

MONTHLY ANALYSIS  
STORE 16 BRANCH 01 CHEV OF HICKSVILLE MM/YY 06/23  
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1626	72.9%	14865	58145.12	42.0%	359907.67
AUTOMATIC PHASEOUT (AP) PARTS	170	7.6%	287	14120.15	10.2%	89083.92
DEALER PHASEOUT (DP) PARTS	1	0.0%	6	13.44	0.0%	13.44
MANUAL ORDER (MO) PARTS	71	3.1%	169	5694.86	4.1%	41279.88
NON-STOCK (NS) PARTS	237	10.6%	542	56445.66	40.8%	314450.89
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	45	2.0%	45	318.40	0.2%	318.40
SOLD NOT STOCKED	78	3.8%	97	3441.49	2.7%	19184.33
<b>TOTAL COST OF SALES</b>	<b>2228</b>	<b>100.0%</b>	<b>16011</b>	<b>138179.12</b>	<b>100.0%</b>	<b>824238.53</b>
LOST SALES (MEMO)	0		0	0.00		2340.42
CREDIT/RETURNS (MEMO)	10		12	2422.62		5959.30
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1215	14.1%	13159	113600.92	59.4%
AUTOMATIC PHASEOUT (AP) PARTS	1773	20.6%	1532	41540.83	21.7%
DEALER PHASEOUT (DP) PARTS	2	0.0%	3	888.75	0.4%
MANUAL ORDER (MO) PARTS	34	0.3%	338	5335.66	2.7%
NON-STOCK (NS) PARTS	5542	64.6%	1017	29487.04	15.4%
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	8	0.4%	13	248.26	0.4%
<b>TOTAL INVESTMENT</b>	<b>8574</b>	<b>100.0%</b>	<b>16062</b>	<b>191101.46</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	15		24	12200.00	
NEW CORE INVENTORY	35		41	6000.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3562	41.5%	41.5%	75553.02	39.5	39.5%
1-3 MONTHS	1953	22.7%	64.2%	48467.25	25.3	64.8%
4-6 MONTHS	1566	18.2%	82.4%	18872.36	9.8	74.6%
7-9 MONTHS	808	9.4%	91.8%	15910.77	8.3	82.9%
10-12 MONTHS	251	2.9%	94.7%	15371.03	8.0	90.9%
13-24 MONTHS	408	4.7%	99.4%	11763.36	6.1	97.0%
25 MONTHS OR MORE	26	0.6%	100.0%	5163.67	3.0	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	33	24.4%	54	1532.03	13.1%	
STOCK ORDER - BACKORDER	39	28.8%	49	3073.65	26.4%	
STOCK ORDER - CROSS SHIP	12	8.8%	26	565.66	4.8%	
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	17	12.5%	18	1457.36	12.5%	
CUSTOMER ORDER - BACKORDER	15	11.1%	19	1685.14	14.5%	
CUSTOMER ORDER - CROSS SHIP	19	14.0%	48	3298.23	28.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
<b>TOTAL OUTSTANDING ORDERS</b>	<b>135</b>	<b>100.0%</b>	<b>214</b>	<b>11612.07</b>	<b>100.0%</b>	
<b>PROCESSED ORDERS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	470	53.1%	1070	23618.37	36.0%	174684.19
STOCK ORDER - BACKORDER	2	0.2%	0	0.00	0.0%	-1740.30
STOCK ORDER - CROSS SHIP	1	0.1%	-3	-125.73	0.0%	-1110.18
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	410	46.3%	291	42039.04	64.2%	198726.30
CUSTOMER ORDER - BACKORDER	0	0.0%	-3	-68.35	0.0%	-1796.49
CUSTOMER ORDER - CROSS SHIP	1	0.1%	0	0.00	0.0%	-1883.86
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.2%	0	0.00	0.0%	0.00
<b>TOTAL PROCESSED ORDERS</b>	<b>884</b>	<b>100.0%</b>	<b>1355</b>	<b>65463.33</b>	<b>100.0%</b>	<b>366879.66</b>
FORCED ORDERS	0		0	0.00		0.00
<b>RECEIPTS</b>	<b>PARTS</b>	<b>PARTS%</b>	<b>PIECES</b>	<b>MTD</b>	<b>MTD%</b>	<b>YTD</b>
STOCK ORDER	558	49.4%	4337	72150.64	50.2%	424460.70
STOCK ORDER - BACKORDER	36	3.1%	97	2760.94	1.9%	14645.44
STOCK ORDER - CROSS SHIP	24	2.1%	107	1312.77	0.9%	18122.96
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	282	24.9%	379	38771.54	26.9%	191748.41
CUSTOMER ORDER - BACKORDER	56	4.9%	77	8234.14	5.7%	97239.82
CUSTOMER ORDER - CROSS SHIP	54	4.7%	185	16126.89	11.2%	70259.58
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	119	10.9%	157	4261.44	3.2%	23735.32
<b>TOTAL RECEIPTS</b>	<b>1129</b>	<b>100.0%</b>	<b>5339</b>	<b>143618.36</b>	<b>100.0%</b>	<b>840212.23</b>
PURCHASES DISCOUNT	23		26	514.60		407.37

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	3036	0	0.00	0.00
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	223	-1784	-22765.15	-54850.36
PLUS ADJUSTMENTS	73	13403	11165.95	29997.10
PHYSICAL INVENTORY ADJUSTMENTS	285	4061	-526.42	-526.42
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	651	7	-1092.76	-2653.51
COST PRICE ADJUSTMENTS	12	-911	-454.28	-284.50
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	4280	14776	-13672.66	-28317.69

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	10	284	1297.36	96766.20
APPRECIATION - MANUAL UPDATE	3	1	-1179.56	-92360.58
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TOTAL APPRECIATION	13	285	117.80	4405.62
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	14	285	117.80	4405.62

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	5620	11047	198702.48	202389.50
CLOSING INVENTORY	8574	16062	191101.46	191101.46
PERCENT OF CHANGE	52.4%	45.4%	-3.7%	-5.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	6540	0	0.00
NO COST	64	97	0.00
NO FACTORY RECORD	123	947	24642.73
NO SERVICE	1	2	4.12
MINUS ON HAND	12	-25	-1311.12
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
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LEVEL OF SERVICE	99.7%
STOCK ORDER PERFORMANCE	21.1%
GROSS TURNOVER RATE	6.8
TRUE TURNOVER RATE	3.7