

MONTHLY ANALYSIS

STORE 02 BRANCH 01 ST LOUIS HONDA MM/YY 5/21

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	13458	91.5%	26164	344369.93	70.6%	1583987.23
AUTOMATIC PHASEOUT (AP) PARTS	128	0.8%	174	18101.04	3.7%	95712.09
DEALER PHASEOUT (DP) PARTS	22	0.1%	22	2281.04	0.4%	18654.56
MANUAL ORDER (MO) PARTS	63	0.4%	90	3637.85	0.7%	18747.67
NON-STOCK (NS) PARTS	753	5.1%	1090	100060.82	20.5%	510981.60
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	574.94
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%	327.51
SOLD NOT STOCKED	270	2.1%	338	19290.12	4.1%	107568.24
TOTAL COST OF SALES	14694	100.0%	27878	487740.80	100.0%	2336553.84
LOST SALES (MEMO)	5		9	1379.11		10934.26
CREDIT/RETURNS (MEMO)	205		229	15972.01		78908.28
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	1854	16.8%	24797	523935.91	87.4%	
AUTOMATIC PHASEOUT (AP) PARTS	958	8.6%	917	41072.11	6.8%	
DEALER PHASEOUT (DP) PARTS	58	0.5%	87	3458.15	0.5%	
MANUAL ORDER (MO) PARTS	6	0.0%	115	796.55	0.1%	
NON-STOCK (NS) PARTS	8153	73.9%	434	29901.72	4.9%	
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	11029	100.0%	26350	599164.44	100.0%	
DIRTY CORE INVENTORY	18		50	1498.00		
NEW CORE INVENTORY	76		283	12537.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2272	20.6%	20.6%	396764.73	66.2	66.2%
1-3 MONTHS	3459	31.3%	51.9%	136205.87	22.7	88.9%
4-6 MONTHS	1912	17.3%	69.2%	36025.21	6.0	94.9%
7-9 MONTHS	2141	19.4%	88.6%	20885.75	3.4	98.3%
10-12 MONTHS	1206	10.9%	99.5%	9257.24	1.5	99.8%
13-24 MONTHS	36	0.3%	99.8%	25.64	0.0	99.8%
25 MONTHS OR MORE	3	0.2%	100.0%	0.00	0.2	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	34	8.5%	437	23552.40	25.7%	
STOCK ORDER - BACKORDER	130	32.7%	624	25421.12	27.7%	
STOCK ORDER - CROSS SHIP	74	18.6%	1295	19064.87	20.8%	
SUPPLEMENTAL ORDER	25	6.2%	25	2263.35	2.4%	
SUPPLEMENTAL ORDER - BACKORDER	6	1.5%	6	739.06	0.8%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	52	13.0%	94	7581.16	8.2%	
CUSTOMER ORDER - BACKORDER	11	2.7%	11	2797.81	3.0%	
CUSTOMER ORDER - CROSS SHIP	44	11.0%	52	4323.31	4.7%	
EMERGENCY PURCHASES	21	5.2%	42	5821.97	6.3%	
OTHER ORDERS	0	0.6%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	397	100.0%	2586	91565.05	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2505	58.6%	12976	256646.77	60.9%	1158929.10
STOCK ORDER - BACKORDER	5	0.1%	-8	-1289.30	0.0%	-1435.67
STOCK ORDER - CROSS SHIP	4	0.0%	-2	-36.65	0.0%	-940.60
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	1760	41.1%	2476	166631.85	39.5%	757938.27
CUSTOMER ORDER - BACKORDER	0	0.0%	-2	-609.54	0.0%	-6811.67
CUSTOMER ORDER - CROSS SHIP	0	0.0%	-4	-422.53	0.0%	-2499.43
EMERGENCY PURCHASES	0	0.0%	-5	-127.50	0.0%	-971.47
OTHER ORDERS	0	0.2%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	4274	100.0%	15431	420793.10	100.0%	1904208.53
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1395	31.9%	21914	249157.85	45.3%	1170586.83
STOCK ORDER - BACKORDER	137	3.1%	918	29097.99	5.3%	74892.45
STOCK ORDER - CROSS SHIP	206	4.7%	2050	37768.64	6.8%	174443.60
SUPPLEMENTAL ORDER	658	15.0%	660	59259.35	10.7%	229943.41
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	993.00
SUPPLEMENTAL ORDER - CROSS SHIP	1	0.0%	1	93.01	0.0%	942.75
CUSTOMER ORDER	1419	32.4%	2165	126950.07	23.1%	619506.55
CUSTOMER ORDER - BACKORDER	11	0.2%	16	1471.11	0.2%	9645.88
CUSTOMER ORDER - CROSS SHIP	209	4.7%	229	18009.37	3.2%	84110.89
EMERGENCY PURCHASES	60	1.3%	88	8304.59	1.5%	31473.56
OTHER ORDERS	273	6.7%	346	18720.38	3.9%	107229.02
TOTAL RECEIPTS	4369	100.0%	28387	548832.36	100.0%	2503767.94
PURCHASES DISCOUNT	54		2165	7557.89		19312.99

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	874	0	0.00	97.48
DELETED PARTS	712	0	0.00	-0.64
MINUS ADJUSTMENTS	139	-541	-14027.19	-166336.24
PLUS ADJUSTMENTS	38	593	4047.16	97514.87
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	9859.55
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	763	76	2192.45	2686.40
COST PRICE ADJUSTMENTS	2	-297	60.59	-20.10
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2528	-169	-7726.99	-56198.68
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	131	498	-715.13	2466.60
APPRECIATION - MANUAL UPDATE	6	2051	123.06	831.92
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TOTAL APPRECIATION	137	2549	-592.07	3298.52
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	3	0	0.00	0.00
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TOTAL FIRST PRICING	3	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	140	2549	-592.07	3298.52
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	10907	25713	538834.05	465537.51
CLOSING INVENTORY	11029	26350	599164.44	599164.44
PERCENT OF CHANGE	1.1%	2.5%	11.2%	28.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	8626	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	136	7266	37719.40	
NO SERVICE	3	19	10.07	
MINUS ON HAND	10	-85	-2247.35	
PHASED IN	113	12	678.15	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	627	67	5903.84	
BUSINESS RATIOS				
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LEVEL OF SERVICE	98.1%			
STOCK ORDER PERFORMANCE	49.5%			
GROSS TURNOVER RATE	11.3			
TRUE TURNOVER RATE	6.3			