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MONTHLY ANALYSIS
STORE 06 BRANCH 01 KIA OF DTLA MM/YY 9/22
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5010	75.2%	6654	334977.79	69.8%	2902394.80
AUTOMATIC PHASEOUT (AP) PARTS	144	2.1%	213	21013.23	4.3%	196702.32
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	1346	20.2%	5125	119494.73	24.9%	1053334.24
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%	-1	-1349.42	0.0%	-1349.42
SOLD NOT STOCKED	154	2.5%	162	5718.08	1.1%	19504.12
TOTAL COST OF SALES	6654	100.0%	12153	479854.41	100.0%	4170586.06
LOST SALES (MEMO)	4		4	2136.53		2671.53
CREDIT/RETURNS (MEMO)	215		331	22270.22		261340.52
UNUSUAL SALES (MEMO)	0		0	0.00		277.75

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2417	20.4%	8319	378582.01	42.9%
AUTOMATIC PHASEOUT (AP) PARTS	2857	24.1%	3647	259776.84	29.4%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	6540	55.3%	8930	243041.33	27.5%
NO PHASEOUT (NP) PARTS	1	0.0%	1	3.64	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	11816	100.0%	20897	881403.82	100.0%
DIRTY CORE INVENTORY	56		85	89850.00	
NEW CORE INVENTORY	24		27	21500.00	

3 Times 9/mh

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1761	14.9%	14.9%	380361.26	43.1	43.1%
1-3 MONTHS	3265	27.6%	42.5%	176846.07	20.0	63.1%
4-6 MONTHS	2351	19.8%	62.3%	85383.55	9.6	72.7%
7-9 MONTHS	1486	12.5%	74.8%	55998.58	6.3	79.0%
10-12 MONTHS	1446	12.2%	87.0%	40801.06	4.6	83.6%
13-24 MONTHS	634	5.3%	92.3%	67726.94	7.6	91.2%
25 MONTHS OR MORE	875	7.7%	100.0%	74286.36	8.8	100.0%

25%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	358	50.0%	768	49926.54	34.2%	
STOCK ORDER - BACKORDER	14	1.9%	15	1789.27	1.2%	
STOCK ORDER - CROSS SHIP	7	0.9%	7	356.63	0.2%	
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	244	34.1%	301	71838.88	49.2%	
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	1	0.1%	1	561.80	0.3%	
OTHER ORDERS	91	13.0%	132	21422.05	14.9%	
TOTAL OUTSTANDING ORDERS	715	100.0%	1224	145895.17	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	857	45.9%	3616	81334.70	24.0%	622255.54
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	18358.36
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	7782.60
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	932	49.9%	1101	222713.15	65.7%	2036348.08
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%	687.04
OTHER ORDERS	78	4.2%	233	34814.70	10.3%	107966.20
TOTAL PROCESSED ORDERS	1867	100.0%	4950	338862.55	100.0%	2793397.82
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1042	47.2%	13091	283368.34	55.1%	2124319.40
STOCK ORDER - BACKORDER	3	0.1%	3	54.00	0.0%	16629.32
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	7774.95
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	952	43.1%	1101	202402.15	39.3%	1944556.40
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	15.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	162.00
OTHER ORDERS	208	9.6%	242	28361.48	5.6%	94608.35
TOTAL RECEIPTS	2205	100.0%	14437	514185.97	100.0%	4188065.42
PURCHASES DISCOUNT	29		106	-1061.73		2693.41

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	642	2	174.95	12233.28
DELETED PARTS	647	0	0.00	0.00
MINUS ADJUSTMENTS	196	-567	-16618.12	-320756.67
PLUS ADJUSTMENTS	115	184	7342.43	261930.46
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-36929.44
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1651	40	10001.42	17174.45
COST PRICE ADJUSTMENTS	0	-734	-551.03	40.22
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3251	-1075	349.65	-66307.70
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	223	14097	122502.21	737240.71
APPRECIATION - MANUAL UPDATE	20	6384	-55858.59	-627041.95
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TOTAL APPRECIATION	243	20481	66643.62	110198.76
FIRST PRICING - FACTORY MASTER UPDATE	2	0	0.00	201.55
FIRST PRICING - MANUAL UPDATE	2	0	0.00	0.00
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TOTAL FIRST PRICING	4	0	0.00	201.55
TOTAL APPRECIATION/FIRST PRICING	247	20481	66643.62	110400.31
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	11795	19962	782202.81	854041.57
CLOSING INVENTORY	11818	20897	881403.82	881403.82
PERCENT OF CHANGE	0.2%	4.7%	12.7%	3.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	7467	0	0.00	
NO COST	171	2	0.00	
NO FACTORY RECORD	369	1079	161288.04	
NO SERVICE	7	1	236.34	
MINUS ON HAND	195	-275	-30293.63	
PHASED IN	144	143	6004.98	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	730	268	19676.19	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	14.9%			
GROSS TURNOVER RATE	6.7			
TRUE TURNOVER RATE	3.6			