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

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6632	79.2%	8623	185542.71	56.6%	2155739.67
AUTOMATIC PHASEOUT (AP) PARTS	197	2.3%	259	23151.95	7.0%	207914.85
DEALER PHASEOUT (DP) PARTS	7	0.0%	19	239.49	0.0%	32911.12
MANUAL ORDER (MO) PARTS	510	6.0%	2791	15409.19	4.7%	244170.22
NON-STOCK (NS) PARTS	946	11.3%	1071	97463.50	29.7%	1288064.60
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	1	0.0%	1	60.40	0.0%	381.40
SOLD NOT STOCKED	78	1.2%	97	5550.97	2.0%	63242.67
TOTAL COST OF SALES	8371	100.0%	12861	327418.21	100.0%	3992424.53
LOST SALES (MEMO)	2		2	28.04		663.28
CREDIT/RETURNS (MEMO)	176		205	12105.67		147894.84
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1818	16.9%	9374	114906.00	63.6%
AUTOMATIC PHASEOUT (AP) PARTS	1077	10.0%	2377	15773.69	8.7%
DEALER PHASEOUT (DP) PARTS	56	0.5%	170	1233.67	0.6%
MANUAL ORDER (MO) PARTS	146	1.3%	70547	35269.46	19.5%
NON-STOCK (NS) PARTS	7641	71.1%	298	13311.59	7.3%
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	1	0.2%	1	60.40	0.3%
TOTAL INVESTMENT	10740	100.0%	82767	180554.81	100.0%
DIRTY CORE INVENTORY	18		27	1287.00	
NEW CORE INVENTORY	21		66	1882.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2084	19.4%	19.4%	130802.62	72.4	72.4%
1-3 MONTHS	3458	32.1%	51.5%	34525.26	19.1	91.5%
4-6 MONTHS	2041	19.0%	70.5%	6948.62	3.8	95.3%
7-9 MONTHS	1744	16.2%	86.7%	5723.75	3.1	98.4%
10-12 MONTHS	1204	11.2%	97.9%	467.23	0.2	98.6%
13-24 MONTHS	109	1.0%	98.9%	1692.57	0.9	99.5%
25 MONTHS OR MORE	100	1.1%	100.0%	394.76	0.5	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	67	9.6%	234	5475.78	4.7%
STOCK ORDER - BACKORDER	50	7.1%	114	4808.33	4.1%
STOCK ORDER - CROSS SHIP	19	2.7%	135	5812.67	5.0%
SUPPLEMENTAL ORDER	11	1.5%	11	631.26	0.5%
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
SUPPLEMENTAL ORDER - CROSS SHIP	3	0.4%	3	481.79	0.4%
CUSTOMER ORDER	115	16.5%	139	11359.87	9.8%
CUSTOMER ORDER - BACKORDER	219	31.5%	245	52910.74	45.9%
CUSTOMER ORDER - CROSS SHIP	65	9.3%	87	9542.80	8.2%
EMERGENCY PURCHASES	142	20.4%	123	23720.52	20.6%
OTHER ORDERS	4	1.0%	7	375.76	0.8%
TOTAL OUTSTANDING ORDERS	695	100.0%	1098	115119.52	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1220	41.3%	5244	118802.57	38.2%	1427623.78
STOCK ORDER - BACKORDER	-8	0.0%	0	0.00	0.0%	2250.84
STOCK ORDER - CROSS SHIP	-6	0.0%	0	0.00	0.0%	1941.62
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	-99.69
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%	14.55
CUSTOMER ORDER	1715	58.1%	2023	186915.43	60.2%	2284578.50
CUSTOMER ORDER - BACKORDER	-2	0.0%	-11	-1560.84	0.0%	-26725.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	-2	-365.37	0.0%	-4697.40
EMERGENCY PURCHASES	12	0.4%	12	6285.57	2.0%	29491.46
OTHER ORDERS	18	0.6%	1	149.53	0.0%	904.84
TOTAL PROCESSED ORDERS	2949	100.0%	7267	310226.89	100.0%	3715283.50
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1041	29.1%	6865	97822.95	27.1%	1161700.79
STOCK ORDER - BACKORDER	141	3.9%	367	13146.79	3.6%	85618.08
STOCK ORDER - CROSS SHIP	53	1.4%	283	9139.90	2.5%	159168.12
SUPPLEMENTAL ORDER	331	9.2%	331	24363.96	6.7%	268084.06
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	738.80
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	22.45
CUSTOMER ORDER	1450	40.5%	1689	138953.96	38.5%	1747856.40
CUSTOMER ORDER - BACKORDER	320	8.9%	373	43647.08	12.1%	263917.78
CUSTOMER ORDER - CROSS SHIP	111	3.1%	112	15943.23	4.4%	247219.58
EMERGENCY PURCHASES	31	0.8%	47	6459.76	1.7%	80671.21
OTHER ORDERS	97	3.1%	144	10702.76	3.4%	115392.45
TOTAL RECEIPTS	3575	100.0%	10211	360180.39	100.0%	4130389.72
PURCHASES DISCOUNT	17		30	109.20		12414.27

