

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1080	75.2%	3075	50434.66	54.9%	394339.91
AUTOMATIC PHASEOUT (AP) PARTS	56	3.8%	74	5874.33	6.3%	35722.02
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	-624.62	0.0%	-624.62
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	163	11.3%	268	25004.05	27.2%	259125.71
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	0.2%	4	12.22	0.0%	286.47
SOLD NOT STOCKED	134	9.5%	169	11087.92	12.0%	99706.33
<b>TOTAL COST OF SALES</b>	<b>1436</b>	<b>100.0%</b>	<b>3590</b>	<b>91788.56</b>	<b>100.0%</b>	<b>788555.82</b>
LOST SALES (MEMO)	0		0	0.00		210.60
CREDIT/RETURNS (MEMO)	9		7	213.85		4611.61
UNUSUAL SALES (MEMO)	0		0	0.00		1001.81

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1113	25.9%	6374	90265.12	53.0%
AUTOMATIC PHASEOUT (AP) PARTS	791	18.4%	1755	39392.03	23.1%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	2385	55.5%	751	39316.23	23.1%
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	7	0.2%	18	1195.42	0.8%
<b>TOTAL INVESTMENT</b>	<b>4296</b>	<b>100.0%</b>	<b>8898</b>	<b>170168.80</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	49		61	15810.00	
NEW CORE INVENTORY	37		63	16848.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	764	17.7%	17.7%	71772.28	42.1	42.1%
1-3 MONTHS	1055	24.5%	42.2%	51667.41	30.3	72.4%
4-6 MONTHS	736	17.1%	59.3%	20939.47	12.3	84.7%
7-9 MONTHS	713	16.5%	75.8%	13313.74	7.8	92.5%
10-12 MONTHS	561	13.0%	88.8%	12123.86	7.1	99.6%
13-24 MONTHS	374	8.7%	97.5%	351.92	0.2	99.8%
25 MONTHS OR MORE	94	2.5%	100.0%	0.12	0.2	100.0%

## SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	32	17.6%	42	3859.35	8.9%	
STOCK ORDER - BACKORDER	70	38.6%	313	8906.05	20.6%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
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	42	23.2%	44	12860.85	29.8%	
CUSTOMER ORDER - BACKORDER	37	20.4%	41	17403.15	40.4%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	181	100.0%	440	43029.40	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	198	49.7%	792	19784.65	38.4%	214247.66
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-966.85
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	200	50.2%	280	31621.52	61.5%	270140.96
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1716.15
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	398	100.0%	1072	51406.17	100.0%	481705.62
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	197	29.9%	1617	26368.13	31.1%	255462.74
STOCK ORDER - BACKORDER	64	9.7%	192	8040.92	9.4%	61912.61
STOCK ORDER - CROSS SHIP	1	0.1%	1	542.00	0.6%	8299.75
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	165	25.1%	255	23763.15	28.0%	190740.28
CUSTOMER ORDER - BACKORDER	28	4.2%	43	6398.15	7.5%	47882.41
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	6955.25
EMERGENCY PURCHASES	54	8.2%	103	8121.22	9.5%	50021.96
OTHER ORDERS	148	22.8%	188	11494.55	13.9%	107303.63
TOTAL RECEIPTS	657	100.0%	2399	84728.12	100.0%	728578.63
PURCHASES DISCOUNT	25		36	966.44		6186.50

MONTHLY ANALYSIS  
STORE 04 BRANCH 01 ROCKY MOUNT CHRYSLER MM/YY 11/21  
SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	279	11	1362.40	10419.42
DELETED PARTS	241	0	0.00	-766.40
MINUS ADJUSTMENTS	64	-124	-6641.03	-61297.57
PLUS ADJUSTMENTS	89	1046	22700.38	125425.22
PHYSICAL INVENTORY ADJUSTMENTS	50	52	1154.79	1154.79
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	431	3	-1390.91	2368.98
COST PRICE ADJUSTMENTS	0	-288	-1212.35	-11724.30
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1154	700	15973.28	65580.14

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	56	33	-551.47	12732.64
APPRECIATION - MANUAL UPDATE	134	299	7814.34	-8015.26
TOTAL APPRECIATION	190	332	7262.87	4717.38
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	1	706.00	912.55
TOTAL FIRST PRICING	1	1	706.00	912.55
TOTAL APPRECIATION/FIRST PRICING	191	333	7968.87	5629.93

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	4264	9053	150999.47	152487.55
CLOSING INVENTORY	4297	8898	170168.80	170168.80
PERCENT OF CHANGE	0.8%	-1.6%	12.7%	11.6%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	2678	0	0.00
NO COST	171	0	0.00
NO FACTORY RECORD	282	372	12709.53
NO SERVICE	1	0	0.00
MINUS ON HAND	16	-22	-2900.40
PHASED IN	8	17	257.85
CONVERTED TO AUTOMATIC PHASEOUT (AP)	241	138	2747.27

BUSINESS RATIOS	
LEVEL OF SERVICE	93.6%
STOCK ORDER PERFORMANCE	27.1%
GROSS TURNOVER RATE	6.1
TRUE TURNOVER RATE	2.6