

12/30/2022

09:58:25

MONTHLY ANALYSIS

STORE 47 BRANCH 01 TED RUSSEL FO LI MM/YY 11/22

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5125	69.7%	12083	373791.03	49.8%	4492178.07
AUTOMATIC PHASEOUT (AP) PARTS	496	6.7%	715	102363.16	13.6%	1467389.09
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	22.85	0.0%	-2666.23
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	1537.59
NON-STOCK (NS) PARTS	1697	23.0%	2417	267655.02	35.7%	3795612.13
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	3	0.0%	4	100.78	0.0%	1669.84
SOLD NOT STOCKED	26	0.6%	41	5561.21	0.9%	-16605.81
TOTAL COST OF SALES	7347	100.0%	15260	749494.05	100.0%	9739114.68
LOST SALES (MEMO)	94		74	151.64		14226.09
CREDIT/RETURNS (MEMO)	397		479	42222.77		523385.72
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	6540	21.4%	27497	797148.83	50.8%
AUTOMATIC PHASEOUT (AP) PARTS	4954	16.2%	7817	417705.15	26.6%
DEALER PHASEOUT (DP) PARTS	10	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	3	12.45	0.0%
NON-STOCK (NS) PARTS	19016	62.2%	5191	351553.17	22.4%
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	17	0.2%	16	918.57	0.2%
TOTAL INVESTMENT	30538	100.0%	40524	1567338.17	100.0%
DIRTY CORE INVENTORY	944		5278	1160330.00	
NEW CORE INVENTORY	212		363	51835.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	5522	18.0%	18.0%	469249.11	29.9	29.9%
1-3 MONTHS	9598	31.4%	49.4%	579736.27	36.9	66.8%
4-6 MONTHS	6517	21.3%	70.7%	250536.66	15.9	82.7%
7-9 MONTHS	4700	15.3%	86.0%	146091.41	9.3	92.0%
10-12 MONTHS	3466	11.3%	97.3%	90539.79	5.7	97.7%
13-24 MONTHS	710	2.3%	99.6%	30975.88	1.9	99.6%
25 MONTHS OR MORE	25	0.4%	100.0%	209.05	0.4	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	202	24.3%	557	38429.86	17.2%	
STOCK ORDER - BACKORDER	90	10.8%	192	24304.93	10.9%	
STOCK ORDER - CROSS SHIP	11	1.3%	22	2506.69	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	326	39.3%	484	85237.12	38.3%	
CUSTOMER ORDER - BACKORDER	159	19.1%	177	62374.23	28.0%	
CUSTOMER ORDER - CROSS SHIP	41	4.9%	50	9466.39	4.2%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	829	100.0%	1482	222319.22	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2741	52.6%	6152	282517.18	45.9%	3516651.25
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-938.47
STOCK ORDER - CROSS SHIP	-2	0.0%	0	0.00	0.0%	-1170.68
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	2467	47.4%	4219	331744.33	54.0%	5402615.29
CUSTOMER ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-8329.45
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-3740.03
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	5204	100.0%	10371	614261.51	100.0%	8905087.91
FORCED ORDERS	0		0	0.00		1017.31
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2715	44.7%	6796	292029.84	37.6%	3122902.00
STOCK ORDER - BACKORDER	93	1.5%	192	12528.58	1.6%	280268.36
STOCK ORDER - CROSS SHIP	94	1.5%	110	22945.58	2.9%	657325.51
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	2375	39.1%	4209	333349.09	43.0%	3493155.03
CUSTOMER ORDER - BACKORDER	82	1.3%	95	18381.10	2.3%	483126.77
CUSTOMER ORDER - CROSS SHIP	277	4.5%	296	54622.96	7.0%	1544403.16
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	430	7.4%	1158	40946.16	5.6%	704929.12
TOTAL RECEIPTS	6066	100.0%	12856	774803.31	100.0%	10286109.95
PURCHASES DISCOUNT	72		463	-301.30		-8544.77

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1632	4	218.48	1289.59
DELETED PARTS	1743	0	0.00	0.00
MINUS ADJUSTMENTS	295	-723	-27740.88	-576595.22
PLUS ADJUSTMENTS	268	911	16219.60	386329.63
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	4597.50
RETURNED PARTS	271	-550	-24432.77	-206388.76
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1401	-20	3526.93	93500.83
COST PRICE ADJUSTMENTS	57	-876	-2010.61	-18734.74
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	5667	-1254	-34219.25	-316001.17
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	9858	6396	6321.69	60920.86
APPRECIATION - MANUAL UPDATE	3	5	128.81	4429.57
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TOTAL APPRECIATION	9861	6401	6450.50	65350.43
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	0	0.00	120.95
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TOTAL FIRST PRICING	3	0	0.00	120.95
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TOTAL APPRECIATION/FIRST PRICING	9864	6401	6450.50	65471.38
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	30744	42981	1574489.45	1251427.07
CLOSING INVENTORY	30538	40524	1567338.17	1567338.17
PERCENT OF CHANGE	-0.6%	-5.6%	-0.4%	25.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	18537	0	0.00	
NO COST	180	37	0.00	
NO FACTORY RECORD	2712	4184	23324.51	
NO SERVICE	40	8	692.61	
MINUS ON HAND	84	-156	-18748.98	
PHASED IN	169	131	4174.94	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1506	591	43352.06	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	36.1%			
GROSS TURNOVER RATE	7.7			
TRUE TURNOVER RATE	3.1			

