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MONTHLY ANALYSIS

STORE 01 BRANCH 01 PENINSULA SUBARU MM/YY 2/22

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SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7262	93.8%	14124	184505.51	74.2%	349004.99
AUTOMATIC PHASEOUT (AP) PARTS	76	0.9%	92	7469.88	3.0%	23819.29
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	11	0.1%	-29	-191.11	0.0%	-144.98
NON-STOCK (NS) PARTS	383	4.9%	484	56737.70	22.8%	130161.33
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	5	0.0%	5	47.25	0.0%	103.75
SOLD NOT STOCKED	0	0.3%	0	0.00	0.0%	0.00
TOTAL COST OF SALES	7737	100.0%	14676	248569.23	100.0%	502944.38
LOST SALES (MEMO)	14		14	435.40		2015.37
CREDIT/RETURNS (MEMO)	52		1194	8675.86		13617.56
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1193	17.9%	10450	191179.31	53.9%
AUTOMATIC PHASEOUT (AP) PARTS	1153	17.3%	1698	81353.16	22.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	2	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4272	64.3%	917	80055.03	22.5%
NO PHASEOUT (NP) PARTS	7	0.1%	3	220.85	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	15	0.4%	24	1839.74	0.7%
TOTAL INVESTMENT	6642	100.0%	13092	354648.09	100.0%
DIRTY CORE INVENTORY	25		40	9440.00	
NEW CORE INVENTORY	11		11	3700.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1371	20.6%	20.6%	161215.32	45.4	45.4%
1-3 MONTHS	1801	27.1%	47.7%	80902.62	22.8	68.2%
4-6 MONTHS	1258	18.9%	66.6%	43608.52	12.2	80.4%
7-9 MONTHS	967	14.5%	81.1%	33787.38	9.5	89.9%
10-12 MONTHS	855	12.8%	93.9%	12370.46	3.4	93.3%
13-24 MONTHS	233	3.5%	97.4%	15116.78	4.2	97.5%
25 MONTHS OR MORE	157	2.6%	100.0%	7647.01	2.5	100.0%

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	131	47.4%	886	18866.74	31.0%
STOCK ORDER - BACKORDER	29	10.5%	69	10504.47	17.2%
STOCK ORDER - CROSS SHIP	12	4.3%	35	2343.32	3.8%
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	60	21.7%	66	16603.09	27.2%
CUSTOMER ORDER - BACKORDER	27	9.7%	28	4714.71	7.7%
CUSTOMER ORDER - CROSS SHIP	17	6.1%	25	7827.04	12.8%
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%
OTHER ORDERS	0	0.3%	0	0.00	0.3%
TOTAL OUTSTANDING ORDERS	276	100.0%	1109	60859.37	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	972	67.3%	6958	143274.04	70.7%	268635.85
STOCK ORDER - BACKORDER	1	0.0%	-201	-154.71	0.0%	-154.71
STOCK ORDER - CROSS SHIP	1	0.0%	-203	-983.19	0.0%	-983.19
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	467	32.3%	559	60475.91	29.8%	129974.96
CUSTOMER ORDER - BACKORDER	2	0.1%	-1	-22.75	0.0%	-239.17
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	0.3%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	1443	100.0%	7112	202589.30	100.0%	397233.74
FORCED.ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	924	60.2%	13772	153688.01	62.7%	294999.95
STOCK ORDER - BACKORDER	16	1.0%	43	3124.16	1.2%	7127.60
STOCK ORDER - CROSS SHIP	82	5.3%	797	25249.48	10.3%	35040.16
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	397	25.8%	529	47720.75	19.4%	112535.99
CUSTOMER ORDER - BACKORDER	26	1.6%	27	3582.38	1.4%	6759.14
CUSTOMER ORDER - CROSS SHIP	84	5.4%	108	11199.53	4.5%	27447.42
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	5	0.7%	5	232.60	0.5%	457.20
TOTAL RECEIPTS	1534	100.0%	15281	244796.91	100.0%	484367.46
PURCHASES DISCOUNT	35		548	307.83		94.57

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	501	0	0.00	123.40
DELETED PARTS	415	0	0.00	0.00
MINUS ADJUSTMENTS	63	-102	-11289.96	-12023.64
PLUS ADJUSTMENTS	2	479	5375.20	5393.35
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	1689	-57	7990.70	11542.44
COST PRICE ADJUSTMENTS	0	-541	-917.93	-1785.08
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2670	-221	1158.01	3250.47
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	148	345	902.47	1823.88
APPRECIATION - MANUAL UPDATE	20	104	57.09	51.05
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TOTAL APPRECIATION	168	449	959.56	1874.93
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	168	449	959.56	1874.93
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6478	12283	357096.47	367835.01
CLOSING INVENTORY	6642	13092	354648.09	354648.09
PERCENT OF CHANGE	2.5%	6.6%	-0.6%	-3.5%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4311	0	0.00	
NO COST	23	2	0.00	
NO FACTORY RECORD	861	2313	16441.11	
NO SERVICE	0	0	0.00	
MINUS ON HAND	244	-1750	-50526.42	
PHASED IN	78	163	8137.54	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	408	221	16853.68	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	53.4%			
GROSS TURNOVER RATE	8.7			
TRUE TURNOVER RATE	6.6			