

MONTHLY ANALYSIS
STORE 01 BRANCH 01 BMW OF HONOLULU MM/YY 03/23
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6236	86.1%	44207	367870.60	57.4%	1009097.53
AUTOMATIC PHASEOUT (AP) PARTS	117	1.6%	188	21033.83	3.2%	69188.09
DEALER PHASEOUT (DP) PARTS	2	0.0%	2	19.20	0.0%	-377.40
MANUAL ORDER (MO) PARTS	0	0.0%	1	4.05	0.0%	54.49
NON-STOCK (NS) PARTS	884	12.2%	1462	251311.36	39.2%	690754.15
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%	1080.13
SOLD NOT STOCKED	0	0.1%	0	0.00	0.2%	0.00
TOTAL COST OF SALES	7239	100.0%	45860	640239.04	100.0%	1769796.99
LOST SALES (MEMO)	1101		1282	283585.38		738904.18
CREDIT/RETURNS (MEMO)	93		121	13204.93		30405.90
UNUSUAL SALES (MEMO)	16		54	2301.83		4392.48

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3640	15.4%	22372	517112.62	76.1%
AUTOMATIC PHASEOUT (AP) PARTS	1539	6.5%	1428	83786.42	12.3%
DEALER PHASEOUT (DP) PARTS	9	0.0%	3	1110.76	0.1%
MANUAL ORDER (MO) PARTS	5	0.0%	80	309.78	0.0%
NON-STOCK (NS) PARTS	18344	77.9%	435	76840.36	11.3%
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	2	0.2%	6	298.20	0.2%
TOTAL INVESTMENT	23539	100.0%	24324	679458.14	100.0%
DIRTY CORE INVENTORY	58		145	13989.00	
NEW CORE INVENTORY	46		106	9939.25	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3275	13.9%	13.9%	300814.31	44.2	44.2%
1-3 MONTHS	4796	20.3%	34.2%	225988.53	33.2	77.4%
4-6 MONTHS	2989	12.6%	46.8%	70957.97	10.4	87.8%
7-9 MONTHS	2954	12.5%	59.3%	47306.95	6.9	94.7%
10-12 MONTHS	2389	10.1%	69.4%	16210.96	2.3	97.0%
13-24 MONTHS	6697	28.4%	97.8%	10052.57	1.4	98.4%
25 MONTHS OR MORE	439	2.2%	100.0%	8126.85	1.6	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	195	37.7%	1904	24761.82	17.2%	
STOCK ORDER - BACKORDER	9	1.7%	83	9321.39	6.5%	
STOCK ORDER - CROSS SHIP	1	0.1%	2	150.48	0.1%	
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	267	51.6%	367	86768.29	60.6%	
CUSTOMER ORDER - BACKORDER	28	5.4%	34	18786.17	13.1%	
CUSTOMER ORDER - CROSS SHIP	17	3.2%	17	3392.62	2.3%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	517	100.0%	2407	143180.77	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1334	48.5%	6461	212438.29	39.5%	779505.93
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2542.98
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-54.14
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	1413	51.4%	2301	324476.05	60.4%	933339.67
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2631.33
CUSTOMER ORDER - CROSS SHIP	0	0.0%	-1	-290.65	0.0%	-290.65
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	2747	100.0%	8761	536623.69	100.0%	1707326.50
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1595	54.5%	9478	333514.33	53.2%	911623.46
STOCK ORDER - BACKORDER	12	0.4%	38	4794.99	0.7%	10307.42
STOCK ORDER - CROSS SHIP	13	0.4%	49	1940.72	0.3%	13068.19
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	1193	40.8%	2137	260221.02	41.5%	772514.09
CUSTOMER ORDER - BACKORDER	25	0.8%	32	13486.86	2.1%	52945.60
CUSTOMER ORDER - CROSS SHIP	84	2.8%	90	12087.77	1.9%	50564.95
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.3%	0	0.00	0.3%	0.00
TOTAL RECEIPTS	2922	100.0%	11824	626045.69	100.0%	1811023.71
PURCHASES DISCOUNT	30		137	-280.10		2098.28

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1041	0	0.00	0.00
DELETED PARTS	723	0	0.00	0.00
MINUS ADJUSTMENTS	30	-1690	-16364.98	-62395.01
PLUS ADJUSTMENTS	25	16342	13577.69	53686.06
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	76	-96	-12501.18	-47161.83
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	938	9839	18926.60	14348.91
COST PRICE ADJUSTMENTS	28	-525	-649.61	-2215.98
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2861	23870	2988.52	-43737.85

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	538	1199	583.15	14531.14
APPRECIATION - MANUAL UPDATE	9	11	0.04	-1329.43
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TOTAL APPRECIATION	547	1210	583.19	13201.71
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
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TOTAL FIRST PRICING	1	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	548	1210	583.19	13201.71

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	23193	33908	690280.18	666376.99
CLOSING INVENTORY	23539	24324	679458.14	679458.14
PERCENT OF CHANGE	1.5%	-28.2%	-1.5%	2.0%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	19478	0	0.00
NO COST	17	0	0.00
NO FACTORY RECORD	2147	5158	32656.51
NO SERVICE	21	4	2640.91
MINUS ON HAND	58	-9894	-21701.37
PHASED IN	392	199	7904.47
CONVERTED TO AUTOMATIC PHASEOUT (AP)	820	340	22615.45

BUSINESS RATIOS	
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LEVEL OF SERVICE	70.5%
STOCK ORDER PERFORMANCE	44.0%
GROSS TURNOVER RATE	9.6
TRUE TURNOVER RATE	5.1