

MONTHLY ANALYSIS

STORE 02 BRANCH 06 KEN GARFF FORD MM/YY 4/21

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	11899	62.1%	22160	1002514.56	61.2%	3899308.84
AUTOMATIC PHASEOUT (AP) PARTS	642	3.3%	923	113830.43	6.9%	359746.56
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	136.27	0.0%	635.24
MANUAL ORDER (MO) PARTS	4040	21.1%	12811	135711.39	8.2%	472052.18
NON-STOCK (NS) PARTS	1971	10.2%	2554	351812.20	21.4%	1241025.45
NO PHASEOUT (NP) PARTS	1	0.0%	1	9.35	0.0%	179.08
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	45	0.2%	61	2676.22	0.1%	17951.02
SOLD NOT STOCKED	537	3.1%	646	29900.12	2.2%	124905.58
TOTAL COST OF SALES	19136	100.0%	39157	1636590.54	100.0%	6115803.95
LOST SALES (MEMO)	64		66	4716.34		24173.12
CREDIT/RETURNS (MEMO)	1809		2411	146877.91		590850.44
UNUSUAL SALES (MEMO)	35		38	2231.45		8709.09

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	8483	28.8%	27676	1197787.81	57.9%
AUTOMATIC PHASEOUT (AP) PARTS	3853	13.1%	5406	289073.18	13.9%
DEALER PHASEOUT (DP) PARTS	2	0.0%	1	141.35	0.0%
MANUAL ORDER (MO) PARTS	552	1.8%	22945	363017.86	17.5%
NON-STOCK (NS) PARTS	16334	55.6%	2814	199548.45	9.6%
NO PHASEOUT (NP) PARTS	10	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	3	0.0%	1	15.16	0.0%
REPLACED BY HOLD (RBH) PARTS	127	0.7%	199	18324.02	1.1%
TOTAL INVESTMENT	29364	100.0%	59042	2067907.83	100.0%
DIRTY CORE INVENTORY	195		416	109095.00	
NEW CORE INVENTORY	232		487	116094.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	8243	28.0%	28.0%	903864.24	43.7	43.7%
1-3 MONTHS	9360	31.8%	59.8%	769264.35	37.2	80.9%
4-6 MONTHS	4958	16.8%	76.6%	206237.87	9.9	90.8%
7-9 MONTHS	3595	12.2%	88.8%	94245.49	4.5	95.3%
10-12 MONTHS	2563	8.7%	97.5%	55017.28	2.6	97.9%
13-24 MONTHS	619	2.1%	99.6%	37795.55	1.8	99.7%
25 MONTHS OR MORE	26	0.4%	100.0%	1483.05	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	1218	61.3%	3897	285559.41	68.6%	
STOCK ORDER - BACKORDER	28	1.4%	39	7584.02	1.8%	
STOCK ORDER - CROSS SHIP	12	0.6%	17	16504.28	3.9%	
SUPPLEMENTAL ORDER	18	0.9%	19	1887.66	0.4%	
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	702	35.3%	842	103621.93	24.9%	
CUSTOMER ORDER - BACKORDER	5	0.2%	5	691.83	0.1%	
CUSTOMER ORDER - CROSS SHIP	1	0.0%	3	80.76	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	1984	100.0%	4822	415929.89	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	9232	74.4%	30266	1075343.78	70.1%	3981185.03
STOCK ORDER - BACKORDER	15	0.1%	27	6459.90	0.4%	12885.24
STOCK ORDER - CROSS SHIP	54	0.4%	186	31797.09	2.0%	36418.54
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	1078.61
SUPPLEMENTAL ORDER - BACKORDER	5	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	3099	24.9%	4218	416733.19	27.1%	1533464.25
CUSTOMER ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-286.83
CUSTOMER ORDER - CROSS SHIP	2	0.0%	5	3451.16	0.2%	3626.16
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.2%	0	0.00	0.2%	-180.00
TOTAL PROCESSED ORDERS	12405	100.0%	34702	1533785.12	100.0%	5568191.00
FORCED.ORDERS	3		122	1676.50		8407.19
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	8508	63.7%	33154	1015033.18	60.1%	3842708.55
STOCK ORDER - BACKORDER	40	0.2%	61	11497.64	0.6%	69410.67
STOCK ORDER - CROSS SHIP	55	0.4%	496	31343.83	1.8%	40925.75
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	390.44
SUPPLEMENTAL ORDER - BACKORDER	5	0.0%	5	142.06	0.0%	142.06
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	3059	22.9%	4313	493338.68	29.2%	1827816.62
CUSTOMER ORDER - BACKORDER	1	0.0%	1	318.02	0.0%	5000.05
CUSTOMER ORDER - CROSS SHIP	8	0.0%	17	3985.05	0.2%	4339.95
EMERGENCY PURCHASES	867	6.4%	1424	91837.33	5.4%	361487.12
OTHER ORDERS	797	6.4%	1062	38926.40	2.7%	158967.63
TOTAL RECEIPTS	13340	100.0%	40533	1686422.19	100.0%	6311188.84
PURCHASES DISCOUNT	1029		1413	-21748.33		-11019.62

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1924	0	0.00	5105.49
DELETED PARTS	1489	0	0.00	0.00
MINUS ADJUSTMENTS	277	-1876	-43491.66	-230501.78
PLUS ADJUSTMENTS	120	424	26664.97	180750.70
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	18472.67
RETURNED PARTS	145	-400	-7314.46	-29518.94
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2991	-224	-14507.56	17425.33
COST PRICE ADJUSTMENTS	1801	-120	7343.34	26687.38
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	8747	-2196	-31305.37	-11579.15
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	13809	10051	1298.74	10741.10
APPRECIATION - MANUAL UPDATE	4	1	7.13	1626.65
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TOTAL APPRECIATION	13813	10052	1305.87	12367.75
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	0	0.00	790.59
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TOTAL FIRST PRICING	3	0	0.00	790.59
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TOTAL APPRECIATION/FIRST PRICING	13816	10052	1305.87	13158.34
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	29002	59741	2069385.00	1881474.03
CLOSING INVENTORY	29364	59042	2067907.83	2067907.83
PERCENT OF CHANGE	1.2%	-1.1%	0.0%	9.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	16638	0	0.00	
NO COST	1	0	0.00	
NO FACTORY RECORD	698	5815	314167.88	
NO SERVICE	28	19	2252.47	
MINUS ON HAND	216	-336	-58962.29	
PHASED IN	533	310	22766.67	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1421	760	45707.12	
BUSINESS RATIOS				
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LEVEL OF SERVICE	93.7%			
STOCK ORDER PERFORMANCE	65.0%			
GROSS TURNOVER RATE	9.1			
TRUE TURNOVER RATE	5.9			