

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2637	68.0%	5599	112485.82	41.7%	454718.68
AUTOMATIC PHASEOUT (AP) PARTS	357	9.2%	576	49104.98	18.2%	290142.02
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	910.26
MANUAL ORDER (MO) PARTS	476	12.2%	2561	18467.37	6.8%	79572.45
NON-STOCK (NS) PARTS	361	9.3%	829	85582.85	31.7%	385287.28
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%	41.60
REPLACED BY HOLD (RBH) PARTS	10	0.2%	9	1109.32	0.4%	2196.42
SOLD NOT STOCKED	32	1.1%	55	2959.90	1.2%	9047.51
TOTAL COST OF SALES	3873	100.0%	9629	269710.24	100.0%	1221916.22
LOST SALES (MEMO)	2		3	61.88		61.88
CREDIT/RETURNS (MEMO)	39		44	3058.68		15705.23
UNUSUAL SALES (MEMO)	0		0	0.00		1333.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1946	28.7%	13686	224051.20	32.4%
AUTOMATIC PHASEOUT (AP) PARTS	3603	53.2%	7967	374319.35	54.2%
DEALER PHASEOUT (DP) PARTS	8	0.1%	37	2789.66	0.4%
MANUAL ORDER (MO) PARTS	13	0.1%	5619	35589.59	5.1%
NON-STOCK (NS) PARTS	1155	17.0%	684	49024.23	7.1%
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	35	0.9%	145	4537.01	0.8%
TOTAL INVESTMENT	6760	100.0%	28138	690311.04	100.0%
DIRTY CORE INVENTORY	12		23	6612.00	
NEW CORE INVENTORY	140		210	35564.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2235	33.0%	33.0%	260375.61	37.7	37.7%
1-3 MONTHS	2396	35.4%	68.4%	206877.44	29.9	67.6%
4-6 MONTHS	1013	14.9%	83.3%	103513.01	14.9	82.5%
7-9 MONTHS	606	8.9%	92.2%	64668.60	9.3	91.8%
10-12 MONTHS	362	5.3%	97.5%	32857.20	4.7	96.5%
13-24 MONTHS	148	2.1%	99.6%	22019.18	3.1	99.6%
25 MONTHS OR MORE	0	0.4%	100.0%	0.00	0.4	100.0%

MONTHLY ANALYSIS
STORE 01 BRANCH 01 GEORGE WALL L/M MM/YY 4/23
SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	131	62.6%	311	21660.17	39.1%	
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	5	2.3%	5	3162.06	5.7%	
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	73	34.9%	112	30519.26	55.1%	
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	0.2%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	209	100.0%	428	55341.49	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	920	66.8%	2644	72286.92	42.7%	311283.75
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-273.42
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-44.83
SUPPLEMENTAL ORDER	8	0.5%	8	1840.10	1.0%	42933.10
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	448	32.5%	676	94911.04	56.1%	412895.09
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-19.38
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-3.56
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	653.50
OTHER ORDERS	0	0.2%	0	0.00	0.2%	0.00
TOTAL PROCESSED ORDERS	1376	100.0%	3328	169038.06	100.0%	767424.25
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1389	66.4%	7311	197090.05	65.2%	794488.18
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	900.36
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	227.72
SUPPLEMENTAL ORDER	6	0.2%	6	135.10	0.0%	41069.83
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	526	25.1%	1083	94159.56	31.1%	439597.41
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	1195.42
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	141.60
EMERGENCY PURCHASES	75	3.5%	106	7010.23	2.3%	48078.60
OTHER ORDERS	93	4.8%	195	3658.42	1.4%	12527.42
TOTAL RECEIPTS	2089	100.0%	8701	302053.36	100.0%	1338226.54
PURCHASES DISCOUNT	15		49	133.07		1902.35

MONTHLY ANALYSIS
STORE 01 BRANCH 01 GEORGE WALL L/M MM/YY 4/23
SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	887	4	731.68	3339.64
DELETED PARTS	1118	-261	-17460.43	-32669.37
MINUS ADJUSTMENTS	111	-843	-24183.42	-102619.22
PLUS ADJUSTMENTS	55	100	6169.59	37957.60
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	695	4	1266.51	824.10
COST PRICE ADJUSTMENTS	0	-403	-915.80	-7662.83
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2866	-1399	-34391.87	-100830.08

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	1184	2575	3540.18	12732.24
APPRECIATION - MANUAL UPDATE	11	167	180.31	2139.28
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TOTAL APPRECIATION	1195	2742	3720.49	14871.52
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	40.97
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	40.97
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TOTAL APPRECIATION/FIRST PRICING	1195	2742	3720.49	14912.49

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6984	29679	682147.51	642935.64
CLOSING INVENTORY	6760	28138	690311.04	690311.04
PERCENT OF CHANGE	-3.1%	-5.1%	1.2%	7.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	1909	0	0.00
NO COST	33	1	0.00
NO FACTORY RECORD	127	797	39164.58
NO SERVICE	13	10	1100.52
MINUS ON HAND	15	-22	-2046.59
PHASED IN	329	2974	83972.97
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1197	2152	104401.65

BUSINESS RATIOS	
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LEVEL OF SERVICE	96.0%
STOCK ORDER PERFORMANCE	25.4%
GROSS TURNOVER RATE	5.8
TRUE TURNOVER RATE	3.6