

01/10/2022
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MONTHLY ANALYSIS
STORE 29 BRANCH 01 AUDI OF CHANTILLY MM/YY 12/21
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3220	83.2%	12064	213142.89	55.4%	2290664.16
AUTOMATIC PHASEOUT (AP) PARTS	88	2.2%	184	19990.60	5.2%	151573.64
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	2	0.0%	2	2.34	0.0%	24.25
NON-STOCK (NS) PARTS	533	13.7%	870	148554.95	38.6%	1345814.52
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	3	0.0%	3	249.00	0.0%	334.00
SOLD NOT STOCKED	24	0.9%	26	2173.30	0.8%	28917.20
TOTAL COST OF SALES	3870	100.0%	13149	384113.08	100.0%	3817327.77
LOST SALES (MEMO)	128		234	46200.40		350822.81
CREDIT/RETURNS (MEMO)	76		112	12535.87		114633.56
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1609	18.2%	14673	346327.10	75.2%
AUTOMATIC PHASEOUT (AP) PARTS	896	10.1%	1009	45042.82	9.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	4	4.68	0.0%
NON-STOCK (NS) PARTS	6296	71.5%	1966	68997.07	14.9%
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	1	0.2%	1	85.00	0.2%
TOTAL INVESTMENT	8803	100.0%	17653	460456.67	100.0%
DIRTY CORE INVENTORY	16		19	4160.00	
NEW CORE INVENTORY	5		7	780.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1885	21.4%	21.4%	238446.76	51.7	51.7%
1-3 MONTHS	2805	31.8%	53.2%	149054.31	32.3	84.0%
4-6 MONTHS	2207	25.0%	78.2%	42033.00	9.1	93.1%
7-9 MONTHS	1448	16.4%	94.6%	24060.15	5.2	98.3%
10-12 MONTHS	382	4.3%	98.9%	1381.25	0.2	98.5%
13-24 MONTHS	46	0.5%	99.4%	2671.01	0.5	99.0%
25 MONTHS OR MORE	30	0.6%	100.0%	2810.19	1.0	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - BACKORDER	20	13.8%	67	9911.93	14.9%	
STOCK ORDER - CROSS SHIP	4	2.7%	42	1597.20	2.4%	
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	98	68.0%	116	49967.01	75.3%	
CUSTOMER ORDER - BACKORDER	16	11.1%	17	3205.72	4.8%	
CUSTOMER ORDER - CROSS SHIP	6	4.1%	20	1591.02	2.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	144	100.0%	262	66272.88	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	389	26.6%	2834	90614.21	28.7%	994025.13
STOCK ORDER - BACKORDER	14	0.9%	157	9594.92	3.0%	103025.86
STOCK ORDER - CROSS SHIP	15	1.0%	98	3460.86	1.0%	83026.37
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	988	67.5%	1469	199460.20	63.3%	1729662.44
CUSTOMER ORDER - BACKORDER	14	0.9%	15	4464.45	1.4%	32559.63
CUSTOMER ORDER - CROSS SHIP	42	2.8%	61	7298.78	2.3%	107196.21
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	102.00
OTHER ORDERS	0	0.3%	0	0.00	0.3%	0.00
TOTAL PROCESSED ORDERS	1462	100.0%	4634	314893.42	100.0%	3049597.64
FORCED ORDERS	12		64	2243.32		20529.68
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	611	36.2%	7769	183553.71	45.3%	2170843.46
STOCK ORDER - BACKORDER	14	0.8%	156	6481.47	1.5%	107530.50
STOCK ORDER - CROSS SHIP	22	1.3%	67	10622.68	2.6%	84054.23
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	955	56.6%	1472	186309.40	45.9%	1532267.55
CUSTOMER ORDER - BACKORDER	16	0.9%	17	7800.21	1.9%	36415.70
CUSTOMER ORDER - CROSS SHIP	43	2.5%	50	8134.80	2.0%	110818.12
EMERGENCY PURCHASES	2	0.1%	3	37.55	0.0%	10102.67
OTHER ORDERS	24	1.6%	26	2173.30	0.8%	28917.20
TOTAL RECEIPTS	1687	100.0%	9560	405113.12	100.0%	4080949.43
PURCHASES DISCOUNT	18		75	-186.74		-10988.47

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	905	0	0.00	0.00
DELETED PARTS	703	0	0.00	0.00
MINUS ADJUSTMENTS	22	-52	-1318.29	-34689.48
PLUS ADJUSTMENTS	50	1425	9226.33	47513.22
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-298.88
RETURNED PARTS	133	-234	-16514.87	-154618.11
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	739	0	0.00	-81.95
COST PRICE ADJUSTMENTS	0	-214	-72.34	12669.23
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2552	925	-8679.17	-129505.97
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	139	168	973.52	19325.61
APPRECIATION - MANUAL UPDATE	1	275	-11.00	1487.26
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TOTAL APPRECIATION	140	443	962.52	20812.87
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	140	443	962.52	20812.87
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	8618	20103	447360.02	316516.58
CLOSING INVENTORY	8803	17653	460456.67	460456.67
PERCENT OF CHANGE	2.1%	-12.1%	2.9%	45.5%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	6828	0	0.00	
NO COST	9	2	0.00	
NO FACTORY RECORD	166	5797	25317.93	
NO SERVICE	20	30	6780.00	
MINUS ON HAND	0	0	0.00	
PHASED IN	134	165	8126.73	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	613	354	13715.71	
BUSINESS RATIOS				
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LEVEL OF SERVICE	91.3%			
STOCK ORDER PERFORMANCE	26.0%			
GROSS TURNOVER RATE	10.2			
TRUE TURNOVER RATE	6.3			