

05/10/2022
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MONTHLY ANALYSIS
STORE 01 BRANCH 02 LYNNES NISSAN CITY INC MM/YY 4/22
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3598	82.3%	9346	251326.17	63.1%	926741.26
AUTOMATIC PHASEOUT (AP) PARTS	127	2.9%	158	11894.03	2.9%	41597.83
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	643	14.7%	997	135051.09	33.9%	444965.21
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	3	0.0%	2	-578.71	0.0%	-578.71
SOLD NOT STOCKED	0	0.1%	0	0.00	0.1%	0.00
TOTAL COST OF SALES	4371	100.0%	10503	397692.58	100.0%	1412725.59
LOST SALES (MEMO)	3		4	95.56		824.51
CREDIT/RETURNS (MEMO)	307		425	33443.01		140118.47
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3945	24.9%	10694	371034.93	56.5%
AUTOMATIC PHASEOUT (AP) PARTS	1847	11.6%	3630	123302.23	18.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	9983	63.1%	1583	157854.03	24.0%
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	38	0.4%	40	3925.67	0.8%
TOTAL INVESTMENT	15813	100.0%	15947	656116.86	100.0%
DIRTY CORE INVENTORY	3		4	2034.00	
NEW CORE INVENTORY	5		6	1118.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2560	16.1%	16.1%	208574.64	31.7	31.7%
1-3 MONTHS	3816	24.1%	40.2%	193991.36	29.5	61.2%
4-6 MONTHS	2394	15.1%	55.3%	81495.46	12.4	73.6%
7-9 MONTHS	1873	11.8%	67.1%	50606.63	7.7	81.3%
10-12 MONTHS	1643	10.3%	77.4%	28090.47	4.2	85.5%
13-24 MONTHS	2947	18.6%	96.0%	57509.37	8.7	94.2%
25 MONTHS OR MORE	580	4.0%	100.0%	35848.93	5.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	170	26.5%	388	70002.63	37.5%	
STOCK ORDER - BACKORDER	6	0.9%	10	678.31	0.3%	
STOCK ORDER - CROSS SHIP	8	1.2%	13	1184.51	0.6%	
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	404	63.1%	490	106813.23	57.3%	
CUSTOMER ORDER - BACKORDER	14	2.1%	21	2250.69	1.2%	
CUSTOMER ORDER - CROSS SHIP	35	5.4%	42	4914.25	2.6%	
EMERGENCY PURCHASES	3	0.4%	5	432.67	0.2%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	640	100.0%	969	186276.29	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1058	37.7%	3023	112463.97	28.4%	336452.20
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%	-26.54
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	1747	62.2%	2594	282316.32	71.5%	1057230.91
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-7.13
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	17.12
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	2805	100.0%	5617	394780.29	100.0%	1393666.56
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1277	43.6%	7986	156854.30	38.3%	454988.78
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	1838.59
STOCK ORDER - CROSS SHIP	8	0.2%	27	1232.92	0.3%	6538.48
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	1610	55.0%	2575	246570.67	60.2%	992642.31
CUSTOMER ORDER - BACKORDER	15	0.5%	30	2593.78	0.6%	7697.11
CUSTOMER ORDER - CROSS SHIP	16	0.5%	95	1851.58	0.4%	12679.45
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	151.48
OTHER ORDERS	0	0.2%	0	0.00	0.2%	0.99
TOTAL RECEIPTS	2926	100.0%	10713	409103.25	100.0%	1476537.19
PURCHASES DISCOUNT	30		1177	-134.20		-282.90

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	743	0	0.00	0.00
DELETED PARTS	1052	0	0.00	0.00
MINUS ADJUSTMENTS	135	-514	-13403.93	-23662.01
PLUS ADJUSTMENTS	16	30451	40617.84	44367.35
PHYSICAL INVENTORY ADJUSTMENTS	2141	-404	-22076.57	-22076.57
RETURNED PARTS	292	-391	-27974.03	-107632.77
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1941	-28090	-28923.53	-6161.03
COST PRICE ADJUSTMENTS	7	-280	-81.55	-936.72
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	6327	772	-51841.77	-116101.75
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	53	66	-239.57	171.57
APPRECIATION - MANUAL UPDATE	43	1871	781.97	1316.14
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TOTAL APPRECIATION	96	1937	542.40	1487.71
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	96	1937	542.40	1487.71
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	16143	14854	710702.15	709620.89
CLOSING INVENTORY	15813	15947	656116.86	656116.86
PERCENT OF CHANGE	-1.9%	7.4%	-7.6%	-7.4%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	11194	0	0.00	
NO COST	5	0	0.00	
NO FACTORY RECORD	1175	320	3270.71	
NO SERVICE	8	22	564.81	
MINUS ON HAND	42	-706	-11758.18	
PHASED IN	259	122	5925.85	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	503	168	6857.14	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	23.8%			
GROSS TURNOVER RATE	6.2			
TRUE TURNOVER RATE	2.3			