

12/01/2022

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MONTHLY ANALYSIS

STORE 07 BRANCH 01 BECK NISSAN INC. MM/YY 11/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2820	68.5%	5164	259062.35	56.7%	3114100.22
AUTOMATIC PHASEOUT (AP) PARTS	551	13.3%	614	74801.93	16.3%	897044.00
DEALER PHASEOUT (DP) PARTS	3	0.0%	4	13.48	0.0%	737.92
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	616	14.9%	709	114321.21	25.0%	1323823.65
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%	0.00
SOLD NOT STOCKED	124	3.3%	149	8070.97	2.0%	176173.58
TOTAL COST OF SALES	4114	100.0%	6640	456269.94	100.0%	5511879.37
LOST SALES (MEMO)	11		11	155.30		4933.39
CREDIT/RETURNS (MEMO)	304		328	52985.27		524166.53
UNUSUAL SALES (MEMO)	112		330	20609.02		261879.73

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2255	32.6%	8522	345307.93	49.3%
AUTOMATIC PHASEOUT (AP) PARTS	3407	49.3%	3723	317292.61	45.3%
DEALER PHASEOUT (DP) PARTS	2	0.0%	9	80.43	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	1240	17.9%	441	36206.58	5.1%
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	1	0.2%	1	294.65	0.3%
TOTAL INVESTMENT	6905	100.0%	12696	699182.20	100.0%
DIRTY CORE INVENTORY	2		2	1600.00	
NEW CORE INVENTORY	13		17	5445.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2793	40.4%	40.4%	291524.92	41.6%	41.6%
1-3 MONTHS	2806	40.6%	81.0%	257262.36	36.7%	78.3%
4-6 MONTHS	931	13.4%	94.4%	103741.26	14.8%	93.1%
7-9 MONTHS	369	5.3%	99.7%	45422.84	6.4%	99.5%
10-12 MONTHS	5	0.0%	99.7%	1230.82	0.1%	99.6%
13-24 MONTHS	1	0.0%	99.7%	0.00	0.0%	99.6%
25 MONTHS OR MORE	0	0.3%	100.0%	0.00	0.4%	100.0%

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	176	50.7%	659	35812.79	46.0%
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	171	49.2%	177	41952.63	53.9%
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	347	100.0%	836	77765.42	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1945	62.1%	3534	247382.29	51.4%	2605965.04
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%	195.06
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1186	37.8%	1339	233544.32	48.5%	2559698.57
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	3131	100.0%	4873	480926.61	100.0%	5165858.67
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2332	61.9%	3916	252621.41	50.4%	2647147.48
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	5.28
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%	211.53
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1256	33.3%	1411	223533.31	44.6%	2533951.72
CUSTOMER ORDER - BACKORDER	3	0.0%	3	147.45	0.0%	956.57
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	33	0.8%	44	7139.77	1.4%	265539.26
OTHER ORDERS	141	4.0%	2047	16886.95	3.6%	348352.73
TOTAL RECEIPTS	3765	100.0%	7421	500328.89	100.0%	5796164.57
PURCHASES DISCOUNT	2393		3977	6256.83		44788.91

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1223	2	1308.85	14390.14
DELETED PARTS	953	0	0.00	2235.51
MINUS ADJUSTMENTS	179	-461	-22628.22	-99950.55
PLUS ADJUSTMENTS	113	326	11935.19	28771.62
PHYSICAL INVENTORY ADJUSTMENTS	1218	449	10026.72	10026.72
RETURNED PARTS	56	-76	-15264.95	-213831.26
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	114	6	-1645.18	14852.37
COST PRICE ADJUSTMENTS	52	-90	-403.98	10305.87
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3908	156	-16671.57	-233199.58
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	502	370	8889.93	108970.93
APPRECIATION - MANUAL UPDATE	1518	12739	962.29	-33568.60
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TOTAL APPRECIATION	2020	13109	9852.22	75402.33
FIRST PRICING - FACTORY MASTER UPDATE	6	1	178.30	178.30
FIRST PRICING - MANUAL UPDATE	0	0	0.00	345.66
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TOTAL FIRST PRICING	6	1	178.30	523.96
TOTAL APPRECIATION/FIRST PRICING	2026	13110	10030.52	75926.29
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6639	11502	646839.83	521595.07
CLOSING INVENTORY	6905	12696	699182.20	699182.20
PERCENT OF CHANGE	4.0%	10.4%	8.1%	34.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	2040	0	0.00	
NO COST	4	0	0.00	
NO FACTORY RECORD	226	397	13479.49	
NO SERVICE	0	0	0.00	
MINUS ON HAND	2	-6	-991.34	
PHASED IN	183	300	13215.78	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1180	681	45021.17	
BUSINESS RATIOS				
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LEVEL OF SERVICE	95.0%			
STOCK ORDER PERFORMANCE	47.2%			
GROSS TURNOVER RATE	10.0			
TRUE TURNOVER RATE	4.8			