

TREND ANALYSIS
BRANCH ADVANTAGE HONDA SUMMARY

SALES	LAST 12 MONTHS	PRIOR 12 MONTHS	DOLLAR VARIANCE	PERCENT VARIANCE
JAN	198418.30	193972.00	4446.30	2.3%
DEC	220200.06	209878.49	10321.57	4.9%
NOV	228004.08	200751.16	27252.92	13.6%
OCT	240231.32	223634.80	16596.52	7.4%
SEP	246945.98	213004.32	33941.66	15.9%
AUG	250985.39	287435.37	-36449.98	-12.6%
JUL	256503.61	251234.38	5269.23	2.1%
JUN	264693.37	201268.95	63424.42	31.5%
MAY	219402.52	150204.49	69198.03	46.1%
APR	233874.07	82591.27	151282.80	183.2%
MAR	259632.70	160319.42	99313.28	61.9%
FEB	197991.87	241479.80	-43487.93	-17.9%
TOTAL	2816883.27	2415774.45	401108.82	16.6%

INVESTMENT	LAST 12 MONTHS	PRIOR 12 MONTHS	DOLLAR VARIANCE	PERCENT VARIANCE
JAN	213939.90	242443.31	-28503.41	-11.7%
DEC	224220.99	235611.74	-11390.75	-4.7%
NOV	219536.06	227810.96	-8274.90	-3.5%
OCT	217558.36	246385.14	-28826.78	-11.6%
SEP	225370.24	236568.48	-11198.24	-4.6%
AUG	225455.13	230533.49	-5078.36	-2.1%
JUL	221552.57	221986.73	-434.16	-0.1%
JUN	219089.81	256424.71	-37334.90	-14.5%
MAY	223433.03	262653.99	-39220.96	-14.8%
APR	215815.72	272315.84	-56500.12	-20.6%
MAR	223013.86	302755.38	-79741.52	-26.2%
FEB	231317.08	330343.12	-99026.04	-29.9%

PROCESSED ORDERS	LAST 12 MONTHS	PRIOR 12 MONTHS	DOLLAR VARIANCE	PERCENT VARIANCE
JAN	195188.91	175610.57	19578.34	11.1%
DEC	217714.17	186028.03	31686.14	17.0%
NOV	198673.95	184130.70	14543.25	7.9%
OCT	201946.42	186724.38	15222.04	8.2%
SEP	232397.76	222330.47	10067.29	4.5%
AUG	217128.24	256628.02	-39499.78	-15.3%
JUL	233023.20	207965.56	25057.64	12.0%
JUN	245250.92	166393.96	78856.96	47.4%
MAY	196887.73	128763.16	68124.57	52.9%
APR	214109.83	67229.00	146880.83	218.5%
MAR	232700.48	149211.85	83488.63	56.0%
FEB	182763.92	219689.61	-36925.69	-16.7%
TOTAL	2567785.53	2150705.31	417080.22	19.4%

TREND ANALYSIS
BRANCH ADVANTAGE HONDA SUMMARY

RECEIPTS	LAST 12 MONTHS	PRIOR 12 MONTHS	DOLLAR VARIANCE	PERCENT VARIANCE
JAN	197512.65	208539.75	-11027.10	-5.2%
DEC	235133.45	222667.15	12466.30	5.6%
NOV	243206.16	199542.36	43663.80	21.9%
OCT	251501.87	242615.62	8886.25	3.7%
SEP	256367.50	220149.87	36217.63	16.5%
AUG	259163.40	291804.42	-32641.02	-11.2%
JUL	276418.12	221885.00	54533.12	24.6%
JUN	272155.24	188840.81	83314.43	44.1%
MAY	217386.45	150600.23	66786.22	44.3%
APR	238780.93	68711.83	170069.10	247.5%
MAR	255661.61	151175.30	104486.31	69.1%
FEB	204868.45	256057.12	-51188.67	-19.9%
TOTAL	2908155.83	2422589.46	485566.37	20.0%

