

DMS

Parts
Reports
Monthly
Analysis
2013

03/01/2022
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MONTHLY ANALYSIS
STORE 01 BRANCH 04 DARCARS BALTIMORE MM/YY 02/22
SUMMARY

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| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|-------|--------|--------|-----------|--------|-----------|
| NORMAL STOCK PARTS | 2964 | 72.5% | 7172 | 110139.74 | 50.7% | 230218.81 |
| AUTOMATIC PHASEOUT (AP) PARTS | 99 | 2.4% | 119 | 4799.15 | 2.2% | 9101.49 |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| MANUAL ORDER (MO) PARTS | 92 | 2.2% | 162 | 2219.60 | 1.0% | 4467.00 |
| NON-STOCK (NS) PARTS | 831 | 20.3% | 960 | 87020.77 | 40.0% | 172611.75 |
| NO PHASEOUT (NP) PARTS | 1 | 0.0% | -1 | -190.50 | 0.0% | -1285.35 |
| OBSOLETE (OB) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| REPLACED BY HOLD (RBH) PARTS | 1 | 0.0% | 1 | 63.50 | 0.0% | 127.00 |
| SOLD NOT STOCKED | 99 | 2.6% | 112 | 12968.19 | 6.1% | 35110.64 |
| TOTAL COST OF SALES | 4087 | 100.0% | 8525 | 217020.45 | 100.0% | 450351.34 |
| LOST SALES (MEMO) | 29 | | 30 | 1668.39 | | 4045.11 |
| CREDIT/RETURNS (MEMO) | 334 | | 791 | 18423.24 | | 32977.83 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |

| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|-------|--------|--------|-----------|--------|
| NORMAL STOCK PARTS | 4288 | 29.9% | 8375 | 148440.71 | 84.5% |
| AUTOMATIC PHASEOUT (AP) PARTS | 1165 | 8.1% | 394 | 18000.40 | 10.2% |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| MANUAL ORDER (MO) PARTS | 33 | 0.2% | 26 | 1729.60 | 0.9% |
| NON-STOCK (NS) PARTS | 8817 | 61.5% | 131 | 7418.45 | 4.2% |
| NO PHASEOUT (NP) PARTS | 27 | 0.1% | 0 | 0.00 | 0.0% |
| OBSOLETE (OB) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| REPLACED BY HOLD (RBH) PARTS | 1 | 0.2% | 4 | 51.96 | 0.2% |
| TOTAL INVESTMENT | 14331 | 100.0% | 8930 | 175641.12 | 100.0% |
| DIRTY CORE INVENTORY | 6 | | 7 | 235.00 | |
| NEW CORE INVENTORY | 28 | | 55 | 1820.00 | |

| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
|-------------------|-------|--------|--------------|-----------|--------|--------------|
| CURRENT | 2576 | 17.9% | 17.9% | 90793.47 | 51.6 | 51.6% |
| 1-3 MONTHS | 4235 | 29.5% | 47.4% | 53662.25 | 30.5 | 82.1% |
| 4-6 MONTHS | 3149 | 21.9% | 69.3% | 17998.11 | 10.2 | 92.3% |
| 7-9 MONTHS | 2736 | 19.0% | 88.3% | 11158.84 | 6.3 | 98.6% |
| 10-12 MONTHS | 824 | 5.7% | 94.0% | 2028.45 | 1.1 | 99.7% |
| 13-24 MONTHS | 456 | 3.1% | 97.1% | 0.00 | 0.0 | 99.7% |
| 25 MONTHS OR MORE | 355 | 2.9% | 100.0% | 0.00 | 0.3 | 100.0% |

