

05/03/2023

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MONTHLY ANALYSIS

STORE 23 BRANCH 01 MOTORCARS EAST, INC MM/YY 3/23

*MAC*

SUMMARY

COST OF SALES = SOLD

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3288	73.3%	6766	184848.14	56.6%	487573.22
AUTOMATIC PHASEOUT (AP) PARTS	23	0.5%	29	3898.70	1.1%	13494.11
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	14	0.3%	118	1458.21	0.4%	5265.75
NON-STOCK (NS) PARTS <i>SPECIAL ORDER</i>	1086	24.2%	1480	128021.51	39.2%	383114.32
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	6	0.1%	6	2328.00	0.7%	3918.48
SOLD NOT STOCKED	67	1.6%	103	5780.48	2.0%	13117.97
TOTAL COST OF SALES	4484	100.0%	8502	326335.04	100.0%	906483.85
<i>MIKE - DOESNT MATTER - "POST IT"</i> LOST SALES (MEMO)	29		88	1415.11		3650.78
CREDIT/RETURNS (MEMO)	80		119	6939.17		19194.02
UNUSUAL SALES (MEMO)	4		4	145.80		258.30

INVESTMENT = IN STOCK

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2869	8.2%	10374	387001.10	50.3%
AUTOMATIC PHASEOUT (AP) PARTS	392	1.1%	540	48846.43	6.3%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	22	0.0%	162	12690.00	1.6%
NON-STOCK (NS) PARTS	31564	90.5%	4402	317524.11	41.3%
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	7	0.2%	7	2144.24	0.5%
TOTAL INVESTMENT	34854	100.0%	15485	768205.88	100.0%
DIRTY CORE INVENTORY	255		427	48504.10	
NEW CORE INVENTORY	193		333	27339.50	

*← DUE TO CPPP*

ACTIVITY *Obsolescence Data*

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1950	5.5%	5.5%	273682.27	35.6	35.6%
1-3 MONTHS	3117	8.9%	14.4%	219870.50	28.6	64.2%
4-6 MONTHS	2259	6.4%	20.8%	125124.87	16.2	80.4%
7-9 MONTHS	2098	6.0%	26.8%	75942.88	9.8	90.2%
10-12 MONTHS	1822	5.2%	32.0%	49036.71	6.3	96.5%
13-24 MONTHS	5521	15.8%	47.8%	23907.08	3.1	99.6%
25 MONTHS OR MORE	18087	52.2%	100.0%	641.57	0.4	100.0%

*March 3.5%*

*Penske Goal is Below 3%*

*M-13 USES STOCK PRO*

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	79	38.1%	719	20010.11	44.5%	
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	128	61.8%	147	24874.54	55.4%	
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	207	100.0%	866	44884.65	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	853	49.3%	3333	99079.79	44.1%	287576.65
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	876	50.6%	1223	125123.67	55.8%	417187.94
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	1729	100.0%	4556	224203.46	100.0%	704764.59
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	994	50.3%	6203	194548.05	58.5%	527989.55
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	893	45.2%	1365	131203.05	39.4%	409466.92
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	88	4.5%	137	6490.65	2.1%	14159.75
TOTAL RECEIPTS	1975	100.0%	7705	332241.75	100.0%	951616.22
PURCHASES DISCOUNT	9		9	-420.84		-92.06

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	546	0	0.00	0.00
DELETED PARTS	203	0	0.00	8.50
MINUS ADJUSTMENTS	71	-3295	-20537.80	-66726.33
PLUS ADJUSTMENTS	85	4376	24996.93	74211.26
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	36	-51	-7513.67	-36384.37
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1005	13	8689.92	5875.10
COST PRICE ADJUSTMENTS	2	-551	-118.89	16.24
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1948	492	5516.49	-22999.60

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	206	149	1308.98	7487.66
APPRECIATION - MANUAL UPDATE	8	4	29.02	-242.46
TOTAL APPRECIATION	214	153	1338.00	7245.20
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	214	153	1338.00	7245.20

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	34467	15241	756625.52	739696.97
CLOSING INVENTORY	34854	15485	768205.88	768205.88
PERCENT OF CHANGE	1.1%	1.6%	1.5%	3.9%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	31425	0	0.00
NO COST	30	1	0.00
NO FACTORY RECORD	127	317	4884.99
NO SERVICE	105	62	1199.12
MINUS ON HAND	35	-46	-10062.64
PHASED IN	40	78	5446.41
CONVERTED TO AUTOMATIC PHASEOUT (AP)	177	52	6149.85

BUSINESS RATIOS

LEVEL OF SERVICE	99.5%
STOCK ORDER PERFORMANCE	31.7%
GROSS TURNOVER RATE	5.2
TRUE TURNOVER RATE	3.0

NEVER CORRECT DUE TO CUSTOMER  
CUDING OF ORDER TYPES