

01/25/2023

MONTHLY ANALYSIS

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STORE 01 BRANCH 01 APPLE FORD-SHAKOPEE MM/YY 11/22

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	9830	82.8%	24079	622103.04	63.3%	6323714.64
AUTOMATIC PHASEOUT (AP) PARTS	423	3.5%	729	55711.81	5.6%	451183.72
DEALER PHASEOUT (DP) PARTS	0	0.0%	1	1200.00	0.1%	11075.80
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	1275	10.7%	2299	275701.09	28.0%	2974568.03
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%	-2	540.02	0.0%	10029.39
SOLD NOT STOCKED	339	3.0%	511	26654.27	3.0%	479892.81
TOTAL COST OF SALES	11870	100.0%	27617	981910.23	100.0%	10250464.39
LOST SALES (MEMO)	11		30	3180.18		39432.01
CREDIT/RETURNS (MEMO)	573		912	49217.98		716011.41
UNUSUAL SALES (MEMO)	0		0	0.00		1353.36

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	7386	21.7%	30861	821526.84	52.9%
AUTOMATIC PHASEOUT (AP) PARTS	3737	11.0%	9455	313411.18	20.2%
DEALER PHASEOUT (DP) PARTS	9	0.0%	5	69.36	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	22707	66.9%	6314	407258.94	26.2%
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	56	0.4%	98	8058.64	0.7%
TOTAL INVESTMENT	33895	100.0%	46733	1550324.96	100.0%
DIRTY CORE INVENTORY	174		684	61235.00	
NEW CORE INVENTORY	183		336	29741.90	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	5381	15.8%	15.8%	436713.69	28.1	28.1%
1-3 MONTHS	8467	24.9%	40.7%	491544.50	31.7	59.8%
4-6 MONTHS	4863	14.3%	55.0%	215601.87	13.9	73.7%
7-9 MONTHS	3880	11.4%	66.4%	155108.38	10.0	83.7%
10-12 MONTHS	3066	9.0%	75.4%	107532.45	6.9	90.6%
13-24 MONTHS	7502	22.1%	97.5%	94934.90	6.1	96.7%
25 MONTHS OR MORE	736	2.5%	100.0%	48889.17	3.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	796	35.7%	3606	126765.84	30.5%	
STOCK ORDER - BACKORDER	178	7.9%	344	32917.66	7.9%	
STOCK ORDER - CROSS SHIP	164	7.3%	846	32953.97	7.9%	
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	782	35.0%	1473	157145.01	37.8%	
CUSTOMER ORDER - BACKORDER	49	2.1%	166	23041.73	5.5%	
CUSTOMER ORDER - CROSS SHIP	259	11.6%	2146	41940.27	10.1%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	2228	100.0%	8581	414764.48	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2749	61.5%	5887	191550.27	46.8%	3685103.99
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-3142.27
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-4811.83
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	1714	38.4%	3261	217322.10	53.1%	2949170.40
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%	-2859.15
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	4463	100.0%	9148	408872.37	100.0%	6623461.14
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3343	55.1%	6813	295272.51	36.8%	3989512.09
STOCK ORDER - BACKORDER	8	0.1%	8	688.31	0.0%	137656.19
STOCK ORDER - CROSS SHIP	29	0.4%	35	4990.58	0.6%	568958.02
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	1484	24.4%	3283	193025.86	24.1%	2115938.33
CUSTOMER ORDER - BACKORDER	8	0.1%	8	2011.39	0.2%	55255.65
CUSTOMER ORDER - CROSS SHIP	89	1.4%	100	15355.88	1.9%	608676.22
EMERGENCY PURCHASES	698	11.5%	3489	259201.81	32.3%	1977549.02
OTHER ORDERS	401	7.0%	807	30172.17	4.1%	506545.69
TOTAL RECEIPTS	6060	100.0%	14543	800718.51	100.0%	9960091.21
PURCHASES DISCOUNT	377		2189	-8036.29		-29184.84

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1055	29	1387.23	8139.29
DELETED PARTS	1168	0	0.00	49.50
MINUS ADJUSTMENTS	124	-176	-37946.27	-381234.80
PLUS ADJUSTMENTS	43	362	12859.75	644772.49
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-87589.93
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	4421	9638	56971.99	184958.60
COST PRICE ADJUSTMENTS	49	-1799	3402.83	27598.48
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	6860	8054	36675.53	396693.63
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	1800	1223	882.79	86938.80
APPRECIATION - MANUAL UPDATE	1	15	-45.00	3649.70
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TOTAL APPRECIATION	1801	1238	837.79	90588.50
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	31.70
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	31.70
TOTAL APPRECIATION/FIRST PRICING	1801	1238	837.79	90620.20
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	33943	49951	1705677.80	1395686.57
CLOSING INVENTORY	33895	46733	1550324.96	1550324.96
PERCENT OF CHANGE	0.0%	-6.3%	-9.0%	11.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	22141	0	0.00	
NO COST	76	123	0.00	
NO FACTORY RECORD	835	3440	14328.57	
NO SERVICE	170	125	7931.37	
MINUS ON HAND	220	-14085	-127318.64	
PHASED IN	168	162	6159.96	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1035	516	26407.82	
BUSINESS RATIOS				

LEVEL OF SERVICE	80.3%			
STOCK ORDER PERFORMANCE	35.9%			
GROSS TURNOVER RATE	7.0			
TRUE TURNOVER RATE	3.2			