

06/25/2022

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MONTHLY ANALYSIS

STORE 07 BRANCH 01 OURISMAN MOTORS FRED MM/YY 05/22

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2849	79.4%	8267	286427.27	64.6%	1425428.48
AUTOMATIC PHASEOUT (AP) PARTS	53	1.4%	61	6749.68	1.5%	38672.01
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	6	0.1%	325	2648.09	0.5%	3642.15
NON-STOCK (NS) PARTS	646	18.0%	825	146946.10	33.1%	748259.00
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	25	0.6%	49	384.12	0.0%	1634.60
SOLD NOT STOCKED	5	0.5%	6	122.51	0.3%	3892.20
TOTAL COST OF SALES	3584	100.0%	9533	443277.77	100.0%	2221528.44
LOST SALES (MEMO)	4		11	315.28		315.28
CREDIT/RETURNS (MEMO)	146		219	28731.22		134576.13
UNUSUAL SALES (MEMO)	16		17	4734.50		20990.88

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4092	17.2%	10528	464870.65	85.2%
AUTOMATIC PHASEOUT (AP) PARTS	480	2.0%	423	23405.22	4.2%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	10	0.0%	2	92.61	0.0%
NON-STOCK (NS) PARTS	19070	80.5%	422	54648.27	10.0%
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	24	0.3%	124	2531.80	0.6%
TOTAL INVESTMENT	23676	100.0%	11499	545548.55	100.0%
DIRTY CORE INVENTORY	9		10	5990.00	
NEW CORE INVENTORY	12		26	1110.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2075	8.7%	8.7%	231067.62	42.3	42.3%
1-3 MONTHS	3538	14.9%	23.6%	196747.46	36.0	78.3%
4-6 MONTHS	2363	9.9%	33.5%	71549.80	13.1	91.4%
7-9 MONTHS	1680	7.0%	40.5%	31873.69	5.8	97.2%
10-12 MONTHS	1348	5.6%	46.1%	1693.25	0.3	97.5%
13-24 MONTHS	3245	13.7%	59.8%	2327.57	0.4	97.9%
25 MONTHS OR MORE	9427	40.2%	100.0%	10289.16	2.1	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	109	53.4%	451	21316.08	45.5%	
STOCK ORDER - BACKORDER	2	0.9%	2	1515.00	3.2%	
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	80	39.2%	87	21097.55	45.0%	
CUSTOMER ORDER - BACKORDER	13	6.3%	13	2879.75	6.1%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	204	100.0%	553	46808.38	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1218	55.6%	3818	186338.24	47.4%	1009724.74
STOCK ORDER - BACKORDER	-1	0.0%	-1	-585.00	0.0%	-2221.66
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	978	44.6%	1232	208595.61	53.0%	1021811.47
CUSTOMER ORDER - BACKORDER	-6	0.0%	-6	-1390.75	0.0%	-1883.25
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2189	100.0%	5043	392958.10	100.0%	2027431.30
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1230	50.3%	5007	212005.26	50.0%	1256466.66
STOCK ORDER - BACKORDER	6	0.2%	6	4028.00	0.9%	16208.09
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	931	38.1%	1170	195757.46	46.2%	991139.32
CUSTOMER ORDER - BACKORDER	23	0.9%	27	9808.63	2.3%	27594.43
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	10	0.4%	10	113.16	0.0%	2827.06
OTHER ORDERS	241	10.1%	339	1572.20	0.6%	11577.12
TOTAL RECEIPTS	2441	100.0%	6559	423284.71	100.0%	2305812.68
PURCHASES DISCOUNT	82		174	1405.83		13956.21

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	461	0	0.00	0.00
DELETED PARTS	306	0	0.00	0.00
MINUS ADJUSTMENTS	108	-165	-18728.65	-119146.49
PLUS ADJUSTMENTS	34	1693	6234.37	16565.66
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	474	-21	-1574.76	328.34
COST PRICE ADJUSTMENTS	131	176	-1084.35	-11246.96
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1514	1683	-15153.39	-113499.45
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	2441	2083	830.57	30938.52
APPRECIATION - MANUAL UPDATE	7	3	0.00	-290.82
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TOTAL APPRECIATION	2448	2086	830.57	30647.70
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	2448	2086	830.57	30647.70
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	23507	12969	578460.85	530118.18
CLOSING INVENTORY	23676	11499	545548.55	545548.55
PERCENT OF CHANGE	0.7%	-11.2%	-5.6%	2.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	21078	0	0.00	
NO COST	35	0	0.00	
NO FACTORY RECORD	60	1351	8062.37	
NO SERVICE	116	0	0.00	
MINUS ON HAND	22	-27	-10868.22	
PHASED IN	320	33	650.98	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	294	95	5212.96	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	45.4%			
GROSS TURNOVER RATE	9.1			
TRUE TURNOVER RATE	5.2			