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MONTHLY ANALYSIS
STORE 03 BRANCH 01 HONDA WORLD MM/YY 10/21
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3480	70.4%	6893	66953.17	46.0%	616214.89
AUTOMATIC PHASEOUT (AP) PARTS	60	1.2%	135	4112.80	2.8%	44476.91
DEALER PHASEOUT (DP) PARTS	1	0.0%	5	10.30	0.0%	432.82
MANUAL ORDER (MO) PARTS	929	18.8%	1481	30007.46	20.6%	335969.24
NON-STOCK (NS) PARTS	346	7.0%	455	33578.94	23.0%	386390.29
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	123	2.6%	187	10755.75	7.6%	122813.05
TOTAL COST OF SALES	4939	100.0%	9156	145418.42	100.0%	1506297.20
LOST SALES (MEMO)	88		90	6635.65		215360.92
CREDIT/RETURNS (MEMO)	29		33	2401.41		21471.03
UNUSUAL SALES (MEMO)	0		0	0.00		305.32

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1135	22.3%	6609	100816.13	59.9%
AUTOMATIC PHASEOUT (AP) PARTS	351	6.9%	312	11630.12	6.9%
DEALER PHASEOUT (DP) PARTS	2	0.0%	30	102.60	0.0%
MANUAL ORDER (MO) PARTS	142	2.8%	1433	35209.95	20.9%
NON-STOCK (NS) PARTS	3438	67.8%	258	20377.53	12.1%
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	0.2%
TOTAL INVESTMENT	5068	100.0%	8642	168136.33	100.0%
DIRTY CORE INVENTORY	11		24	720.00	
NEW CORE INVENTORY	28		63	2187.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1089	21.4%	21.4%	86937.83	51.7	51.7%
1-3 MONTHS	1660	32.7%	54.1%	51843.39	30.8	82.5%
4-6 MONTHS	993	19.5%	73.6%	16976.06	10.0	92.5%
7-9 MONTHS	926	18.2%	91.8%	9100.87	5.4	97.9%
10-12 MONTHS	398	7.8%	99.6%	3238.51	1.9	99.8%
13-24 MONTHS	2	0.0%	99.6%	39.67	0.0	99.8%
25 MONTHS OR MORE	0	0.4%	100.0%	0.00	0.2	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	8	4.8%	8	1117.48	5.4%	
STOCK ORDER - BACKORDER	8	4.8%	16	822.38	3.9%	
STOCK ORDER - CROSS SHIP	8	4.8%	71	2786.26	13.5%	
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	3	1.8%	3	481.79	2.3%	
CUSTOMER ORDER	44	26.6%	52	5844.86	28.4%	
CUSTOMER ORDER - BACKORDER	35	21.2%	36	3777.87	18.3%	
CUSTOMER ORDER - CROSS SHIP	10	6.0%	10	1366.29	6.6%	
EMERGENCY PURCHASES	49	29.6%	53	4381.73	21.2%	
OTHER ORDERS	0	0.4%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	165	100.0%	249	20578.66	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	827	59.4%	3904	85999.26	64.2%	681336.08
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1050.63
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-2992.16
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-4932.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	563	40.5%	609	48984.21	36.5%	503171.55
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-344.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	-7	-1059.01	0.0%	-7741.84
OTHER ORDERS	0	0.1%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	1390	100.0%	4506	133924.46	100.0%	1167447.00
FORCED ORDERS	15		49	2477.47		12978.51
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	677	42.8%	7426	90903.96	52.9%	806760.97
STOCK ORDER - BACKORDER	81	5.1%	454	5732.83	3.3%	28647.53
STOCK ORDER - CROSS SHIP	34	2.1%	107	7737.50	4.5%	71275.17
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	21412.60
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	468.18
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	776.90
CUSTOMER ORDER	412	26.0%	473	39128.26	22.7%	393791.19
CUSTOMER ORDER - BACKORDER	77	4.8%	87	8105.35	4.7%	41933.69
CUSTOMER ORDER - CROSS SHIP	26	1.6%	30	2238.32	1.3%	46872.25
EMERGENCY PURCHASES	98	6.1%	428	6080.82	3.5%	36306.14
OTHER ORDERS	176	11.5%	269	11784.36	7.1%	131739.27
TOTAL RECEIPTS	1581	100.0%	9274	171711.40	100.0%	1579983.89
PURCHASES DISCOUNT	16		91	239.35		907.95

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	450	250	277.50	8576.46
DELETED PARTS	348	0	0.00	0.00
MINUS ADJUSTMENTS	24	-986	-5435.08	-58172.02
PLUS ADJUSTMENTS	15	28	862.87	30768.59
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-5054.88
RETURNED PARTS	45	-63	-3093.56	-41425.70
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	376	12	786.37	7613.56
COST PRICE ADJUSTMENTS	2	-165	-252.71	-1742.45
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1260	-924	-6854.61	-59436.44

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	121	559	474.32	3288.94
APPRECIATION - MANUAL UPDATE	5	55	22.63	167.63
TOTAL APPRECIATION	126	614	496.95	3456.57
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	126	614	496.95	3456.57

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	4964	8280	155816.85	139886.44
CLOSING INVENTORY	5068	8642	168136.33	168136.33
PERCENT OF CHANGE	2.1%	4.4%	7.9%	20.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	3654	0	0.00
NO COST	1	0	0.00
NO FACTORY RECORD	41	100	2335.38
NO SERVICE	4	3	1.65
MINUS ON HAND	13	-16	-1346.53
PHASED IN	78	32	989.21
CONVERTED TO AUTOMATIC PHASEOUT (AP)	203	42	2288.76

BUSINESS RATIOS	
LEVEL OF SERVICE	85.3%
STOCK ORDER PERFORMANCE	45.2%
GROSS TURNOVER RATE	11.2
TRUE TURNOVER RATE	6.8