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	743	84	1182.05	5002.65
DELETED PARTS	869	98	9290.42	99089.38
MINUS ADJUSTMENTS	59	-205	-6375.15	-116694.59
PLUS ADJUSTMENTS	41	45482	14761.99	93864.11
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	90	-115	-7172.76	-49176.89
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1395	10	-6973.50	11680.86
COST PRICE ADJUSTMENTS	1	-331	-88.59	-974.49
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3198	45023	4624.46	42791.03

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	211	552	-179.90	4803.51
APPRECIATION - MANUAL UPDATE	8	463	-78.69	398.53
TOTAL APPRECIATION	219	1015	-258.59	5202.04
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	219	1015	-258.59	5202.04

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	10886	40259	161898.40	180361.04
CLOSING INVENTORY	10740	82767	180554.81	180554.81
PERCENT OF CHANGE	-1.2%	105.6%	11.5%	0.1%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	9064	0	0.00
NO COST	3	2	0.00
NO FACTORY RECORD	327	2254	8773.04
NO SERVICE	4	10	5.50
MINUS ON HAND	136	-202	-23102.02
PHASED IN	281	37	1768.08
CONVERTED TO AUTOMATIC PHASEOUT (AP)	612	88	3502.46

BUSINESS RATIOS	
LEVEL OF SERVICE	97.9%
STOCK ORDER PERFORMANCE	35.7%
GROSS TURNOVER RATE	23.8
TRUE TURNOVER RATE	8.4

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	OCT	NOV	DEC	YTD	PYR	COST
0	17060-TBA-L02	SHUTTER SET, FUEL	CY	P 101	SPORD	D	1	0/0	0 10/19/2021	1	1	1	0	3 58.64
0	35114-SZA-A11	KEY CASE BOTTOM C	CY	P 101	SPORD	D	1	0/0	0 06/28/2021	1	0	1	0	3 4.41
0	72470-SZA-A01	GARNISH, L. FR.	CY	P 101	SPORD	D	1	0/0	0 05/05/2021	0	0	1	0	3 19.86
0	74592-TBA-A00	FDR, L. RR. (INNE	BY	P 101	SPORD	D	1	0/0	0 02/22/2021	1	0	1	0	4 83.28
0	76806-SZA-A01	MOTOR, WSWA	BY	P 101	SPORD	D	1	0/0	0 05/13/2021	1	0	1	0	4 15.51
0	04320-SP0-A00	PIGTAIL (0.5)		103	1A		1	0/0	0 11/17/2016	0	0	5	0	5 2.95
0	42751-MIC-158	TIRE (235/45R18) + C		P 999	SPORD	Z	1	0/1	0 07/01/2021	0	0	4	0	4 207.50

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	PARTS	PIECES	VALUE
----- MAKE HP HONDA PART - AUTO	7	0	0.00
=====	=====	=====	=====
GRAND TOTAL	7	0	0.00

