

MONTHLY ANALYSIS

STORE 33 BRANCH 01 ST CLOUD SUBARU MM/YY 2/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3174	80.9%	4778	105830.88	55.6%	247004.96
AUTOMATIC PHASEOUT (AP) PARTS	134	3.4%	153	19861.99	10.4%	35708.97
DEALER PHASEOUT (DP) PARTS	2	0.0%	2	160.00	0.0%	240.00
MANUAL ORDER (MO) PARTS	101	2.5%	156	1779.73	0.9%	5574.55
NON-STOCK (NS) PARTS	300	7.6%	493	45149.83	23.7%	93940.07
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	3.61	0.0%	495.73
SOLD NOT STOCKED	211	5.6%	378	17316.11	9.4%	32033.99
<b>TOTAL COST OF SALES</b>	<b>3923</b>	<b>100.0%</b>	<b>5961</b>	<b>190102.15</b>	<b>100.0%</b>	<b>414998.27</b>
LOST SALES (MEMO)	0		0	0.00		196.68
CREDIT/RETURNS (MEMO)	82		110	4488.48		7251.53
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1806	26.8%	12297	226302.36	60.5%
AUTOMATIC PHASEOUT (AP) PARTS	1203	17.8%	1559	72650.29	19.4%
DEALER PHASEOUT (DP) PARTS	6	0.0%	1	188.96	0.0%
MANUAL ORDER (MO) PARTS	31	0.4%	1536	9485.12	2.5%
NON-STOCK (NS) PARTS	3624	53.8%	852	55407.99	14.8%
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	54	1.2%	74	9850.00	2.8%
<b>TOTAL INVESTMENT</b>	<b>6724</b>	<b>100.0%</b>	<b>16319</b>	<b>373884.72</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	23		29	3068.00	
NEW CORE INVENTORY	4		4	1400.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1324	19.6%	19.6%	148385.47	39.6	39.6%
1-3 MONTHS	1898	28.2%	47.8%	100356.63	26.8	66.4%
4-6 MONTHS	1228	18.2%	66.0%	48848.27	13.0	79.4%
7-9 MONTHS	846	12.5%	78.5%	17462.61	4.6	84.0%
10-12 MONTHS	1090	16.2%	94.7%	26750.91	7.1	91.1%
13-24 MONTHS	292	4.3%	99.0%	28677.54	7.6	98.7%
25 MONTHS OR MORE	46	1.0%	100.0%	3403.29	1.3	100.0%

## SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	187	51.9%	1097	24442.90	42.9%	
STOCK ORDER - BACKORDER	1	0.2%	4	587.28	1.0%	
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	172	47.7%	191	31819.48	55.9%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	0.2%	
TOTAL OUTSTANDING ORDERS	360	100.0%	1292	56849.66	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	742	57.6%	3160	94344.96	58.5%	206190.56
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	545	42.3%	731	66740.14	41.4%	137662.81
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	1287	100.0%	3891	161085.10	100.0%	343853.37
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	833	49.7%	4608	111078.92	54.8%	226843.39
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	1344.23
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	551	32.8%	755	68445.45	33.8%	135679.97
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	80	4.7%	221	5575.11	2.7%	9506.74
OTHER ORDERS	212	12.8%	379	17324.87	8.7%	32049.18
TOTAL RECEIPTS	1676	100.0%	5963	202424.35	100.0%	405423.51
PURCHASES DISCOUNT	39		119	1302.82		1006.81

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	392	39	463.01	463.01
DELETED PARTS	411	0	0.00	0.00
MINUS ADJUSTMENTS	109	-177	-8391.85	-16043.69
PLUS ADJUSTMENTS	12	14	1310.76	3551.37
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	548	598	5437.12	11819.60
COST PRICE ADJUSTMENTS	0	-378	-777.44	-754.72
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1472	96	-1958.40	-964.43
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	4449	9108	24567.90	66124.49
APPRECIATION - MANUAL UPDATE	18	6162	-19731.99	-39229.72
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TOTAL APPRECIATION	4467	15270	4835.91	26894.77
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	2	0.00	0.00
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TOTAL FIRST PRICING	2	2	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	4469	15272	4835.91	26894.77
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6751	15806	359687.83	381065.94
CLOSING INVENTORY	6724	16319	373884.72	373884.72
PERCENT OF CHANGE	-0.3%	3.2%	3.9%	-1.8%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	3989	0	0.00	
NO COST	23	30	0.00	
NO FACTORY RECORD	293	-3334	14807.50	
NO SERVICE	0	0	0.00	
MINUS ON HAND	211	-7589	-69299.63	
PHASED IN	108	103	5004.29	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	491	291	10436.44	
BUSINESS RATIOS				
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LEVEL OF SERVICE	97.6%			
STOCK ORDER PERFORMANCE	49.6%			
GROSS TURNOVER RATE	6.7			
TRUE TURNOVER RATE	3.9			