

NOV. 22

03/02/2023

MONTHLY ANALYSIS

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STORE 01 BRANCH 03 RIVERSIDE METRO PART MM/YY 11/22

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	11316	82.4%	16431	362599.88	61.3%	3994509.76
AUTOMATIC PHASEOUT (AP) PARTS	372	2.7%	428	32340.12	5.4%	354093.54
DEALER PHASEOUT (DP) PARTS	406	2.9%	419	55167.61	9.3%	409289.67
MANUAL ORDER (MO) PARTS	365	2.6%	1312	10639.58	1.7%	144709.70
NON-STOCK (NS) PARTS	1248	9.0%	1368	129637.41	21.9%	1671482.55
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	4	0.0%	6	160.80	0.0%	60.95
SOLD NOT STOCKED	15	0.4%	16	560.72	0.4%	34770.99
TOTAL COST OF SALES	13726	100.0%	19980	591106.12	100.0%	6608917.16
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	392		508	42352.30		467983.12
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	5043	25.7%	32041	333857.52	54.4%
AUTOMATIC PHASEOUT (AP) PARTS	2784	14.2%	2608	116843.83	19.0%
DEALER PHASEOUT (DP) PARTS	580	2.9%	890	99909.33	16.3%
MANUAL ORDER (MO) PARTS	21	0.1%	1604	20277.23	3.3%
NON-STOCK (NS) PARTS	11167	56.9%	383	41702.02	6.8%
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%	0	0.00	0.2%
TOTAL INVESTMENT	19596	100.0%	37526	612589.93	100.0%
DIRTY CORE INVENTORY	46		107	4949.00	
NEW CORE INVENTORY	61		95	5893.03	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4332	22.1%	22.1%	249805.48	40.7	40.7%
1-3 MONTHS	6005	30.6%	52.7%	170541.78	27.8	68.5%
4-6 MONTHS	3755	19.1%	71.8%	83919.39	13.6	82.1%
7-9 MONTHS	2817	14.3%	86.1%	57294.54	9.3	91.4%
10-12 MONTHS	1961	10.0%	96.1%	34195.86	5.5	96.9%
13-24 MONTHS	593	3.0%	99.1%	16206.32	2.6	99.5%
25 MONTHS OR MORE	133	0.9%	100.0%	626.56	0.5	100.0%

## SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	635	34.8%	837	90365.81	33.1%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	255	13.9%	458	21964.16	8.0%	
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	571	31.3%	594	97251.08	35.6%	
CUSTOMER ORDER - BACKORDER	2	0.1%	2	139.10	0.0%	
CUSTOMER ORDER - CROSS SHIP	360	19.7%	885	62810.37	23.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	1823	100.0%	2776	272530.52	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3241	48.6%	6822	185463.47	34.3%	2256263.47
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	1	0.0%	-14	-1540.73	0.0%	-17735.70
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	3430	51.4%	3784	358016.82	66.3%	3928140.76
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	-7	0.0%	-17	-2225.76	0.0%	-66723.56
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	6665	100.0%	10575	539713.80	100.0%	6099944.97
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3147	46.8%	16788	234466.10	38.4%	2607982.32
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	73.24
STOCK ORDER - CROSS SHIP	282	4.1%	580	33114.17	5.4%	323917.52
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	2974	44.2%	3255	298169.00	48.8%	3265559.67
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	786.09
CUSTOMER ORDER - CROSS SHIP	301	4.4%	400	41411.58	6.7%	518392.06
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	20	0.5%	34	2680.72	0.7%	62057.29
TOTAL RECEIPTS	6724	100.0%	21057	609841.57	100.0%	6778768.19
PURCHASES DISCOUNT	14		28	-2128.24		-14326.13

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1332	5	773.63	23380.13
DELETED PARTS	1211	0	0.00	-5727.21
MINUS ADJUSTMENTS	80	-865	-11589.61	-110594.00
PLUS ADJUSTMENTS	40	673	6978.87	119732.57
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	80	-98	-20326.93	-241284.50
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	7677	83	6105.32	5795.51
COST PRICE ADJUSTMENTS	28	70	6323.02	64698.98
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	10448	-132	-11735.70	-143998.52
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	379	198	1257.97	38761.89
APPRECIATION - MANUAL UPDATE	1	91	119.21	234.01
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TOTAL APPRECIATION	380	289	1377.18	38995.90
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	380	289	1377.18	38995.90
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	19476	36651	606341.24	562211.77
CLOSING INVENTORY	19596	37526	612589.93	612589.93
PERCENT OF CHANGE	0.6%	2.4%	1.0%	9.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	14062	0	0.00	
NO COST	3	0	0.00	
NO FACTORY RECORD	78	1038	25336.04	
NO SERVICE	10	7	208.48	
MINUS ON HAND	263	-1331	-41379.66	
PHASED IN	573	247	10738.90	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1186	462	20977.53	
BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	34.1%			
GROSS TURNOVER RATE	11.8			
TRUE TURNOVER RATE	5.3			