

MONTHLY ANALYSIS

STORE 02 BRANCH 01 SUNNY KING FORD MM/YY 5/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	570	71.8%	1613	16204.02	29.4%	263935.18
AUTOMATIC PHASEOUT (AP) PARTS	26	3.2%	39	3318.19	6.0%	42331.22
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	1818.62
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	104	13.1%	214	24348.30	44.3%	381280.87
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%	292.15
SOLD NOT STOCKED	93	11.9%	121	11070.30	20.3%	173765.28
TOTAL COST OF SALES	793	100.0%	1987	54940.81	100.0%	863423.32
LOST SALES (MEMO)	1		1	11.36		5542.52
CREDIT/RETURNS (MEMO)	13		18	1302.02		14750.48
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4657	29.2%	25268	197095.54	53.0%
AUTOMATIC PHASEOUT (AP) PARTS	1223	7.6%	2706	77933.40	20.9%
DEALER PHASEOUT (DP) PARTS	9	0.0%	10	2241.89	0.6%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	10022	62.9%	2339	93870.66	25.2%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	5	0.3%	20	232.84	0.3%
TOTAL INVESTMENT	15917	100.0%	30343	371374.33	100.0%
DIRTY CORE INVENTORY	40		65	4227.00	
NEW CORE INVENTORY	68		98	8811.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1517	9.5%	9.5%	106033.47	28.5	28.5%
1-3 MONTHS	6508	40.8%	50.3%	112031.25	30.1	58.6%
4-6 MONTHS	1520	9.5%	59.8%	53265.76	14.3	72.9%
7-9 MONTHS	1472	9.2%	69.0%	31183.40	8.3	81.2%
10-12 MONTHS	1149	7.2%	76.2%	18400.80	4.9	86.1%
13-24 MONTHS	3300	20.7%	96.9%	36840.57	9.9	96.0%
25 MONTHS OR MORE	451	3.1%	100.0%	13619.08	4.0	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	29	15.8%	120	2267.80	6.9%	
STOCK ORDER - BACKORDER	36	19.6%	82	2882.13	8.8%	
STOCK ORDER - CROSS SHIP	6	3.2%	19	724.00	2.2%	
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	47	25.6%	50	12966.16	39.8%	
CUSTOMER ORDER - BACKORDER	52	28.4%	58	12924.93	39.6%	
CUSTOMER ORDER - CROSS SHIP	13	7.1%	16	801.69	2.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	183	100.0%	345	32566.71	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	122	39.2%	230	6457.56	21.7%	152247.80
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-797.76
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-27.27
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	189	60.7%	229	23219.57	78.2%	459221.39
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1433.92
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-3.52
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	32.95
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	311	100.0%	459	29677.13	100.0%	609239.67
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	168	36.2%	372	7601.25	17.9%	255706.22
STOCK ORDER - BACKORDER	12	2.5%	47	691.04	1.6%	21649.42
STOCK ORDER - CROSS SHIP	3	0.6%	3	232.49	0.5%	4877.74
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	147	31.6%	196	15961.29	37.7%	305320.26
CUSTOMER ORDER - BACKORDER	17	3.6%	32	3064.84	7.2%	103811.20
CUSTOMER ORDER - CROSS SHIP	22	4.7%	22	3862.04	9.1%	55310.36
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	32.95
OTHER ORDERS	95	20.8%	123	10920.94	26.0%	185277.66
TOTAL RECEIPTS	464	100.0%	795	42333.89	100.0%	931985.81
PURCHASES DISCOUNT	11		12	152.72		825.21

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	116	0	0.00	450.00
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	6	-6	-470.47	-29825.79
PLUS ADJUSTMENTS	1	1	82.23	5923.14
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	197	12	261.41	2780.25
COST PRICE ADJUSTMENTS	0	-77	-230.12	-897.93
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	320	-70	-356.95	-21570.33

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1736	2142	1955.77	8931.02
APPRECIATION - MANUAL UPDATE	2	2	2.32	-314.42
TOTAL APPRECIATION	1738	2144	1958.09	8616.60
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	434.00
TOTAL FIRST PRICING	0	0	0.00	434.00
TOTAL APPRECIATION/FIRST PRICING	1738	2144	1958.09	9050.60

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	15804	31528	384183.16	322474.50
CLOSING INVENTORY	15917	30343	371374.33	371374.33
PERCENT OF CHANGE	0.7%	-3.7%	-3.2%	15.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	12146	0	0.00
NO COST	70	2	0.00
NO FACTORY RECORD	283	11425	54443.81
NO SERVICE	17	33	301.32
MINUS ON HAND	30	-36	-4003.71
PHASED IN	79	250	5012.20
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
LEVEL OF SERVICE	99.3%
STOCK ORDER PERFORMANCE	17.6%
GROSS TURNOVER RATE	7.3
TRUE TURNOVER RATE	2.4