APPRECIATION	LAST 12 MONTHS	PRIOR 12 MONTHS	DOLLAR VARIANCE	PERCENT VARIANCE
JAN	441.92	0.93	440.99	47418.3%
DEC	510.12	13.03	497.09	3815.0%
NOV	476.96	-3.44	480.40	-13965.0%
OCT	850.28	1603.57	-753.29	-46.9%
SEP	700.60	225.13	475.47	211.2%
AUG	295.04	138.74	156.30	112.7%
JUL	407.59	227.40	180.19	79.2%
JUN	781.62	5661.87	-4880.25	-86.1%
MAY	2589.80	747.39	1842.41	246.5%
APR	86.25	169.92	-83.67	-49.1%
MAR	1166.02	-525.26	1691.28	-321.9%
FEB	153.88	-981.81	1135.69	-115.6%
TOTAL	8460.88	7277.47	1182.61	16.3%

03/01/2022

OPEN R/O WORK-IN-PROCESS COST REPORT
FOR A L L D E P T S AS OF 02/28/2022

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DEPT	HK	RO#	R/O DATE	CLOSE DT	HOURS	LABOR COST	PARTS COST	SUBLT COST	GOG COST	BPM COST	FSS COST	TOTAL COST
SERV	HO	181189	01/04/2022		0.00	0.00	0.00	1400.00	0.00	0.00	0.00	1400.00
SERV	HO	181265	01/06/2022		0.00	0.00	209.38	0.00	0.00	0.00	0.00	209.38
SERV	HO	181354	01/08/2022		0.00	0.00	59.41	0.00	0.00	0.00	0.00	209.41
							150.00 CB					
SERV	HO	181659	01/14/2022		0.00	0.00	717.16	0.00	0.00	0.00	0.00	717.16
SERV	HO	182113	01/25/2022		3.00	63.00	0.00	0.00	0.00	0.00	0.00	63.00
SERV	HO	182297	01/31/2022		0.00	0.00	205.18	0.00	0.00	0.00	0.00	205.18
SERV	HO	182399	02/02/2022		0.00	0.00	0.00	2665.00	0.00	0.00	0.00	2665.00
SERV	HO	182484	02/04/2022		0.00	0.00	1176.68	0.00	0.00	0.00	0.00	1176.68
SERV	HO	182583	02/07/2022		0.00	0.00	789.45	0.00	0.00	0.00	0.00	789.45
SERV	HO	182700	02/09/2022		0.00	0.00	177.99	0.00	0.00	0.00	0.00	177.99
SERV	HO	182710	02/09/2022		0.00	0.00	191.29	0.00	0.00	0.00	0.00	191.29
SERV	HO	182826	02/11/2022		0.00	0.00	1196.11	0.00	0.00	0.00	0.00	1196.11
SERV	HO	182866	02/12/2022		0.00	0.00	3.56	0.00	0.00	0.00	0.00	3.56
SERV	HO	182881	02/12/2022		12.00	252.00	266.69	0.00	0.00	0.00	0.00	518.69
SERV	HO	182955	02/15/2022		0.00	0.00	331.56	0.00	0.00	0.00	0.00	331.56
SERV	HO	183101	02/17/2022		7.00	196.00	0.00	0.00	0.00	0.00	0.00	196.00
SERV	HO	183103	02/17/2022		0.00	0.00	14.47	0.00	0.00	0.00	0.00	14.47
SERV	HO	183110	02/17/2022		0.00	0.00	12.59	0.00	0.00	0.00	0.00	12.59
SERV	HO	183132	02/18/2022	02/18/2022	0.00	0.00	33.52	0.00	0.00	0.00	0.00	33.52
SERV	HO	183140	02/18/2022		0.00	0.00	0.45	0.00	0.00	0.00	0.00	-29.65
							-30.00 CB					
SERV	HO	183165	02/19/2022		0.00	0.00	3.56	0.00	0.00	0.00	0.00	3.56
SERV	HO	183254	02/22/2022		0.00	0.00	293.05	0.00	0.00	0.00	0.00	293.05
SERV	HO	183306	02/23/2022		0.00	0.00	444.76	0.00	0.00	0.00	0.00	444.76
SERV	HO	183393	02/24/2022		0.00	0.00	5.11	0.00	0.00	0.00	0.00	5.11
SERV	HO	183431	02/25/2022		0.20	5.57	14.47	0.00	0.00	0.00	0.00	20.04
SERV	HO	183469	02/26/2022		0.00	0.00	0.00	435.00	0.00	0.00	0.00	435.00
SERV	HO	183505	02/26/2022		0.00	0.00	432.32	0.00	0.00	0.00	0.00	432.32
SERV	HO	183506	02/26/2022		0.00	0.00	103.43	0.00	0.00	0.00	0.00	103.43
SERV	HO	183510	02/26/2022		0.00	0.00	204.48	0.00	0.00	0.00	0.00	204.48
SERV	HO	183524	02/28/2022		0.00	0.00	55.97	0.00	0.00	0.00	0.00	55.97
SERV	HO	183525	02/28/2022		0.00	0.00	468.76	0.00	0.00	0.00	0.00	468.76
SERV	HO	183527	02/28/2022		0.30	6.30	0.00	0.00	0.00	0.00	0.00	6.30
HO TOTAL (SERV) DEPT					22.50	522.87	7531.40	4500.00	0.00	0.00	0.00	12554.27
SERV DEPT TOTAL COST					22.50	522.87	7531.40	4500.00	0.00	0.00	0.00	12554.27
GRAND TOTAL ALL DEPTS					22.50	522.87	7531.40	4500.00	0.00	0.00	0.00	12554.27

