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MONTHLY ANALYSIS  
STORE 01 BRANCH 01 GULFGATE DODGE MM/YY 8/22  
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4607	76.1%	9389	429961.63	69.9%	2898409.92
AUTOMATIC PHASEOUT (AP) PARTS	115	1.9%	179	12686.43	2.0%	95281.97
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	428	7.0%	868	1244.80	0.2%	9668.38
NON-STOCK (NS) PARTS	740	12.2%	879	154002.07	25.0%	1209246.48
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	43	0.7%	42	4795.45	0.7%	14991.99
SOLD NOT STOCKED	117	2.1%	116	12205.82	2.2%	49195.40
TOTAL COST OF SALES	6050	100.0%	11473	614896.20	100.0%	4276794.14
LOST SALES (MEMO)	0		0	0.00		80.65
CREDIT/RETURNS (MEMO)	211		291	31050.90		162190.09
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	5010	18.3%	18284	730263.64	82.3%
AUTOMATIC PHASEOUT (AP) PARTS	1407	5.1%	4987	69897.59	7.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	13	0.0%	7445	12101.45	1.3%
NON-STOCK (NS) PARTS	20790	76.2%	1707	66848.86	7.5%
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	39	0.4%	102	7507.95	1.1%
TOTAL INVESTMENT	27259	100.0%	32525	886619.49	100.0%
DIRTY CORE INVENTORY	79		192	27150.00	
NEW CORE INVENTORY	147		322	49145.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2732	10.0%	10.0%	358247.03	40.4	40.4%
1-3 MONTHS	4949	18.1%	28.1%	285898.37	32.2	72.6%
4-6 MONTHS	3472	12.7%	40.8%	126184.36	14.2	86.8%
7-9 MONTHS	2470	9.0%	49.8%	78690.44	8.8	95.6%
10-12 MONTHS	2295	8.4%	58.2%	33111.09	3.7	99.3%
13-24 MONTHS	6298	23.1%	81.3%	3153.80	0.3	99.6%
25 MONTHS OR MORE	5043	18.7%	100.0%	1334.40	0.4	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	196	26.7%	1201	134912.40	60.4%	
STOCK ORDER - BACKORDER	472	64.3%	840	71323.50	31.9%	
STOCK ORDER - CROSS SHIP	11	1.4%	37	2592.30	1.1%	
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	18	2.4%	19	9743.15	4.3%	
CUSTOMER ORDER - BACKORDER	34	4.6%	43	4204.40	1.8%	
CUSTOMER ORDER - CROSS SHIP	3	0.4%	4	249.05	0.1%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	734	100.0%	2144	223024.80	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1726	76.9%	5142	340127.13	82.9%	2361003.80
STOCK ORDER - BACKORDER	-3	0.0%	-16	-1779.50	0.0%	-62917.70
STOCK ORDER - CROSS SHIP	1	0.0%	1	130.00	0.0%	-1641.30
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	525	23.3%	797	72427.35	17.6%	509271.86
CUSTOMER ORDER - BACKORDER	-6	0.0%	-6	-917.20	0.0%	-6137.25
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-2343.45
EMERGENCY PURCHASES	1	0.0%	10	65.00	0.0%	25555.70
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2244	100.0%	5928	410052.78	100.0%	2822791.66
FORCED. ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1586	49.7%	5129	315599.45	50.1%	1469606.21
STOCK ORDER - BACKORDER	559	17.5%	866	83223.10	13.2%	811321.07
STOCK ORDER - CROSS SHIP	67	2.1%	845	30537.19	4.8%	182049.99
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	457	14.3%	746	64779.60	10.2%	428165.16
CUSTOMER ORDER - BACKORDER	34	1.0%	43	2944.95	0.4%	42114.55
CUSTOMER ORDER - CROSS SHIP	11	0.3%	19	715.40	0.1%	30828.70
EMERGENCY PURCHASES	357	11.1%	2491	119711.02	19.0%	1463496.21
OTHER ORDERS	117	4.0%	116	12205.82	2.2%	50787.55
TOTAL RECEIPTS	3188	100.0%	10255	629716.53	100.0%	4478369.44
PURCHASES DISCOUNT	189		385	544.21		18107.95

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	730	0	0.00	8119.65
DELETED PARTS	952	-4	-784.00	-784.00
MINUS ADJUSTMENTS	312	-682	-56526.29	-368947.22
PLUS ADJUSTMENTS	103	1611	22055.48	190440.77
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	2056	15	-2052.53	-14342.81
COST PRICE ADJUSTMENTS	36	28	3897.89	11032.34
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	4189	968	-33409.45	-174481.27

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1723	817	1434.80	42453.24
APPRECIATION - MANUAL UPDATE	16	193	939.46	18180.69
TOTAL APPRECIATION	1739	1010	2374.26	60633.93
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	130.00
TOTAL FIRST PRICING	0	0	0.00	130.00
TOTAL APPRECIATION/FIRST PRICING	1739	1010	2374.26	60763.93

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	27448	33102	899934.39	781180.34
CLOSING INVENTORY	27259	32525	886619.49	886619.49
PERCENT OF CHANGE	-0.6%	-1.6%	-1.4%	13.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	21626	0	0.00
NO COST	82	2	0.00
NO FACTORY RECORD	571	5320	19561.77
NO SERVICE	98	0	0.00
MINUS ON HAND	79	-184	-25160.53
PHASED IN	9	193	3000.18
CONVERTED TO AUTOMATIC PHASEOUT (AP)	746	363	10244.57

BUSINESS RATIOS	
LEVEL OF SERVICE	65.7%
STOCK ORDER PERFORMANCE	55.2%
GROSS TURNOVER RATE	7.5
TRUE TURNOVER RATE	4.0