

MONTHLY ANALYSIS

STORE 11 BRANCH 01 AUDI SOUTH COAST MM/YY 04/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4264	86.6%	27656	266003.90	65.6%	1123148.07
AUTOMATIC PHASEOUT (AP) PARTS	55	1.1%	109	9412.11	2.3%	48008.15
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	110	2.2%	678	3526.65	0.8%	14828.25
NON-STOCK (NS) PARTS	468	9.5%	856	124867.07	30.8%	593449.69
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%	1	17.75	0.0%	17.75
SOLD NOT STOCKED	24	0.6%	27	1304.63	0.5%	5072.88
TOTAL COST OF SALES	4922	100.0%	29327	405132.11	100.0%	1784524.79
LOST SALES (MEMO)	2		2	492.00		950.09
CREDIT/RETURNS (MEMO)	52		57	6034.74		17760.64
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2576	13.8%	22520	479079.78	75.8%
AUTOMATIC PHASEOUT (AP) PARTS	1011	5.4%	594	33267.12	5.2%
DEALER PHASEOUT (DP) PARTS	1	0.0%	2	358.00	0.0%
MANUAL ORDER (MO) PARTS	3	0.0%	2602	13172.40	2.0%
NON-STOCK (NS) PARTS	14969	80.6%	827	105474.50	16.7%
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	0.3%
TOTAL INVESTMENT	18561	100.0%	26545	631351.80	100.0%
DIRTY CORE INVENTORY	17		20	8480.00	
NEW CORE INVENTORY	15		24	5470.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2000	10.7%	10.7%	321591.26	50.9	50.9%
1-3 MONTHS	3166	17.0%	27.7%	189806.94	30.0	80.9%
4-6 MONTHS	1980	10.6%	38.3%	73852.34	11.6	92.5%
7-9 MONTHS	1765	9.5%	47.8%	35041.43	5.5	98.0%
10-12 MONTHS	1385	7.4%	55.2%	4543.63	0.7	98.7%
13-24 MONTHS	4772	25.7%	80.9%	4907.20	0.7	99.4%
25 MONTHS OR MORE	3493	19.1%	100.0%	1609.00	0.6	100.0%

05/01/2023

09:05:42

MONTHLY ANALYSIS

2213

STORE 11 BRANCH 01 AUDI SOUTH COAST MM/YY 04/23

PAGE 2

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	1069	59.8%	1343	442548.94	57.8%	
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	717	40.1%	1150	323057.31	42.1%	
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	1786	100.0%	2493	765606.25	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	567	33.7%	3184	108107.51	43.1%	461282.15
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	1115	66.2%	1292	142269.43	56.8%	688310.97
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	1682	100.0%	4476	250376.94	100.0%	1149593.12
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	731	36.9%	10845	182654.97	41.7%	759588.85
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	1149	58.0%	3436	253072.98	57.7%	1070047.51
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	12	0.6%	15	579.73	0.1%	5636.28
OTHER ORDERS	87	4.5%	114	1684.12	0.5%	6174.17
TOTAL RECEIPTS	1979	100.0%	14410	437991.80	100.0%	1841446.81
PURCHASES DISCOUNT	29		13	1640.12		-14906.49

05/01/2023

09:05:42

MONTHLY ANALYSIS

STORE 11 BRANCH 01 AUDI SOUTH COAST MM/YY 04/23

2213

PAGE 3

SUMMARY

April

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	477	0	0.00	0.00
DELETED PARTS	366	0	0.00	0.00
MINUS ADJUSTMENTS	29	-2005	-13789.55	-61945.74
PLUS ADJUSTMENTS	47	16941	14109.93	59265.56
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-4511.91
RETURNED PARTS	117	-248	-18223.45	-88607.70
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	791	2	520.00	-432.56
COST PRICE ADJUSTMENTS	1	-747	-1872.98	2323.41
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1828	13943	-19256.05	-93908.94

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	166	184	-818.75	20254.28
APPRECIATION - MANUAL UPDATE	7	166	747.98	1843.48
TOTAL APPRECIATION	173	350	-70.77	22097.76
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	3	0	0.00	0.00
TOTAL FIRST PRICING	3	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	176	350	-70.77	22097.76

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	18553	26772	616178.81	661195.45
CLOSING INVENTORY	18561	26545	631351.80	631351.80
PERCENT OF CHANGE	0.0%	-0.7%	2.5%	-4.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	15815	0	0.00
NO COST	4	0	0.00
NO FACTORY RECORD	226	5709	9124.13
NO SERVICE	48	8	1606.00
MINUS ON HAND	2	-2	-520.00
PHASED IN	64	67	2141.74
CONVERTED TO AUTOMATIC PHASEOUT (AP)	338	128	7533.13

BUSINESS RATIOS	
LEVEL OF SERVICE	99.6%
STOCK ORDER PERFORMANCE	25.8%
GROSS TURNOVER RATE	8.6
TRUE TURNOVER RATE	4.7

[Handwritten signature]