

06/22/2022

15:13:41

MONTHLY ANALYSIS

STORE 01 BRANCH 03 APPLE SUBARU MM/YY 4/22

SOURCE 100

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1227	98.5%	1832	56084.03	97.3%	271879.66
AUTOMATIC PHASEOUT (AP) PARTS	17	1.3%	45	1816.96	2.6%	6945.96
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%	3.28
NON-STOCK (NS) PARTS	0	0.0%	0	0.00	0.0%	0.00
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%	20.38
SOLO NOT STOCKED	1	0.2%	-1	-0.39	0.1%	-0.39
TOTAL COST OF SALES	1245	100.0%	1876	67900.60	100.0%	278848.89
LOST SALES (MEMO)	27		27	1747.13		18750.15
CREDIT/RETURNS (MEMO)	66		81	3587.71		15419.93
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	921	91.4%	3368	94001.32	93.9%
AUTOMATIC PHASEOUT (AP) PARTS	83	8.2%	169	5926.83	5.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	2	6.82	0.0%
NON-STOCK (NS) PARTS	1	0.0%	0	0.00	0.0%
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	1	0.4%	1	148.28	0.2%
TOTAL INVESTMENT	1007	100.0%	3540	100083.25	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	0		0	0.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	540	53.6%	53.6%	54076.97	54.0	54.0%
1-3 MONTHS	348	34.5%	88.1%	36082.78	36.0	90.0%
4-6 MONTHS	83	8.2%	96.3%	7706.47	7.7	97.7%
7-9 MONTHS	19	1.8%	98.1%	887.29	0.8	98.5%
10-12 MONTHS	11	1.0%	99.1%	812.39	0.8	99.3%
13-24 MONTHS	5	0.4%	99.5%	511.07	0.5	99.8%
25 MONTHS OR MORE	1	0.5%	100.0%	6.28	0.2	100.0%

06/22/2022  
15:13:41

MONTHLY ANALYSIS  
STORE 01 BRANCH 03 APPLE SUBARU MM/YY 4/22  
SOURCE 100

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	78	90.6%	148	8147.13	89.1%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	8	9.3%	8	988.42	10.8%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	86	100.0%	156	9135.55	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	657	88.5%	1351	54123.63	85.9%	234547.39
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	85	11.4%	142	8829.95	14.0%	71706.19
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	742	100.0%	1493	62953.58	100.0%	306253.58
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	776	87.1%	2198	68986.01	86.4%	235939.57
STOCK ORDER - BACKORDER	2	0.2%	2	238.46	0.2%	897.08
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	101	11.3%	175	10485.24	13.1%	73140.67
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	11	1.4%	9	128.49	0.3%	563.27
TOTAL RECEIPTS	890	100.0%	2384	79838.20	100.0%	310540.59
PURCHASES DISCOUNT	21		530	172.53		314.87

06/22/2022  
15:13:41

MONTHLY ANALYSIS  
STORE 01 BRANCH 03 APPLE SUBARU MM/YY 4/22  
SOURCE 100

PAGE 3

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	5	0	0.00	0.00
DELETED PARTS	11	0	0.00	0.00
MINUS ADJUSTMENTS	0	0	0.00	-31.82
PLUS ADJUSTMENTS	0	0	0.00	155.97
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	13	-22	-1183.85	-4263.45
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	8	0	0.00	0.00
COST PRICE ADJUSTMENTS	0	-34	-60.15	-132.31
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	37	-56	-1244.00	-4271.61
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	35	74	54.10	1227.16
APPRECIATION - MANUAL UPDATE	0	0	0.00	-358.14
-----	-----	-----	-----	-----
TOTAL APPRECIATION	35	74	54.10	869.02
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	35	74	54.10	869.02
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	1016	3266	90203.85	72025.10
CLOSING INVENTORY	1007	3540	100083.25	100083.25
PERCENT OF CHANGE	-0.8%	8.4%	11.0%	39.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	58	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	2	1	0.39	
NO SERVICE	0	0	0.00	
MINUS ON HAND	0	0	0.00	
PHASED IN	8	9	92.55	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	13	20	243.97	
BUSINESS RATIOS				
-----	-----			
LEVEL OF SERVICE	93.6%			
STOCK ORDER PERFORMANCE	84.1%			
GROSS TURNOVER RATE	10.8			
TRUE TURNOVER RATE	7.8			