

MONTHLY ANALYSIS

STORE 04 BRANCH 01 ADVANTAGE DODGE MM/YY 8/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3138	66.0%	7984	281083.49	57.9%	1087128.77
AUTOMATIC PHASEOUT (AP) PARTS	81	1.7%	246	18461.50	3.8%	82604.16
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%	0.00
NON-STOCK (NS) PARTS	966	20.3%	4112	154344.55	31.8%	796950.50
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	111	2.3%	161	7579.49	1.5%	28289.73
SOLD NOT STOCKED	456	9.7%	693	23877.43	5.0%	105144.57
TOTAL COST OF SALES	4752	100.0%	13196	485346.46	100.0%	2100117.73
LOST SALES (MEMO)	18		25	3201.80		10108.55
CREDIT/RETURNS (MEMO)	115		260	16987.33		58861.59
UNUSUAL SALES (MEMO)	120		1026	23187.31		150018.24

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3224	13.4%	14831	403475.14	76.0%
AUTOMATIC PHASEOUT (AP) PARTS	1115	4.6%	834	33200.75	6.2%
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	19577	81.6%	3612	77383.81	14.5%
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	68	0.4%	197	16335.15	3.3%
TOTAL INVESTMENT	23986	100.0%	19474	530394.85	100.0%
DIRTY CORE INVENTORY	54		72	15430.00	
NEW CORE INVENTORY	82		103	26895.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2350	9.7%	9.7%	222776.05	42.0	42.0%
1-3 MONTHS	3696	15.4%	25.1%	182013.89	34.3	76.3%
4-6 MONTHS	2804	11.6%	36.7%	58319.53	10.9	87.2%
7-9 MONTHS	2065	8.6%	45.3%	29101.38	5.4	92.6%
10-12 MONTHS	1930	8.0%	53.3%	17549.39	3.3	95.9%
13-24 MONTHS	6009	25.0%	78.3%	10697.05	2.0	97.9%
25 MONTHS OR MORE	5132	21.7%	100.0%	9937.56	2.1	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	138	17.2%	690	18676.79	7.8%	
STOCK ORDER - BACKORDER	287	35.8%	536	49931.95	21.0%	
STOCK ORDER - CROSS SHIP	46	5.7%	163	12717.90	5.3%	
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	146	18.2%	275	106607.70	44.9%	
CUSTOMER ORDER - BACKORDER	137	17.1%	242	35745.20	15.0%	
CUSTOMER ORDER - CROSS SHIP	46	5.7%	271	13634.45	5.7%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	800	100.0%	2177	237313.99	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1044	47.5%	5140	173578.68	40.9%	658869.96
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	1152	52.5%	2652	250161.50	59.0%	1097384.11
CUSTOMER ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-25.15
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	0.1%	0.00
TOTAL PROCESSED ORDERS	2194	100.0%	7792	423740.18	100.0%	1756228.92
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	726	26.1%	9180	127169.91	23.9%	565118.63
STOCK ORDER - BACKORDER	249	8.9%	465	45129.30	8.5%	192465.54
STOCK ORDER - CROSS SHIP	109	3.9%	2024	39694.52	7.4%	126920.53
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	901	32.4%	2529	204495.70	38.5%	887549.78
CUSTOMER ORDER - BACKORDER	161	5.7%	301	35281.30	6.6%	145560.35
CUSTOMER ORDER - CROSS SHIP	138	4.9%	539	48296.70	9.1%	160869.32
EMERGENCY PURCHASES	37	1.3%	38	6564.10	1.2%	89728.40
OTHER ORDERS	455	16.8%	692	23691.44	4.8%	104769.58
TOTAL RECEIPTS	2776	100.0%	15768	530322.97	100.0%	2272982.13
PURCHASES DISCOUNT	134		5979	4868.78		21696.60

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	786	0	0.00	0.00
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	192	-347	-38648.23	-144195.82
PLUS ADJUSTMENTS	53	192	11738.80	37466.96
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	985	-1191	-834.03	664.52
COST PRICE ADJUSTMENTS	88	1668	-8457.57	-32358.55
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2104	322	-36201.03	-138422.89

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	2107	284	2304.66	8318.14
APPRECIATION - MANUAL UPDATE	4	4585	1220.60	2441.85
TOTAL APPRECIATION	2111	4869	3525.26	10759.99
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	2111	4869	3525.26	10759.99

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	23354	18488	520868.11	463945.75
CLOSING INVENTORY	23986	19474	530394.85	530394.85
PERCENT OF CHANGE	2.7%	5.3%	1.8%	14.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	20704	0	0.00
NO COST	42	0	0.00
NO FACTORY RECORD	86	374	3820.60
NO SERVICE	113	0	0.00
MINUS ON HAND	96	-287	-36056.01
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
LEVEL OF SERVICE	95.2%
STOCK ORDER PERFORMANCE	31.3%
GROSS TURNOVER RATE	10.4
TRUE TURNOVER RATE	4.8