

01/25/2022  
15:20:57

MONTHLY ANALYSIS  
STORE 01 BRANCH 04 APPLE HONDA MM/YY 12/21  
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6437	83.7%	11337	213936.74	60.6%	2673693.07
AUTOMATIC PHASEOUT (AP) PARTS	174	2.2%	208	14439.60	4.0%	151887.46
DEALER PHASEOUT (DP) PARTS	8	0.1%	8	557.59	0.1%	6874.45
MANUAL ORDER (MO) PARTS	11	0.1%	12	3866.88	1.0%	26829.39
NON-STOCK (NS) PARTS	890	11.5%	1099	101660.57	28.8%	1137715.00
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	451.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	2	0.0%	2	92.94	0.0%	6020.19
SOLD NOT STOCKED	164	2.4%	224	18042.55	5.5%	223839.48
TOTAL COST OF SALES	7686	100.0%	12890	352596.87	100.0%	4227310.04
LOST SALES (MEMO)	236		266	30644.68		337846.34
CREDIT/RETURNS (MEMO)	385		2307	28702.29		252173.06
UNUSUAL SALES (MEMO)	0		0	0.00		-119.44
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	3272	26.3%	19759	278751.56	70.0%	
AUTOMATIC PHASEOUT (AP) PARTS	1055	8.4%	1133	41238.61	10.3%	
DEALER PHASEOUT (DP) PARTS	3	0.0%	4	223.39	0.0%	
MANUAL ORDER (MO) PARTS	6	0.0%	21	1543.94	0.3%	
NON-STOCK (NS) PARTS	8082	65.0%	1112	75257.58	18.9%	
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%	
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	
REPLACED BY HOLD (RBH) PARTS	11	0.3%	22	877.07	0.5%	
TOTAL INVESTMENT	12430	100.0%	22051	397892.15	100.0%	
DIRTY CORE INVENTORY	10		22	650.00		
NEW CORE INVENTORY	30		63	2055.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2718	21.8%	21.8%	209401.46	52.6	52.6%
1-3 MONTHS	4132	33.2%	55.0%	107879.83	27.1	79.7%
4-6 MONTHS	2468	19.8%	74.8%	42244.13	10.6	90.3%
7-9 MONTHS	1825	14.6%	89.4%	22600.46	5.6	95.9%
10-12 MONTHS	1251	10.0%	99.4%	12827.78	3.2	99.1%
13-24 MONTHS	33	0.2%	99.6%	2609.14	0.6	99.7%
25 MONTHS OR MORE	3	0.4%	100.0%	329.35	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	58	12.7%	103	3427.68	4.7%	
STOCK ORDER - BACKORDER	132	29.0%	187	22570.13	31.5%	
STOCK ORDER - CROSS SHIP	25	5.5%	314	5061.45	7.0%	
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	37	8.1%	49	7672.66	10.7%	
CUSTOMER ORDER - BACKORDER	169	37.2%	192	29037.96	40.6%	
CUSTOMER ORDER - CROSS SHIP	31	6.8%	41	3325.59	4.6%	
EMERGENCY PURCHASES	2	0.4%	2	372.37	0.5%	
OTHER ORDERS	0	0.3%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	454	100.0%	888	71467.84	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1424	49.8%	4236	123276.08	44.5%	1397593.70
STOCK ORDER - BACKORDER	-4	0.0%	-4	-796.44	0.0%	-8139.80
STOCK ORDER - CROSS SHIP	-3	0.0%	-1	-73.55	0.0%	-4280.44
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	-195.84
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%	-70.77
CUSTOMER ORDER	1463	51.2%	1756	159073.58	57.4%	1649868.85
CUSTOMER ORDER - BACKORDER	-20	0.0%	-19	-4755.13	0.0%	-19930.93
CUSTOMER ORDER - CROSS SHIP	-3	0.0%	-1	-23.28	0.0%	-3171.82
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	-12.26
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2857	100.0%	5967	276701.26	100.0%	3011660.69
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1441	39.8%	13642	164398.37	42.4%	2048540.65
STOCK ORDER - BACKORDER	265	7.3%	446	28303.83	7.3%	163348.76
STOCK ORDER - CROSS SHIP	61	1.6%	365	8678.35	2.2%	140446.35
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	15778.74
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	30.75
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	813.70
CUSTOMER ORDER	1127	31.1%	1335	95089.03	24.5%	1109510.04
CUSTOMER ORDER - BACKORDER	224	6.1%	265	29763.63	7.6%	170369.47
CUSTOMER ORDER - CROSS SHIP	200	5.5%	225	31159.89	8.0%	301908.83
EMERGENCY PURCHASES	6	0.1%	9	474.81	0.1%	21157.60
OTHER ORDERS	293	8.5%	424	29555.30	7.9%	397201.12
TOTAL RECEIPTS	3617	100.0%	16711	387423.21	100.0%	4369106.01
PURCHASES DISCOUNT	56		171	-300.39		1389.77

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	749	0	0.00	0.00
DELETED PARTS	805	0	0.00	0.00
MINUS ADJUSTMENTS	15	-726	-4285.78	-37632.47
PLUS ADJUSTMENTS	4	4	17.30	11209.51
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	56	-79	-4280.48	-77598.86
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	393	-4	1143.09	3120.77
COST PRICE ADJUSTMENTS	5	-465	172.65	-386.90
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2027	-1270	-7233.22	-101287.95
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	209	81	-16.93	5971.50
APPRECIATION - MANUAL UPDATE	8	241	204.64	4593.22
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TOTAL APPRECIATION	217	322	187.71	10564.72
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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
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TOTAL APPRECIATION/FIRST PRICING	217	322	187.71	10564.72
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	12488	19031	369866.71	345424.38
CLOSING INVENTORY	12430	22051	397892.15	397892.15
PERCENT OF CHANGE	-0.4%	15.9%	7.6%	15.2%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	8981	0	0.00	
NO COST	12	0	0.00	
NO FACTORY RECORD	1084	9054	90361.72	
NO SERVICE	6	76	104.27	
MINUS ON HAND	19	-27	-4108.19	
PHASED IN	149	41	361.18	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	691	234	8329.71	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	92.1%			
STOCK ORDER PERFORMANCE	33.0%			
GROSS TURNOVER RATE	11.5			
TRUE TURNOVER RATE	6.4			