

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	954	60.4%	2326	74562.14	39.6%	409824.65
AUTOMATIC PHASEOUT (AP) PARTS	137	8.6%	280	22691.64	12.0%	86865.64
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	5	0.3%	5	8.50	0.0%	40.80
NON-STOCK (NS) PARTS	425	26.9%	599	87568.69	46.5%	527227.26
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	7	0.4%	7	894.87	0.4%	2830.24
SOLD NOT STOCKED	49	3.4%	77	2523.11	1.5%	11432.26
TOTAL COST OF SALES	1577	100.0%	3294	188248.95	100.0%	1038220.85
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	13		40	2283.04		10746.52
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1256	21.5%	4993	113091.50	53.8%
AUTOMATIC PHASEOUT (AP) PARTS	1531	26.3%	1349	70677.63	33.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	2981	51.2%	334	17308.52	8.2%
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	47	1.0%	88	9104.66	4.4%
TOTAL INVESTMENT	5816	100.0%	6764	210182.31	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	15		15	1475.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	907	15.5%	15.5%	88022.73	41.8%	41.8%
1-3 MONTHS	2197	37.7%	53.2%	46910.84	22.3%	64.1%
4-6 MONTHS	839	14.4%	67.6%	18702.39	8.8%	72.9%
7-9 MONTHS	1081	18.5%	86.1%	35014.76	16.6%	89.5%
10-12 MONTHS	152	2.6%	88.7%	13996.21	6.6%	96.1%
13-24 MONTHS	234	4.0%	92.7%	7531.94	3.5%	99.6%
25 MONTHS OR MORE	406	7.3%	100.0%	3.44	0.4%	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	50	100.0%	226	15727.29	100.0%	
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	0	0.0%	0	0.00	0.0%	
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	0.0%	0	0.00	0.0%	
TOTAL OUTSTANDING ORDERS	50	100.0%	226	15727.29	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	101	100.0%	453	20006.97	100.0%	119160.24
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	0	0.0%	0	0.00	0.0%	0.00
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	101	100.0%	453	20006.97	100.0%	119160.24
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	456	55.8%	2477	154597.89	77.8%	740209.78
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%	1126.80
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	0	0.0%	0	0.00	0.0%	0.00
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	361	44.2%	625	43947.03	22.2%	299527.30
TOTAL RECEIPTS	817	100.0%	3102	198544.92	100.0%	1040863.88
PURCHASES DISCOUNT	8		419	2267.76		5190.20

MONTHLY ANALYSIS

STORE 03 BRANCH 01 SAFFORD OF TYSONS MM/YY 05/22

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	462	0	0.00	0.00
DELETED PARTS	666	0	0.00	0.00
MINUS ADJUSTMENTS	0	0	0.00	-159.00
PLUS ADJUSTMENTS	0	0	0.00	155.00
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	-7849.17
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	548	21	2562.53	16557.39
COST PRICE ADJUSTMENTS	15	16	-2785.44	-7902.07
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1691	37	-222.91	802.15
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	4	0	0.00	6981.63
APPRECIATION - MANUAL UPDATE	8	316	112.94	-522.09
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TOTAL APPRECIATION	12	316	112.94	6459.54
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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	12	316	112.94	6459.54
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6026	6935	197728.55	195033.53
CLOSING INVENTORY	5816	6764	210182.31	210182.31
PERCENT OF CHANGE	-3.4%	-2.4%	6.3%	7.8%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4729	0	0.00	
NO COST	6	0	0.00	
NO FACTORY RECORD	177	1084	13895.19	
NO SERVICE	65	96	2560.94	
MINUS ON HAND	136	-184	-27119.52	
PHASED IN	262	341	16466.13	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	817	289	18604.65	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	11.4%			
GROSS TURNOVER RATE	11.8			
TRUE TURNOVER RATE	8.4			