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UNPRICED PARTS
REPORT TOTALS BRANCH ADVANTAGE HONDA

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	PARTS	PIECES	VALUE
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MAKE HP HONDA PART - AU			
SOURCE 99 FLUSH KITS	12	317	11525.02
SOURCE 100 NON STOCK	7577	2543	83429.25
SOURCE 101 ACCESSORIES	84	125	6229.36
SOURCE 102 FAST MOVING PARTS	971	4307	65432.46
SOURCE 103 STANDARD	65	16	200.15
SOURCE 111 TIRES	51	136	19183.84
SOURCE 150 GOG	2	4424	7963.20
SOURCE 166 AIRBAGS	36	78	4824.18
SOURCE 190 AFTERMARKET	7	183	255.39
SOURCE 199 CHEMICALS	20	1470	6126.21
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MAKE TOTAL	8815	13599	205169.06
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GRAND TOTAL	8815	13599	205169.06

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4770	81.7%	8346	102565.48	48.4%	193883.28
AUTOMATIC PHASEOUT (AP) PARTS	359	6.1%	459	30408.23	14.3%	51415.68
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	636	10.9%	761	75575.94	35.7%	151425.55
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	67	1.3%	79	2966.41	1.6%	10209.85
TOTAL COST OF SALES	5832	100.0%	9645	211516.06	100.0%	409934.36
LOST SALES (MEMO)	3		6	25.26		25.26
CREDIT/RETURNS (MEMO)	101		105	6532.46		11699.83
UNUSUAL SALES (MEMO)	1		1	0.40		0.40

