

12/06/2022

15:06:02

MONTHLY ANALYSIS

STORE 07 BRANCH 01 DOVER AUTO WORLD MM/YY 11/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	802	61.0%	2925	42453.29	37.4%	313074.09
AUTOMATIC PHASEOUT (AP) PARTS	140	10.6%	252	11684.56	10.3%	102681.58
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	369	28.0%	657	58718.56	51.7%	720258.38
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%	34.29
SOLD NOT STOCKED	3	0.4%	3	515.17	0.6%	7013.59
TOTAL COST OF SALES	1314	100.0%	3837	113371.58	100.0%	1143061.93
LOST SALES (MEMO)	11		25	556.75		9118.24
CREDIT/RETURNS (MEMO)	22		25	1148.50		16645.09
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	974	14.8%	22820	86080.33	40.2%
AUTOMATIC PHASEOUT (AP) PARTS	1480	22.5%	2758	75305.81	35.2%
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	4110	62.5%	1342	51985.81	24.3%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	1	0.2%	4	247.60	0.3%
TOTAL INVESTMENT	6566	100.0%	26924	213619.55	100.0%
DIRTY CORE INVENTORY	22		25	7733.00	
NEW CORE INVENTORY	26		31	2678.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1179	17.9%	17.9%	58625.48	27.4	27.4%
1-3 MONTHS	2383	36.2%	54.1%	58559.31	27.4	54.8%
4-6 MONTHS	1282	19.5%	73.6%	32450.08	15.1	69.9%
7-9 MONTHS	1012	15.4%	89.0%	28231.20	13.2	83.1%
10-12 MONTHS	226	3.4%	92.4%	13058.08	6.1	89.2%
13-24 MONTHS	385	5.8%	98.2%	20127.90	9.4	98.6%
25 MONTHS OR MORE	99	1.8%	100.0%	2567.50	1.4	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	57	52.7%	136	4632.89	20.2%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	51	47.2%	55	18297.35	79.7%	
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	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	108	100.0%	191	22930.24	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	305	48.8%	855	17252.87	31.7%	192467.04
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	319	51.1%	432	37116.14	68.2%	357448.78
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%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	624	100.0%	1287	54369.01	100.0%	549915.82
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	619	58.9%	3616	53117.99	41.9%	493499.93
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	428	40.7%	750	73081.58	57.6%	484287.12
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%	287103.08
OTHER ORDERS	3	0.4%	3	515.17	0.5%	7142.51
TOTAL RECEIPTS	1050	100.0%	4369	126714.74	100.0%	1272032.64
PURCHASES DISCOUNT	26		43	-4364.22		-17495.78

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	851	0	0.00	0.00
DELETED PARTS	767	0	0.00	0.00
MINUS ADJUSTMENTS	77	-149	-6215.77	-103954.36
PLUS ADJUSTMENTS	8	11	238.25	13635.14
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	877	14	-3603.07	2295.17
COST PRICE ADJUSTMENTS	0	-278	-98.80	83.10
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2580	-402	-9679.39	-87940.95
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	159	1408	1105.47	9500.84
APPRECIATION - MANUAL UPDATE	23	3976	272.27	3105.93
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TOTAL APPRECIATION	182	5384	1377.74	12606.77
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	182	5384	1377.74	12606.77
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6463	26515	213947.88	172906.73
CLOSING INVENTORY	6566	26924	213619.55	213619.55
PERCENT OF CHANGE	1.6%	1.5%	-0.1%	23.5%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4150	0	0.00	
NO COST	28	1	0.00	
NO FACTORY RECORD	1234	1218	28093.13	
NO SERVICE	4	3	49.87	
MINUS ON HAND	27	-48	-4112.36	
PHASED IN	19	111	1723.53	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	470	62	4102.57	
BUSINESS RATIOS				

LEVEL OF SERVICE	74.2%			
STOCK ORDER PERFORMANCE	16.8%			
GROSS TURNOVER RATE	6.7			
TRUE TURNOVER RATE	2.8			