SUMMARY

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
|---------------------------------|-------|--------|--------|-----------|--------|-----------|
| STOCK ORDER | 55 | 22.4% | 429 | 3733.94 | 11.2% | |
| STOCK ORDER - BACKORDER | 46 | 18.7% | 98 | 3489.89 | 10.5% | |
| 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 | 49 | 20.0% | 52 | 4649.82 | 13.9% | |
| CUSTOMER ORDER - BACKORDER | 5 | 2.0% | 5 | 943.08 | 2.8% | |
| CUSTOMER ORDER - CROSS SHIP | 90 | 36.7% | 92 | 20406.01 | 61.4% | |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| OTHER ORDERS | 0 | 0.2% | 0 | 0.00 | 0.2% | |
| TOTAL OUTSTANDING ORDERS | 245 | 100.0% | 676 | 33222.74 | 100.0% | |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 925 | 39.9% | 2896 | 44723.83 | 24.5% | 94777.42 |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 13.06 |
| 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 | 1390 | 59.9% | 1621 | 136481.11 | 75.0% | 278467.53 |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| CUSTOMER ORDER - CROSS SHIP | 0 | 0.0% | -2 | -1.52 | 0.0% | -1.52 |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| OTHER ORDERS | 3 | 0.2% | 10 | 734.00 | 0.5% | 734.00 |
| TOTAL PROCESSED ORDERS | 2318 | 100.0% | 4525 | 181937.42 | 100.0% | 373990.49 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 123.78 |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 851 | 34.3% | 5586 | 73132.98 | 31.4% | 150019.23 |
| STOCK ORDER - BACKORDER | 80 | 3.2% | 158 | 5281.01 | 2.2% | 10290.96 |
| STOCK ORDER - CROSS SHIP | 5 | 0.2% | 13 | 76.54 | 0.0% | 87.42 |
| 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 | 1094 | 44.0% | 1271 | 85877.48 | 36.9% | 175732.13 |
| CUSTOMER ORDER - BACKORDER | 5 | 0.2% | 5 | 320.00 | 0.1% | 4366.70 |
| CUSTOMER ORDER - CROSS SHIP | 288 | 11.6% | 337 | 48499.96 | 20.8% | 79625.83 |
| EMERGENCY PURCHASES | 1 | 0.0% | 1 | 21.43 | 0.0% | 21.43 |
| OTHER ORDERS | 157 | 6.5% | 340 | 19141.53 | 8.6% | 47124.00 |
| TOTAL RECEIPTS | 2481 | 100.0% | 7711 | 232350.93 | 100.0% | 467267.70 |
| PURCHASES DISCOUNT | 89 | | 117 | 96.50 | | 206.19 |

SUMMARY

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|---------------------------------------|-------|--------|-----------|-----------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 965 | 0 | 0.00 | 0.00 |
| DELETED PARTS | 1192 | 0 | 0.00 | 0.00 |
| MINUS ADJUSTMENTS | 0 | 0 | 0.00 | 0.00 |
| PLUS ADJUSTMENTS | 0 | 0 | 0.00 | 0.00 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | 0.00 |
| RETURNED PARTS | 178 | -329 | -21091.39 | -23102.01 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 1334 | 26 | -2787.17 | 5731.73 |
| COST PRICE ADJUSTMENTS | 16 | -164 | -94.39 | -1214.59 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 3685 | -467 | -23972.95 | -18584.87 |
| | | | | |
| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 31 | 76 | 17.46 | 1909.24 |
| APPRECIATION - MANUAL UPDATE | 43 | 46 | 5.31 | 61.84 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 74 | 122 | 22.77 | 1971.08 |
| | | | | |
| FIRST PRICING - FACTORY MASTER UPDATE | 0 | 0 | 0.00 | 0.00 |
| FIRST PRICING - MANUAL UPDATE | 3 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL FIRST PRICING | 3 | 0 | 0.00 | 0.00 |
| | | | | |
| TOTAL APPRECIATION/FIRST PRICING | 77 | 122 | 22.77 | 1971.08 |
| | | | | |
| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 14437 | 10047 | 184169.58 | 175129.96 |
| CLOSING INVENTORY | 14331 | 8930 | 175641.12 | 175641.12 |
| PERCENT OF CHANGE | -0.6% | -11.0% | -4.5% | 0.3% |
| | | | | |
| MISCELLANEOUS | PARTS | PIECES | EXT VALUE | |
| ----- | ----- | ----- | ----- | |
| OUT OF STOCK | 12449 | 0 | 0.00 | |
| NO COST | 4 | 0 | 0.00 | |
| NO FACTORY RECORD | 210 | 270 | 1830.54 | |
| NO SERVICE | 7 | 38 | 164.02 | |
| MINUS ON HAND | 78 | -135 | -12087.95 | |
| PHASED IN | 164 | 12 | 457.50 | |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 931 | 114 | 4746.90 | |
| | | | | |
| BUSINESS RATIOS | | | | |
| ----- | ----- | | | |
| LEVEL OF SERVICE | 99.1% | | | |
| STOCK ORDER PERFORMANCE | 21.0% | | | |
| GROSS TURNOVER RATE | 17.4 | | | |
| TRUE TURNOVER RATE | 6.5 | | | |