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	DEC	JAN	FEB	YTD	PYR	COST
1	04711-TGH-A01ZZ	FACE, FR. BUMPER	CY	P 101	SPORD	D	9	0/0	12/17/2020				1	292.74
0	08L91-SZA-10031	SOCKET, TRAILER	ZY	P 101	SPORD	W	7	0/0	07/01/2021					51.61
1	08703-B637PAH-A1	PAINT *B637P*	ZY	P 101	SPORD	*	13	0/0	12/29/2020					8.95
3	12341-PR4-A00	GASKET, CYL HD CV	BY	P 101	3A	E	3	0/0	02/05/1997				4	12.87
2	12341-PWC-000	GASKET, CYL HD CV	CY	P 101	3A	E	9	0/0	06/20/2006				5	12.29
2	17220-RGL-A10	ELEMENT, AIR CLEA	BY	P 101	4B	E	5	0/0	05/01/2007				3	15.76
2	17228-PVJ-A10	TUBE, AIR FLOW	BY	P 101	4E	D	7	0/0	05/13/2016				3	36.03
1	17250-6A0-A00	TUBE ASSY., AIR I	CY	P 101	SPORD	D	13	0/0	12/14/2020					29.18
0	17260-6A0-A00	STAY, AIR CLEANER	ZY	P 101	SPORD	D	13	0/0	12/14/2020					7.18
0	17660-S3V-A02	PIPE, FUEL FILLER	ZY	P 101	SPORD	E	14	0/0	12/08/2020					292.91
0	17662-S50-013	GASKET, FUEL FILL	ZY	P 101	SPORD	E	14	0/0	12/08/2020					10.94
-2	18210-SDC-L02	PIPE A, EX.	CY	P 101	SPORD	E	1	0/0	01/15/2020	0			3	242.20
0	18215-SDA-A31	RUBBER, EX. MOUNT	ZY	P 101	SPORD	E	2	0/0	12/14/2020				4	7.96
1	18303-TR0-A01	GASKET, EX. PIPE	BY	P 101	6B	D	7	0/0	02/18/2016				5	6.66
1	19222-5LA-A01	GASKET, WATER PUM	Z	P 101	RETURN	D	13	0/0	12/08/2020				0	2.82
1	19412-5A2-A00	O-RING	CY	P 101	RETURN	D	1	0/0	10/05/2020	0			3	0.32
1	31110-RX0-A01	BELT, ALTERNATOR	CY	P 101	SPORD	E	0	0/0	01/04/2021	1			1	34.08
0	31512-SAS-000	PLATE	BY	P 101	SPORD	E	4	0/0	08/24/2020				4	14.01
0	33150-T2A-A33	HEADLIGHT ASSY.,	BY	P 101	SPORD	D	0	0/0	10/19/2020	1		1	1	495.29
1	37820-5AA-LA1	ECU	ZY	P 101	SPORD	D	7	0/0	06/29/2021				1	288.84
1	38151-TVA-Y00	BRACKET L, HORN	CY	P 101	RETURN	D	12	0/0	12/09/2020				0	4.69
1	38513-SB0-961	CAP, WASHER MOUTH	BY	P 101	9D	E	7	0/0	02/07/2012				9	6.18
0	53731-SDA-A00	TUBE, SUCTION	BY	P 101	SPORD	D	1	0/0	12/10/2020	1			1	10.46
0	56110-P8C-A01	PUMP SUB-ASSY., P	ZY	P 101	SPORD	E	0	0/0	12/09/2020		1		1	566.50
1	71145-T1W-A00	BASE, FR.	AY	P 101	SPORD	D	7	0/0	10/12/2017				4	6.18
1	71510-T2F-A00	GARNISH, RR. BUMP	BY	P 101	OH3	D	6	0/0	02/24/2015				3	118.76
1	72185-S9A-013	CYLINDER, L. DOOR	BY	P 101	14C	E	1	0/0	10/23/2002	1			4	41.73
1	72350-T2F-A01	WEATHERSTRIP, L.	CY	P 101	SPORD	D	0	0/0	12/31/2020	1	0		0	45.71
0	76620-SNE-A01	BLADE, WSW (650MM	BY	P 101	SPORD	E	0	0/0	12/11/2020	0	0		0	23.62
0	76841-T0G-A01	TANK (2.5L FR.-RR	BY	P 101	SPORD	D	0	0/0	12/14/2020	1		1	1	10.83
0	83230-TBA-A93ZA	SUNVISOR *NH882L*	CY	P 101	SPORD	D	1	0/0	01/05/2021	1			3	44.25
0	83280-TVA-A01ZE	SUNVISOR *NH882L*	CY	P 101	SPORD	D	0	0/0	01/05/2021		1		1	51.99
2	90113-S10-000	BOLT (12POINT 8X2	BY	P 101	17B	E	8	0/1	02/27/2020				16	4.28
1	90161-SDA-A01	BOLT, FLANGE (12X	CY	P 101	RETURN	E	7	0/0	04/30/2020				4	1.52
2	90168-TA0-A00	BOLT, FLANGE (12X	ZY	P 101	RETURN	D	7	0/0	01/07/2021				6	1.94
9	90212-RCA-A01	NUT, SELF-LOCK (8	AY	P 101	17B	D	7	0/0	07/10/1998				10	2.25
2	91207-P7Z-003	OIL SEAL (44X68X8	BY	P 101	17D	D	3	0/0	07/08/2015				3	7.03
2	93405-06025-04	BOLT-WASHER (6X25	ZY	P 101	RETURN	D	13	0/0	12/09/2020					1.06
3	94050-12080	NUT, FLANGE (12MM	AY	P 101	RETURN	D	13	0/0	01/05/2021				2	1.05
4	80291-S84-A01	ELEMENT, FILTER			102 16D		7	0/0	12/03/1997				8	7.29
2	31160	BLUE SPINNER FOB			103 FOB		5	0/0	09/14/2015				4	7.95
5	38903	PURPLE LED LIGHT/			103 FOB		2	0/0	02/06/2017				3	7.95
					18F									
1	08E12-TG7-100B	TRIM	ZY	A 111	SPORD	E	4	0/0	12/29/2020				4	254.76
1	08L91-TG7-100B	HARNES, TRLR HIT	BY	A 111	RETURN	E	4	0/0	04/15/2021				3	143.90

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	PARTS	PIECES	VALUE
----- MAKE HP HONDA PART - AUTO	44	57	1590.62
=====	=====	=====	=====
GRAND TOTAL	44	57	1590.62