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MONTHLY ANALYSIS  
STORE 02 BRANCH 01 PENSKE HONDA MM/YY 3/23  
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5667	54.5%	9787	203844.77	34.6%	546646.07
AUTOMATIC PHASEOUT (AP) PARTS	142	1.3%	207	20686.76	3.5%	64798.69
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	3457	33.2%	14374	190355.75	32.3%	523198.01
NON-STOCK (NS) PARTS	874	8.4%	1255	118248.65	20.0%	378254.12
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	1	0.0%	2	646.74	0.1%	1197.91
SOLD NOT STOCKED	251	2.6%	496	55009.45	9.5%	106681.15
TOTAL COST OF SALES	10392	100.0%	26121	588792.12	100.0%	1620775.95
LOST SALES (MEMO)	18		30	2192.90		5815.06
CREDIT/RETURNS (MEMO)	185		222	14534.98		57285.48
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1810	19.7%	15238	262604.58	51.9%
AUTOMATIC PHASEOUT (AP) PARTS	1158	12.6%	584	30838.12	6.1%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1116	12.1%	30822	202104.67	39.9%
NON-STOCK (NS) PARTS	5078	55.4%	146	9966.10	1.9%
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	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	9163	100.0%	46790	505513.47	100.0%
DIRTY CORE INVENTORY	42		86	6015.15	
NEW CORE INVENTORY	54		248	8087.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2825	30.8%	30.8%	313496.11	62.0	62.0%
1-3 MONTHS	3781	41.2%	72.0%	124394.05	24.6	86.6%
4-6 MONTHS	2011	21.9%	93.9%	29744.29	5.8	92.4%
7-9 MONTHS	314	3.4%	97.3%	23186.76	4.5	96.9%
10-12 MONTHS	147	1.6%	98.9%	13289.94	2.6	99.5%
13-24 MONTHS	44	0.4%	99.3%	1402.32	0.2	99.7%
25 MONTHS OR MORE	41	0.7%	100.0%	0.00	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	250	33.8%	598	20969.68	24.9%	
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	489	66.1%	536	63120.96	75.0%	
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	739	100.0%	1134	84090.64	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2295	53.8%	7529	167463.73	42.2%	451685.77
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	1965	46.1%	2477	228699.45	57.7%	688211.08
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	4260	100.0%	10006	396163.18	100.0%	1139896.85
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2590	53.5%	40741	360022.35	58.0%	907880.50
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	1827	37.7%	2270	200487.73	32.3%	634002.50
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	424	8.8%	714	60067.62	9.7%	119472.47
TOTAL RECEIPTS	4841	100.0%	43725	620577.70	100.0%	1661355.47
PURCHASES DISCOUNT	38		8811	-96.38		404.32

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1197	0	0.00	0.00
DELETED PARTS	1170	2	23.90	1943.22
MINUS ADJUSTMENTS	37	-1554	-16471.20	-35766.94
PLUS ADJUSTMENTS	40	1743	11324.24	28044.92
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	241	-274	-28321.13	-45369.70
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	562	-17	-2489.93	-1227.50
COST PRICE ADJUSTMENTS	1	-675	-634.20	-2320.35
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3248	-775	-36568.32	-54696.35

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	252	186	1002.56	2384.30
APPRECIATION - MANUAL UPDATE	34	7332	2311.26	2886.18
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TOTAL APPRECIATION	286	7518	3313.82	5270.48
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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	286	7518	3313.82	5270.48

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	9134	29309	507215.37	517703.90
CLOSING INVENTORY	9163	46790	505513.47	505513.47
PERCENT OF CHANGE	0.3%	59.6%	-0.2%	-2.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	6639	0	0.00
NO COST	2	0	0.00
NO FACTORY RECORD	139	3319	104175.25
NO SERVICE	2	1	15.23
MINUS ON HAND	21	-28	-1751.98
PHASED IN	68	55	518.56
CONVERTED TO AUTOMATIC PHASEOUT (AP)	820	172	9240.78

BUSINESS RATIOS	
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LEVEL OF SERVICE	99.6%
STOCK ORDER PERFORMANCE	27.8%
GROSS TURNOVER RATE	12.2
TRUE TURNOVER RATE	7.0