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1261	14.3%	10279	96730.89	47.1%
AUTOMATIC PHASEOUT (AP) PARTS	2719	30.8%	2820	78166.40	38.0%
DEALER PHASEOUT (DP) PARTS	11	0.1%	55	1894.50	0.9%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4824	54.7%	445	28469.11	13.8%
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	0.1%	0	0.00	0.2%
TOTAL INVESTMENT	8815	100.0%	13599	205260.90	100.0%
DIRTY CORE INVENTORY	32		118	3900.06	
NEW CORE INVENTORY	26		69	3036.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1977	22.4%	22.4%	90680.67	44.1	44.1%
1-3 MONTHS	2811	31.8%	54.2%	46272.48	22.5	66.6%
4-6 MONTHS	2221	25.1%	79.3%	29791.88	14.5	81.1%
7-9 MONTHS	662	7.5%	86.8%	18411.70	8.9	90.0%
10-12 MONTHS	234	2.6%	89.4%	8512.46	4.1	94.1%
13-24 MONTHS	388	4.4%	93.8%	5219.19	2.5	96.6%
25 MONTHS OR MORE	522	6.2%	100.0%	6372.52	3.4	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	340	24.7%	672	57031.52	26.5%	
STOCK ORDER - BACKORDER	84	6.1%	125	12582.71	5.8%	
STOCK ORDER - CROSS SHIP	33	2.4%	224	5978.07	2.7%	
SUPPLEMENTAL ORDER	6	0.4%	10	2061.90	0.9%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	9	0.6%	17	3135.17	1.4%	
CUSTOMER ORDER	530	38.5%	655	65630.94	30.5%	
CUSTOMER ORDER - BACKORDER	143	10.4%	148	24098.30	11.2%	
CUSTOMER ORDER - CROSS SHIP	50	3.6%	54	6586.10	3.0%	
EMERGENCY PURCHASES	179	13.0%	179	37436.51	17.4%	
OTHER ORDERS	0	0.3%	0	0.00	0.6%	
TOTAL OUTSTANDING ORDERS	1374	100.0%	2084	214541.22	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	944	39.7%	2504	76553.01	35.3%	146387.07
STOCK ORDER - BACKORDER	-3	0.0%	-3	-486.64	0.0%	-1830.27
STOCK ORDER - CROSS SHIP	-1	0.0%	-1	-102.77	0.0%	-1089.91
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	1466	61.8%	1828	146912.04	67.7%	281476.99
CUSTOMER ORDER - BACKORDER	-6	0.0%	-4	-317.54	0.0%	-698.51
CUSTOMER ORDER - CROSS SHIP	-3	0.0%	-3	-514.89	0.0%	-514.89
EMERGENCY PURCHASES	-25	0.0%	-24	-5263.17	0.0%	-11761.53
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2372	100.0%	4297	216780.04	100.0%	411968.95
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	859	34.8%	8607	77930.68	34.7%	134419.75
STOCK ORDER - BACKORDER	50	2.0%	65	3656.47	1.6%	8956.72
STOCK ORDER - CROSS SHIP	30	1.2%	284	8189.83	3.6%	15267.92
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	1070	43.4%	1352	77859.96	34.6%	160095.68
CUSTOMER ORDER - BACKORDER	169	6.8%	179	27132.36	12.0%	48495.45
CUSTOMER ORDER - CROSS SHIP	120	4.8%	138	19121.57	8.5%	31716.70
EMERGENCY PURCHASES	41	1.6%	43	6207.53	2.7%	8339.28
OTHER ORDERS	123	5.4%	189	4386.57	2.3%	12672.12
TOTAL RECEIPTS	2462	100.0%	10857	224484.97	100.0%	421997.62
PURCHASES DISCOUNT	34		84	2085.68		5895.55

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	829	0	0.00	0.00
DELETED PARTS	239	0	0.00	0.00
MINUS ADJUSTMENTS	23	-38	-2674.69	-8836.13
PLUS ADJUSTMENTS	1	1	68.53	585.03
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	247	-268	-18209.42	-24604.76
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	659	-102	-474.22	1193.46
COST PRICE ADJUSTMENTS	6	-277	-2665.54	-5773.33
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2004	-684	-23955.34	-37495.73

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	203	49	134.89	637.65
APPRECIATION - MANUAL UPDATE	0	0	0.00	-60.84
TOTAL APPRECIATION	203	49	134.89	576.81
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	203	49	134.89	576.81

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	8225	12730	213939.90	224220.99
CLOSING INVENTORY	8815	13599	205260.90	205260.90
PERCENT OF CHANGE	7.2%	6.8%	-4.0%	-8.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	6232	0	0.00
NO COST	2	0	0.00
NO FACTORY RECORD	46	1439	14420.85
NO SERVICE	5	-2	-1.10
MINUS ON HAND	57	-136	-5488.97
PHASED IN	25	23	727.85
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
LEVEL OF SERVICE	97.9%
STOCK ORDER PERFORMANCE	35.7%
GROSS TURNOVER RATE	12.7
TRUE TURNOVER RATE	5.2

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OBSOLESCENCE REPORT
BRANCH ADVANTAGE HONDA

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REPORT TOTALS

	PARTS	PIECES	VALUE
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MAKE HP HONDA PART - AUTO			
SOURCE 99 FLUSH KITS	2	24	583.44
SOURCE 100 NON STOCK	726	953	5588.93
SOURCE 102 FAST MOVING PARTS	139	276	1912.25
SOURCE 190 AFTERMARKET	1	0	0.00
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MAKE TOTAL	868	1253	8084.62
=====	=====	=====	=====
GRAND TOTAL	868	1253	8084.62

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OBSOLESCENCE REPORT
BRANCH ADVANTAGE HONDA

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REPORT TOTALS

	PARTS	PIECES	VALUE
MAKE HP HONDA PART - AUTO			
SOURCE 101 ACCESSORIES	31	29	1428.82
MAKE TOTAL	31	29	1428.82
=====	=====	=====	=====
GRAND TOTAL	31	29	1428.82