

03/16/2022
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MONTHLY ANALYSIS
STORE 02 BRANCH 01 SIMPSON CHEVROLET MM/YY 2/22
SUMMARY

PAGE 1

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4694	84.7%	12403	203200.98	55.7%	419744.19
AUTOMATIC PHASEOUT (AP) PARTS	140	2.5%	208	26267.66	7.2%	52199.65
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	8	0.1%	50	413.36	0.1%	659.16
NON-STOCK (NS) PARTS	518	9.3%	935	108619.48	29.7%	215345.69
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	176	3.4%	194	26229.99	7.3%	43554.06
TOTAL COST OF SALES	5536	100.0%	13790	364731.47	100.0%	731502.75
LOST SALES (MEMO)	118		118	10831.86		18927.87
CREDIT/RETURNS (MEMO)	69		94	13076.87		17950.65
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3417	21.5%	24823	373385.12	55.4%
AUTOMATIC PHASEOUT (AP) PARTS	2165	13.6%	3270	143737.49	21.3%
DEALER PHASEOUT (DP) PARTS	2	0.0%	2	189.77	0.0%
MANUAL ORDER (MO) PARTS	2	0.0%	34	255.00	0.0%
NON-STOCK (NS) PARTS	10246	64.7%	2826	156226.02	23.1%
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	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	15832	100.0%	30955	673793.40	100.0%
DIRTY CORE INVENTORY	99		171	37439.50	
NEW CORE INVENTORY	191		289	44908.25	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2527	15.9%	15.9%	213739.16	31.7	31.7%
1-3 MONTHS	3995	25.2%	41.1%	196880.10	29.2	60.9%
4-6 MONTHS	2616	16.5%	57.6%	91345.02	13.5	74.4%
7-9 MONTHS	2217	14.0%	71.6%	54703.83	8.1	82.5%
10-12 MONTHS	1722	10.8%	82.4%	34035.88	5.0	87.5%
13-24 MONTHS	2664	16.8%	99.2%	80781.62	11.9	99.4%
25 MONTHS OR MORE	91	0.8%	100.0%	2307.79	0.6	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	138	14.3%	362	12087.43	6.2%	
STOCK ORDER - BACKORDER	366	37.9%	540	52418.18	27.1%	
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	422	43.7%	613	124591.24	64.4%	
CUSTOMER ORDER - BACKORDER	34	3.5%	37	3941.01	2.0%	
CUSTOMER ORDER - CROSS SHIP	4	0.4%	7	272.91	0.1%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	964	100.0%	1559	193310.77	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1724	63.8%	4196	111550.95	42.4%	208882.58
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	977	36.1%	1320	151104.07	57.5%	294712.07
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	2701	100.0%	5516	262655.02	100.0%	503594.65
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1803	55.4%	14717	200347.52	51.7%	429020.93
STOCK ORDER - BACKORDER	324	9.9%	773	20915.68	5.4%	46215.07
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	932	28.6%	1390	136948.70	35.3%	237240.40
CUSTOMER ORDER - BACKORDER	16	0.4%	19	3119.71	0.8%	4518.97
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	175	5.7%	193	25721.76	6.8%	43140.83
TOTAL RECEIPTS	3250	100.0%	17092	387053.37	100.0%	760136.20
PURCHASES DISCOUNT	23		35	391.17		2342.19

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1398	0	0.00	0.00
DELETED PARTS	1325	0	0.00	0.00
MINUS ADJUSTMENTS	94	-814	-16680.55	-23831.64
PLUS ADJUSTMENTS	58	728	12044.21	24535.94
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	70	-110	-4102.86	-6399.81
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2439	136	9769.11	2234.04
COST PRICE ADJUSTMENTS	1	-596	567.37	817.31
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	5385	-656	1597.28	-2644.16

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	398	864	865.79	19319.52
APPRECIATION - MANUAL UPDATE	8	1590	1100.21	1415.59
TOTAL APPRECIATION	406	2454	1966.00	20735.11
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	1	80.33	80.33
TOTAL FIRST PRICING	1	1	80.33	80.33
TOTAL APPRECIATION/FIRST PRICING	407	2455	2046.33	20815.44

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	15757	27713	647436.72	627897.67
CLOSING INVENTORY	15832	30955	673793.40	673793.40
PERCENT OF CHANGE	0.5%	11.7%	4.1%	7.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	9916	0	0.00
NO COST	179	474	0.00
NO FACTORY RECORD	547	4438	39596.27
NO SERVICE	31	9	263.45
MINUS ON HAND	162	-426	-45107.22
PHASED IN	32	41	546.38
CONVERTED TO AUTOMATIC PHASEOUT (AP)	481	69	2949.64

BUSINESS RATIOS	
LEVEL OF SERVICE	97.4%
STOCK ORDER PERFORMANCE	28.5%
GROSS TURNOVER RATE	7.8
TRUE TURNOVER RATE	4.8