

MONTHLY ANALYSIS
STORE 03 BRANCH 02 UNITED BMW MM/YY 3/23
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	9686	83.8%	106107	797622.58	65.5%	2189093.71
AUTOMATIC PHASEOUT (AP) PARTS	53	0.4%	128	10509.89	0.8%	38202.12
DEALER PHASEOUT (DP) PARTS	33	0.2%	37	1007.88	0.0%	2290.53
MANUAL ORDER (MO) PARTS	550	4.7%	1142	2131.53	0.1%	5181.49
NON-STOCK (NS) PARTS	1176	10.1%	2295	404230.23	33.2%	1015854.85
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	51	0.8%	65	1843.59	0.4%	7602.75
TOTAL COST OF SALES	11549	100.0%	109774	1217345.70	100.0%	3258225.45
LOST SALES (MEMO)	1		1	1286.70		3577.92
CREDIT/RETURNS (MEMO)	51		222	7392.15		18240.26
UNUSUAL SALES (MEMO)	28		50	7441.14		14278.87

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2981	19.7%	105650	835501.29	77.9%
AUTOMATIC PHASEOUT (AP) PARTS	418	2.7%	2961	49799.78	4.6%
DEALER PHASEOUT (DP) PARTS	2	0.0%	73	1994.32	0.1%
MANUAL ORDER (MO) PARTS	6	0.0%	60	576.95	0.0%
NON-STOCK (NS) PARTS	11662	77.3%	2611	184547.02	17.2%
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	0	0.3%	0	0.00	0.2%
TOTAL INVESTMENT	15069	100.0%	111355	1072419.36	100.0%
DIRTY CORE INVENTORY	7		15	4308.00	
NEW CORE INVENTORY	24		104	15052.75	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3285	21.7%	21.7%	779199.01	72.6	72.6%
1-3 MONTHS	4743	31.4%	53.1%	203813.76	19.0	91.6%
4-6 MONTHS	3289	21.8%	74.9%	55030.05	5.1	96.7%
7-9 MONTHS	3101	20.5%	95.4%	24977.93	2.3	99.0%
10-12 MONTHS	510	3.3%	98.7%	8469.69	0.7	99.7%
13-24 MONTHS	130	0.8%	99.5%	928.92	0.0	99.7%
25 MONTHS OR MORE	11	0.5%	100.0%	0.00	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	98	36.4%	1561	32012.00	33.1%	
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	63.5%	197	64592.18	66.8%	
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	269	100.0%	1758	96604.18	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1216	42.5%	11891	376324.41	50.5%	942085.08
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	1640	57.4%	2497	368752.79	49.4%	1049052.55
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	2856	100.0%	14388	745077.20	100.0%	1991137.63
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1942	53.4%	103621	854967.37	68.5%	2310411.22
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	1637	45.0%	2806	389475.41	31.2%	1031069.80
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	57	1.6%	71	2663.95	0.3%	10968.06
TOTAL RECEIPTS	3636	100.0%	106498	1247106.73	100.0%	3352449.08
PURCHASES DISCOUNT	14		17	-839.98		-5590.08

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1089	0	0.00	438.00
DELETED PARTS	75	0	0.00	0.00
MINUS ADJUSTMENTS	72	-1504	-5179.49	-16321.97
PLUS ADJUSTMENTS	80	2558	4292.33	17043.68
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	3	-3	-558.62	-57634.59
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	717	-2	-79.81	-115.59
COST PRICE ADJUSTMENTS	3	-3553	26.14	6506.54
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2039	-2504	-1499.45	-50083.93
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	313	2493	-145.18	15265.80
APPRECIATION - MANUAL UPDATE	11	13004	-62.02	3607.60
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TOTAL APPRECIATION	324	15497	-207.20	18873.40
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	5	175.00	175.00
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TOTAL FIRST PRICING	2	5	175.00	175.00
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TOTAL APPRECIATION/FIRST PRICING	326	15502	-32.20	19048.40
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	14064	113451	1044926.53	1014596.63
CLOSING INVENTORY	15069	111355	1072419.36	1072419.36
PERCENT OF CHANGE	7.1%	-1.7%	2.6%	5.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	11976	0	0.00	
NO COST	3	2749	0.00	
NO FACTORY RECORD	382	11800	116402.45	
NO SERVICE	13	4	2180.06	
MINUS ON HAND	1	-1	-13.10	
PHASED IN	215	250	20085.96	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	141	842	11730.35	
BUSINESS RATIOS				

LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	28.9%			
GROSS TURNOVER RATE	10.9			
TRUE TURNOVER RATE	7.4			