

MONTHLY ANALYSIS  
STORE 01 BRANCH 01 MERCEDES-BENZ OF BUC MM/YY 09/22  
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3680	96.4%	19230	247723.92	80.1%	7619376.58
AUTOMATIC PHASEOUT (AP) PARTS	20	0.5%	60	7751.32	2.5%	220061.85
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	79	2.0%	260	48991.38	15.8%	1855543.68
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	28	0.7%	68	2161.81	0.6%	78900.42
SOLD NOT STOCKED	9	0.4%	3	2388.54	1.0%	109747.38
TOTAL COST OF SALES	3816	100.0%	19621	309016.97	100.0%	9883629.91
LOST SALES (MEMO)	1		1	269.00		682.85
CREDIT/RETURNS (MEMO)	153		193	33162.98		565433.40
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	29009	50.0%	81766	2088771.90	88.7%
AUTOMATIC PHASEOUT (AP) PARTS	1187	2.0%	1435	113763.82	4.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	27652	47.7%	1422	138253.01	5.8%
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	79	0.3%	405	13784.36	0.7%
TOTAL INVESTMENT	57927	100.0%	85028	2354573.09	100.0%
DIRTY CORE INVENTORY	1580		8325	1133753.85	
NEW CORE INVENTORY	506		746	80583.50	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4660	8.0%	8.0%	1016779.64	43.1	43.1%
1-3 MONTHS	7302	12.6%	20.6%	684144.75	29.0	72.1%
4-6 MONTHS	5238	9.0%	29.6%	296508.54	12.5	84.6%
7-9 MONTHS	3655	6.3%	35.9%	155738.03	6.6	91.2%
10-12 MONTHS	2997	5.1%	41.0%	104798.09	4.4	95.6%
13-24 MONTHS	7463	12.8%	53.8%	57812.11	2.4	98.0%
25 MONTHS OR MORE	26612	46.2%	100.0%	38791.93	2.0	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	121	13.1%	808	74119.65	20.1%	
STOCK ORDER - BACKORDER	37	4.0%	68	15962.61	4.3%	
STOCK ORDER - CROSS SHIP	46	5.0%	376	21368.01	5.8%	
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	409	44.5%	519	122254.81	33.2%	
CUSTOMER ORDER - BACKORDER	118	12.8%	146	47769.24	13.0%	
CUSTOMER ORDER - CROSS SHIP	187	20.3%	256	85688.80	23.3%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	918	100.0%	2173	367163.12	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	596	50.0%	2913	134608.56	55.0%	4024837.73
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%	-3620.00
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	595	49.9%	787	110124.47	44.9%	3908500.60
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-475.45
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	310.65
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	1191	100.0%	3700	244733.03	100.0%	7929553.53
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	830	54.2%	52638	225326.53	61.6%	6234467.37
STOCK ORDER - BACKORDER	3	0.1%	12	315.00	0.0%	50085.03
STOCK ORDER - CROSS SHIP	4	0.2%	41	7584.50	2.0%	327048.91
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	620	40.4%	828	108557.87	29.6%	3153220.50
CUSTOMER ORDER - BACKORDER	26	1.6%	31	3278.05	0.8%	189937.09
CUSTOMER ORDER - CROSS SHIP	34	2.2%	47	12663.25	3.4%	441608.14
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	14	1.3%	15	8004.02	2.6%	164446.86
TOTAL RECEIPTS	1531	100.0%	53612	365729.22	100.0%	10560813.90
PURCHASES DISCOUNT	51		48645	3659.18		3560.33

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	269	0	0.00	280.50
DELETED PARTS	72	0	0.00	0.00
MINUS ADJUSTMENTS	8	-20	-1177.20	-41205.99
PLUS ADJUSTMENTS	2	92	678.52	47731.15
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	90	-97	-19075.67	-673701.99
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	916	-5250	-2254.29	17092.58
COST PRICE ADJUSTMENTS	1	-694	-1683.33	45842.98
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1358	-5969	-23511.97	-603960.77

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	203	672	-3188.54	59356.86
APPRECIATION - MANUAL UPDATE	6	217	-1667.13	7029.45
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TOTAL APPRECIATION	209	889	-4855.67	66386.31
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	10.80
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TOTAL FIRST PRICING	0	0	0.00	10.80
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TOTAL APPRECIATION/FIRST PRICING	209	889	-4855.67	66397.11

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	57738	56312	2322569.30	2211229.54
CLOSING INVENTORY	57927	85028	2354573.09	2354573.09
PERCENT OF CHANGE	0.3%	51.0%	1.4%	6.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	47524	0	0.00
NO COST	30	0	0.00
NO FACTORY RECORD	894	3662	68513.29
NO SERVICE	468	500	12267.76
MINUS ON HAND	214	-4959	-69704.72
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
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LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	40.7%
GROSS TURNOVER RATE	6.6
TRUE TURNOVER RATE	4.6