

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6745	81.9%	12971	700922.44	71.7%	6866819.37
AUTOMATIC PHASEOUT (AP) PARTS	183	2.2%	453	22440.66	2.2%	258436.23
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	39.75
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	1139	13.8%	1575	236596.09	24.2%	2542823.61
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	9	0.1%	9	474.15	0.0%	5660.40
SOLD NOT STOCKED	157	2.0%	218	16332.56	1.9%	169288.15
TOTAL COST OF SALES	8233	100.0%	15226	976765.90	100.0%	9843067.51
LOST SALES (MEMO)	7		13	518.65		11997.85
CREDIT/RETURNS (MEMO)	727		943	87984.44		998783.01
UNUSUAL SALES (MEMO)	0		0	0.00		-245.85

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	7616	28.5%	28379	1294122.56	76.1%
AUTOMATIC PHASEOUT (AP) PARTS	1739	6.5%	4096	108407.76	6.3%
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	39.75	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	17314	64.9%	4612	297154.06	17.4%
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	2	0.1%	13	380.25	0.2%
TOTAL INVESTMENT	26673	100.0%	37101	1700104.38	100.0%
DIRTY CORE INVENTORY	200		347	44815.00	
NEW CORE INVENTORY	329		480	70820.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	5001	18.7%	18.7%	692238.04	40.7	40.7%
1-3 MONTHS	6817	25.5%	44.2%	593760.50	34.9	75.6%
4-6 MONTHS	3974	14.8%	59.0%	197445.91	11.6	87.2%
7-9 MONTHS	2968	11.1%	70.1%	117766.43	6.9	94.1%
10-12 MONTHS	2100	7.8%	77.9%	47222.63	2.7	96.8%
13-24 MONTHS	5612	21.0%	98.9%	44622.69	2.6	99.4%
25 MONTHS OR MORE	201	1.1%	100.0%	7048.18	0.6	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	1048	74.8%	2010	164593.24	64.6%	
STOCK ORDER - BACKORDER	1	0.0%	2	314.00	0.1%	
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	351	25.0%	413	89518.20	35.1%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	1400	100.0%	2425	254425.44	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3430	75.2%	8368	543321.12	72.5%	4979327.48
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	1131	24.7%	1627	205427.48	27.4%	2275777.77
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	4561	100.0%	9995	748748.60	100.0%	7255105.25
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3228	59.3%	9604	517240.10	54.0%	5353820.85
STOCK ORDER - BACKORDER	1	0.0%	3	663.00	0.0%	4260.55
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	1586	29.1%	2899	338298.75	35.3%	3928004.29
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	449.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	454	8.3%	668	81480.84	8.5%	19543492.86
OTHER ORDERS	169	3.3%	230	18744.45	2.2%	184053.08
TOTAL RECEIPTS	5438	100.0%	13404	956427.14	100.0%	29014080.63
PURCHASES DISCOUNT	153		224	2337.06		-310302.12

11/30/2022

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## MONTHLY ANALYSIS

STORE 01 BRANCH 05 APPLE CHRYSLER DODGE MM/YY 11/22

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## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1001	0	0.00	1078.09
DELETED PARTS	762	0	0.00	20.28
MINUS ADJUSTMENTS	47	-78	-13949.38	-18667862.98
PLUS ADJUSTMENTS	53	71	10035.84	169364.29
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	90736.17
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1498	132	-15706.65	-3545.92
COST PRICE ADJUSTMENTS	7	-889	-993.94	33634.58
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3368	-764	-20614.13	-18376575.49
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	193	132	-180.87	166862.92
APPRECIATION - MANUAL UPDATE	11	91	184.27	11892.78
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TOTAL APPRECIATION	204	223	3.40	178755.70
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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	204	223	3.40	178755.70
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	26449	38983	1753673.86	1150045.28
CLOSING INVENTORY	26673	37101	1700104.38	1700104.38
PERCENT OF CHANGE	0.8%	-4.7%	-3.0%	47.8%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	16619	0	0.00	
NO COST	20	1	0.00	
NO FACTORY RECORD	638	751	53736.00	
NO SERVICE	43	4	140.65	
MINUS ON HAND	30	-213	-8343.59	
PHASED IN	6	8	26.20	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	753	240	11330.76	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	-98.4%			
STOCK ORDER PERFORMANCE	50.5%			
GROSS TURNOVER RATE	7.3			
TRUE TURNOVER RATE	4.0			