

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	860	60.8%	2274	33959.16	38.0%	113502.10
AUTOMATIC PHASEOUT (AP) PARTS	65	4.5%	78	1899.38	2.1%	13705.49
DEALER PHASEOUT (DP) PARTS	19	1.3%	19	95.00	0.1%	310.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	433	30.6%	608	50320.60	56.3%	185805.94
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	8	0.5%	8	158.46	0.1%	158.88
SOLD NOT STOCKED	29	2.3%	56	2811.80	3.4%	17135.70
TOTAL COST OF SALES	1414	100.0%	3043	89244.40	100.0%	330618.11
LOST SALES (MEMO)	10		15	851.28		1126.09
CREDIT/RETURNS (MEMO)	20		41	427.65		2687.64
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	822	10.2%	4536	62087.58	75.2%
AUTOMATIC PHASEOUT (AP) PARTS	523	6.4%	800	11214.92	13.5%
DEALER PHASEOUT (DP) PARTS	2	0.0%	25	156.83	0.1%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	6686	83.0%	912	8716.34	10.5%
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	15	0.4%	40	290.67	0.7%
TOTAL INVESTMENT	8048	100.0%	6313	82466.34	100.0%
DIRTY CORE INVENTORY	19		21	2909.00	
NEW CORE INVENTORY	26		34	2044.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	947	11.7%	11.7%	32687.56	39.6	39.6%
1-3 MONTHS	1618	20.1%	31.8%	27511.30	33.3	72.9%
4-6 MONTHS	1120	13.9%	45.7%	10233.95	12.4	85.3%
7-9 MONTHS	933	11.5%	57.2%	4664.72	5.6	90.9%
10-12 MONTHS	808	10.0%	67.2%	2658.03	3.2	94.1%
13-24 MONTHS	2494	30.9%	98.1%	2022.07	2.4	96.5%
25 MONTHS OR MORE	128	1.9%	100.0%	2688.71	3.5	100.0%

MONTHLY ANALYSIS  
STORE 01 BRANCH 01 BRIGHT BAY L/M MM/YY 4/22  
SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	10	15.8%	14	295.29	4.3%	
STOCK ORDER - BACKORDER	5	7.9%	13	268.48	3.9%	
STOCK ORDER - CROSS SHIP	2	3.1%	4	29.12	0.4%	
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	30	47.6%	38	3073.89	45.2%	
CUSTOMER ORDER - BACKORDER	5	7.9%	5	922.42	13.5%	
CUSTOMER ORDER - CROSS SHIP	11	17.4%	14	2200.56	32.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	63	100.0%	88	6789.76	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	263	36.4%	536	9676.61	19.1%	39084.85
STOCK ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-5.50
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	459	63.5%	604	43725.18	86.4%	113497.26
CUSTOMER ORDER - BACKORDER	0	0.0%	-3	-739.06	0.0%	-739.06
CUSTOMER ORDER - CROSS SHIP	-3	0.0%	-7	-2152.26	0.0%	-2818.73
EMERGENCY PURCHASES	5	0.6%	1	74.18	0.1%	74.18
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	722	100.0%	1131	50584.65	100.0%	149093.00
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	352	39.7%	1175	35291.64	36.2%	163153.76
STOCK ORDER - BACKORDER	12	1.3%	15	708.79	0.7%	980.31
STOCK ORDER - CROSS SHIP	13	1.4%	29	1483.10	1.5%	11092.97
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	404	45.5%	595	45235.67	46.4%	109977.88
CUSTOMER ORDER - BACKORDER	4	0.4%	22	1271.44	1.3%	1403.80
CUSTOMER ORDER - CROSS SHIP	58	6.5%	87	10142.81	10.4%	36567.15
EMERGENCY PURCHASES	3	0.3%	3	202.13	0.2%	202.13
OTHER ORDERS	40	4.9%	67	3058.38	3.3%	18315.39
TOTAL RECEIPTS	886	100.0%	1993	97393.96	100.0%	341693.39
PURCHASES DISCOUNT	25		53	-148.43		-459.88

MONTHLY ANALYSIS  
STORE 01 BRANCH 01 BRIGHT BAY L/M MM/YY 4/22  
SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	604	0	0.00	548.50
DELETED PARTS	200	2	83.90	83.90
MINUS ADJUSTMENTS	11	-20	-1789.10	-11188.78
PLUS ADJUSTMENTS	21	1182	8384.25	11939.34
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-7701.04
RETURNED PARTS	18	-26	-5725.56	-29903.02
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	948	139	-4039.64	6509.20
COST PRICE ADJUSTMENTS	4	-190	455.30	1066.09
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1806	1087	-2630.85	-28645.81

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1255	256	733.99	1825.27
APPRECIATION - MANUAL UPDATE	2	30	49.50	140.10
TOTAL APPRECIATION	1257	286	783.49	1965.37
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
TOTAL FIRST PRICING	1	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	1258	286	783.49	1965.37

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	7836	6154	78463.19	99289.77
CLOSING INVENTORY	8048	6313	82466.34	82466.34
PERCENT OF CHANGE	2.7%	2.6%	5.1%	-16.8%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	6793	0	0.00
NO COST	9	0	0.00
NO FACTORY RECORD	61	103	1294.76
NO SERVICE	11	0	0.00
MINUS ON HAND	47	-281	-7257.40
PHASED IN	43	121	2109.82
CONVERTED TO AUTOMATIC PHASEOUT (AP)	250	52	2315.59

BUSINESS RATIOS	
LEVEL OF SERVICE	99.5%
STOCK ORDER PERFORMANCE	11.8%
GROSS TURNOVER RATE	9.0
TRUE TURNOVER RATE	5.4