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MONTHLY ANALYSIS

STORE 07 BRANCH 01 SOMERSET CHRYSLER MM/YY 7/22

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SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	685	88.8%	1402	43116.79	79.7%	789421.16
AUTOMATIC PHASEOUT (AP) PARTS	1	0.1%	2	7.60	0.0%	731.60
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	-129.40
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	84.00
NON-STOCK (NS) PARTS	24	3.1%	30	7714.91	14.2%	85466.99
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%	2288.85
SOLD NOT STOCKED	61	8.0%	80	3248.04	6.1%	74222.53
TOTAL COST OF SALES	771	100.0%	1514	54087.34	100.0%	952085.73
LOST SALES (MEMO)	5		15	348.20		2370.45
CREDIT/RETURNS (MEMO)	9		264	2174.12		23064.23
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	11712	59.2%	10315	252677.19	95.9%
AUTOMATIC PHASEOUT (AP) PARTS	20	0.1%	45	1048.00	0.3%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	36	0.1%	0	0.00	0.0%
NON-STOCK (NS) PARTS	7999	40.4%	256	8676.60	3.2%
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	4	0.2%	8	845.65	0.6%
TOTAL INVESTMENT	19772	100.0%	10624	263247.44	100.0%
DIRTY CORE INVENTORY	44		47	18290.00	
NEW CORE INVENTORY	56		93	23165.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1107	5.5%	5.5%	89376.31	33.9	33.9%
1-3 MONTHS	2127	10.7%	16.2%	78672.16	29.8	63.7%
4-6 MONTHS	1494	7.5%	23.7%	38729.84	14.7	78.4%
7-9 MONTHS	1559	7.8%	31.5%	32317.89	12.2	90.6%
10-12 MONTHS	1007	5.0%	36.5%	11497.95	4.3	94.9%
13-24 MONTHS	4008	20.2%	56.7%	12604.14	4.7	99.6%
25 MONTHS OR MORE	8470	43.3%	100.0%	49.15	0.4	100.0%

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	259	62.1%	475	27250.45	43.4%
STOCK ORDER - BACKORDER	22	5.2%	33	2158.70	3.4%
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	128	30.6%	204	32309.35	51.4%
CUSTOMER ORDER - BACKORDER	8	1.9%	19	1038.50	1.6%
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	417	100.0%	731	62757.00	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	136	47.5%	415	12009.10	37.5%	257540.73
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-408.90
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	150	52.4%	262	19981.95	62.4%	419241.28
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-95.50
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	286	100.0%	677	31991.05	100.0%	676277.61
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	157	40.2%	666	26602.93	51.3%	414571.18
STOCK ORDER - BACKORDER	4	1.0%	8	778.15	1.5%	26736.68
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	165	42.3%	265	20659.00	39.8%	400118.80
CUSTOMER ORDER - BACKORDER	2	0.5%	2	72.50	0.1%	20908.35
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	62	16.0%	81	3720.04	7.3%	81036.78
TOTAL RECEIPTS	390	100.0%	1022	51832.62	100.0%	943371.79
PURCHASES DISCOUNT	82		146	124.30		1951.54

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	268	0	0.00	1429.42
DELETED PARTS	3	0	0.00	1.55
MINUS ADJUSTMENTS	3	-9	-101.10	-25722.40
PLUS ADJUSTMENTS	1	2	5.30	12045.99
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	280	200	5423.15	6342.32
COST PRICE ADJUSTMENTS	16	-207	-19.75	-86.61
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	571	-14	5307.60	-5989.73
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	17487	7452	4317.12	20870.75
APPRECIATION - MANUAL UPDATE	3	200	160.12	1102.48
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TOTAL APPRECIATION	17490	7652	4477.24	21973.23
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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	17490	7652	4477.24	21973.23
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	19709	10923	255593.02	254029.44
CLOSING INVENTORY	19772	10624	263247.44	263247.44
PERCENT OF CHANGE	0.3%	-2.6%	3.0%	3.6%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	17508	0	0.00	
NO COST	295	0	0.00	
NO FACTORY RECORD	703	887	9393.17	
NO SERVICE	258	1	27.65	
MINUS ON HAND	71	-346	-25476.32	
PHASED IN	0	0	0.00	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00	
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BUSINESS RATIOS				

LEVEL OF SERVICE	99.7%			
STOCK ORDER PERFORMANCE	27.0%			
GROSS TURNOVER RATE	7.0			
TRUE TURNOVER RATE	3.2			

