2929	73813.79	19.1%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	167	0.8%	144	16061.71	4.1%
NON-STOCK (NS) PARTS	16054	78.1%	2837	102591.05	26.5%
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	26	0.3%	32	2709.53	0.9%
TOTAL INVESTMENT	20546	100.0%	19393	386320.88	100.0%
DIRTY CORE INVENTORY	139		159	13427.00	
NEW CORE INVENTORY	90		178	17646.50	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2551	12.4%	12.4%	148830.06	38.5	38.5%
1-3 MONTHS	4378	21.3%	33.7%	100410.44	25.9	64.4%
4-6 MONTHS	2921	14.2%	47.9%	44842.80	11.6	76.0%
7-9 MONTHS	2681	13.0%	60.9%	29181.75	7.5	83.5%
10-12 MONTHS	1538	7.4%	68.3%	10585.54	2.7	86.2%
13-24 MONTHS	6131	29.8%	98.1%	33592.83	8.6	94.8%
25 MONTHS OR MORE	346	1.9%	100.0%	18877.46	5.2	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	11	3.9%	26	612.69	1.2%	
STOCK ORDER - BACKORDER	79	28.5%	186	11339.32	22.3%	
STOCK ORDER - CROSS SHIP	12	4.3%	103	1979.26	3.9%	
SUPPLEMENTAL ORDER	1	0.3%	12	86.88	0.1%	
SUPPLEMENTAL ORDER - BACKORDER	2	0.7%	2	725.93	1.4%	
SUPPLEMENTAL ORDER - CROSS SHIP	1	0.3%	8	14.00	0.0%	
CUSTOMER ORDER	12	4.3%	12	7694.99	15.1%	
CUSTOMER ORDER - BACKORDER	70	25.2%	90	12627.69	24.8%	
CUSTOMER ORDER - CROSS SHIP	61	22.0%	62	11387.84	22.4%	
EMERGENCY PURCHASES	28	10.1%	60	4259.23	8.3%	
OTHER ORDERS	0	0.4%	0	0.00	0.5%	
TOTAL OUTSTANDING ORDERS	277	100.0%	561	50727.83	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1463	54.8%	5568	111407.74	48.9%	394361.73
STOCK ORDER - BACKORDER	-2	0.0%	-10	-410.67	0.0%	-1825.54
STOCK ORDER - CROSS SHIP	-2	0.0%	-37	-352.83	0.0%	-956.45
SUPPLEMENTAL ORDER	45	1.6%	41	2680.89	1.1%	10797.41
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-12.40
SUPPLEMENTAL ORDER - CROSS SHIP	-1	0.0%	-1	-505.49	0.0%	-505.49
CUSTOMER ORDER	1028	38.5%	1796	103363.78	45.4%	427846.84
CUSTOMER ORDER - BACKORDER	-18	0.0%	-28	-4471.32	0.0%	-9080.69
CUSTOMER ORDER - CROSS SHIP	-3	0.0%	-3	-532.13	0.0%	-5155.90
EMERGENCY PURCHASES	155	5.8%	158	16331.36	7.1%	36704.69
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2665	100.0%	7484	227511.33	100.0%	852174.20
FORCED ORDERS	55		378	7919.74		17101.73
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1530	42.4%	7009	143830.99	39.7%	509662.39
STOCK ORDER - BACKORDER	152	4.2%	290	12948.89	3.5%	55674.56
STOCK ORDER - CROSS SHIP	70	1.9%	572	17759.05	4.9%	45647.62
SUPPLEMENTAL ORDER	41	1.1%	41	2123.33	0.5%	8506.09
SUPPLEMENTAL ORDER - BACKORDER	1	0.0%	1	131.61	0.0%	131.61
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	60.76
CUSTOMER ORDER	1005	27.8%	1871	94955.81	26.2%	335752.58
CUSTOMER ORDER - BACKORDER	100	2.7%	159	11710.10	3.2%	42632.92
CUSTOMER ORDER - CROSS SHIP	249	6.9%	326	35105.47	9.7%	149082.73
EMERGENCY PURCHASES	158	4.3%	160	13705.31	3.7%	32655.33
OTHER ORDERS	299	8.7%	363	29293.53	8.6%	104373.26
TOTAL RECEIPTS	3605	100.0%	10792	361564.09	100.0%	1284179.85
PURCHASES DISCOUNT	239		997	-870.14		-3897.35

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	918	0	0.00	0.00
DELETED PARTS	1256	0	0.00	0.00
MINUS ADJUSTMENTS	460	-1226	-27473.94	-69351.62
PLUS ADJUSTMENTS	30	85	1209.58	6543.48
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	445	-4	-455.63	910.62
COST PRICE ADJUSTMENTS	371	482	3306.44	11265.45
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3480	-663	-23413.55	-50632.07

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	7539	2235	285.01	190.93
APPRECIATION - MANUAL UPDATE	10	1788	187.04	203.03
TOTAL APPRECIATION	7549	4023	472.05	393.96
FIRST PRICING - FACTORY MASTER UPDATE	3	1	6.39	387.47
FIRST PRICING - MANUAL UPDATE	4	3	217.34	239.50
TOTAL FIRST PRICING	7	4	223.73	626.97
TOTAL APPRECIATION/FIRST PRICING	7556	4027	695.78	1020.93

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	20882	18743	376329.56	378563.02
CLOSING INVENTORY	20546	19393	386320.88	386320.88
PERCENT OF CHANGE	-1.5%	3.5%	2.7%	2.0%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	16090	0	0.00
NO COST	16	0	0.00
NO FACTORY RECORD	147	956	22198.71
NO SERVICE	77	18	1683.61
MINUS ON HAND	8	-17	-339.60
PHASED IN	137	78	1995.55
CONVERTED TO AUTOMATIC PHASEOUT (AP)	779	237	11845.11

BUSINESS RATIOS	
LEVEL OF SERVICE	97.3%
STOCK ORDER PERFORMANCE	32.1%
GROSS TURNOVER RATE	10.1
TRUE TURNOVER RATE	4.8