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2826	77.3%	7259	95792.43	39.6%	1129760.94
AUTOMATIC PHASEOUT (AP) PARTS	173	4.7%	281	21063.62	8.7%	269239.95
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	6	0.1%	6	219.00	0.0%	1606.00
NON-STOCK (NS) PARTS	650	17.7%	1187	124448.69	51.5%	1459139.00
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	0	0.2%	0	0.00	0.2%	2947.35
TOTAL COST OF SALES	3655	100.0%	8733	241523.74	100.0%	2862693.24
LOST SALES (MEMO)	3		9	18.50		34.98
CREDIT/RETURNS (MEMO)	59		114	14741.66		52899.91
UNUSUAL SALES (MEMO)	0		0	0.00		-50.05

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1871	17.9%	19947	214986.47	49.9%
AUTOMATIC PHASEOUT (AP) PARTS	1683	16.1%	4021	118891.68	27.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	5	182.50	0.0%
NON-STOCK (NS) PARTS	6883	65.9%	1826	96531.87	22.4%
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	3	0.1%	0	0.00	0.1%
TOTAL INVESTMENT	10441	100.0%	25799	430592.52	100.0%
DIRTY CORE INVENTORY	466		2809	539004.00	
NEW CORE INVENTORY	97		265	30478.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1719	16.4%	16.4%	157487.02	36.5	36.5%
1-3 MONTHS	3174	30.3%	46.7%	119929.40	27.8	64.3%
4-6 MONTHS	2239	21.4%	68.1%	69731.65	16.1	80.4%
7-9 MONTHS	1653	15.8%	83.9%	49624.56	11.5	91.9%
10-12 MONTHS	1266	12.1%	96.0%	15361.46	3.5	95.4%
13-24 MONTHS	378	3.6%	99.6%	18305.43	4.2	99.6%
25 MONTHS OR MORE	12	0.4%	100.0%	153.00	0.4	100.0%

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SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	203	31.9%	626	23204.72	17.6%	
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	428	67.4%	774	106922.32	81.4%	
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	4	0.7%	31	1218.50	1.0%	
TOTAL OUTSTANDING ORDERS	635	100.0%	1431	131345.54	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	754	52.0%	2045	32253.20	21.9%	269142.89
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	685	47.3%	1204	114859.29	78.0%	1319181.14
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	9	0.7%	0	0.00	0.1%	-726.30
TOTAL PROCESSED ORDERS	1448	100.0%	3249	147112.49	100.0%	1587597.73
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	759	38.1%	3666	44095.23	20.3%	438615.26
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	714	35.8%	1561	94239.44	43.4%	1341717.38
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	25.32
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	519	26.1%	6890	78796.24	36.3%	1028877.87
TOTAL RECEIPTS	1992	100.0%	12117	217130.91	100.0%	2809235.83
PURCHASES DISCOUNT	91		64	1118.76		-1852.88

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SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	552	0	0.00	1076.76
DELETED PARTS	625	0	0.00	0.00
MINUS ADJUSTMENTS	81	-2260	-24620.96	-146262.22
PLUS ADJUSTMENTS	130	770	31989.87	253086.28
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	197.04
RETURNED PARTS	29	-33	-7963.49	-77161.86
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	837	-11	14904.46	30934.61
COST PRICE ADJUSTMENTS	65	-556	703.87	8391.13
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2319	-2090	15013.75	70261.74
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	1484	639	419.65	16103.12
APPRECIATION - MANUAL UPDATE	3	14	115.50	-109.24
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TOTAL APPRECIATION	1487	653	535.15	15993.88
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
TOTAL APPRECIATION/FIRST PRICING	1487	653	535.15	15993.88
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	10570	23626	428848.57	384037.95
CLOSING INVENTORY	10441	25799	430592.52	430592.52
PERCENT OF CHANGE	-1.1%	9.2%	0.4%	12.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	7210	0	0.00	
NO COST	21	2	0.00	
NO FACTORY RECORD	1750	7554	31959.39	
NO SERVICE	1	2	38.90	
MINUS ON HAND	62	-80	-32012.20	
PHASED IN	68	65	2298.78	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	558	251	11770.11	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	9.4%			
GROSS TURNOVER RATE	7.5			
TRUE TURNOVER RATE	1.1			