

MONTHLY ANALYSIS
STORE 03 BRANCH 01 SAFFORD OF TYSONS MM/YY 06/22
SUMMARY

| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|-------|--------|--------|-----------|--------|------------|
| NORMAL STOCK PARTS | 985 | 54.7% | 2290 | 77388.53 | 35.3% | 487213.18 |
| AUTOMATIC PHASEOUT (AP) PARTS | 175 | 9.7% | 704 | 31896.10 | 14.5% | 118761.74 |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| MANUAL ORDER (MO) PARTS | 6 | 0.3% | 6 | 10.20 | 0.0% | 51.00 |
| NON-STOCK (NS) PARTS | 569 | 31.6% | 909 | 105567.72 | 48.2% | 632794.98 |
| 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 | 4 | 0.2% | 4 | 1331.28 | 0.6% | 4161.52 |
| SOLD NOT STOCKED | 59 | 3.5% | 68 | 2784.29 | 1.4% | 14216.55 |
| TOTAL COST OF SALES | 1798 | 100.0% | 3981 | 218978.12 | 100.0% | 1257198.97 |
| LOST SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |
| CREDIT/RETURNS (MEMO) | 51 | | 61 | 9790.80 | | 20537.32 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |

| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|-------|--------|--------|-----------|--------|
| NORMAL STOCK PARTS | 1258 | 21.5% | 5730 | 124332.65 | 59.5% |
| AUTOMATIC PHASEOUT (AP) PARTS | 1649 | 28.2% | 1311 | 59294.61 | 28.3% |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| MANUAL ORDER (MO) PARTS | 1 | 0.0% | 3 | 5.10 | 0.0% |
| NON-STOCK (NS) PARTS | 2886 | 49.3% | 326 | 16442.89 | 7.8% |
| 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 | 49 | 1.0% | 89 | 8771.37 | 4.4% |
| TOTAL INVESTMENT | 5843 | 100.0% | 7459 | 208846.62 | 100.0% |
| DIRTY CORE INVENTORY | 1 | | 2 | 200.00 | |
| NEW CORE INVENTORY | 14 | | 14 | 1455.00 | |

| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
|-------------------|-------|--------|--------------|-----------|--------|--------------|
| CURRENT | 1178 | 20.1% | 20.1% | 106949.96 | 51.2 | 51.2% |
| 1-3 MONTHS | 2039 | 34.8% | 54.9% | 51262.65 | 24.5 | 75.7% |
| 4-6 MONTHS | 820 | 14.0% | 68.9% | 20403.11 | 9.7 | 85.4% |
| 7-9 MONTHS | 932 | 15.9% | 84.8% | 13771.31 | 6.5 | 91.9% |
| 10-12 MONTHS | 247 | 4.2% | 89.0% | 14844.20 | 7.1 | 99.0% |
| 13-24 MONTHS | 214 | 3.6% | 92.6% | 1611.97 | 0.7 | 99.7% |
| 25 MONTHS OR MORE | 413 | 7.4% | 100.0% | 3.42 | 0.3 | 100.0% |

SUMMARY

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
|---------------------------------|--------------|---------------|---------------|------------------|---------------|-------------------|
| STOCK ORDER | 38 | 100.0% | 458 | 16235.41 | 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 | 38 | 100.0% | 458 | 16235.41 | 100.0% | |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 102 | 99.0% | 768 | 27862.13 | 100.0% | 147022.37 |
| 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 | 1 | 0.9% | 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 | 0.1% | 0 | 0.00 | 0.0% | 0.00 |
| TOTAL PROCESSED ORDERS | 103 | 100.0% | 768 | 27862.13 | 100.0% | 147022.37 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 0.00 |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 611 | 55.4% | 3498 | 169387.89 | 75.1% | 910304.17 |
| 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 | 490 | 44.6% | 1247 | 56014.83 | 24.9% | 355542.13 |
| TOTAL RECEIPTS | 1101 | 100.0% | 4745 | 225402.72 | 100.0% | 1266973.10 |
| PURCHASES DISCOUNT | 10 | | 22 | 23.87 | | 5214.07 |

SUMMARY

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|---------------------------------------|--------|--------|-----------|-----------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 644 | 0 | 0.00 | 0.00 |
| DELETED PARTS | 605 | 0 | 0.00 | 0.00 |
| MINUS ADJUSTMENTS | 3 | -23 | -87.70 | -246.70 |
| PLUS ADJUSTMENTS | 3 | 23 | 87.70 | 242.70 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | 0.00 |
| RETURNED PARTS | 34 | -47 | -14322.17 | -22171.34 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 729 | -52 | 4491.81 | 21049.20 |
| COST PRICE ADJUSTMENTS | 11 | -20 | -36.63 | -7938.70 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 2029 | -119 | -9866.99 | -9064.84 |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 2526 | 2109 | 1200.02 | 8181.65 |
| APPRECIATION - MANUAL UPDATE | 10 | 40 | 161.61 | -360.48 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 2536 | 2149 | 1361.63 | 7821.17 |
| ----- | ----- | ----- | ----- | ----- |
| 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 | 2536 | 2149 | 1361.63 | 7821.17 |
| ----- | ----- | ----- | ----- | ----- |
| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 5816 | 6764 | 210182.31 | 195033.53 |
| CLOSING INVENTORY | 5843 | 7459 | 208846.62 | 208846.62 |
| PERCENT OF CHANGE | 0.5% | 10.3% | -0.5% | 7.1% |
| ----- | ----- | ----- | ----- | ----- |
| MISCELLANEOUS | PARTS | PIECES | EXT VALUE | |
| ----- | ----- | ----- | ----- | |
| OUT OF STOCK | 4803 | 0 | 0.00 | |
| NO COST | 6 | 0 | 0.00 | |
| NO FACTORY RECORD | 188 | 966 | 12527.48 | |
| NO SERVICE | 59 | 74 | 935.10 | |
| MINUS ON HAND | 108 | -132 | -31659.12 | |
| PHASED IN | 274 | 291 | 18575.08 | |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 931 | 334 | 20443.45 | |
| ----- | ----- | ----- | ----- | |
| BUSINESS RATIOS | | | | |
| ----- | ----- | ----- | ----- | ----- |
| LEVEL OF SERVICE | 100.0% | | | |
| STOCK ORDER PERFORMANCE | 11.6% | | | |
| GROSS TURNOVER RATE | 11.9 | | | |
| TRUE TURNOVER RATE | 8.5 | | | |