

07/27/2023

MONTHLY ANALYSIS

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STORE 01 BRANCH 03 BMW OF JACKSON MM/YY 6/23

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1893	68.9%	6563	128009.74	47.8%	888246.72
AUTOMATIC PHASEOUT (AP) PARTS	194	7.0%	594	30234.79	11.2%	110208.78
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	214	7.7%	12531	8145.15	3.0%	41941.90
NON-STOCK (NS) PARTS	399	14.5%	663	95025.22	35.4%	707046.62
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	10	0.3%	22	2397.34	0.8%	10491.50
SOLD NOT STOCKED	36	1.6%	53	3931.29	1.8%	20682.63
TOTAL COST OF SALES	2746	100.0%	20426	267743.53	100.0%	1778618.15
LOST SALES (MEMO)	42		42	9531.96		31130.55
CREDIT/RETURNS (MEMO)	77		112	12904.96		62529.40
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1642	12.4%	6967	183110.29	59.7%
AUTOMATIC PHASEOUT (AP) PARTS	1569	11.8%	1818	66031.01	21.5%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	10004	75.6%	899	57202.25	18.6%
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%	2	217.94	0.2%
TOTAL INVESTMENT	13217	100.0%	9686	306561.49	100.0%
DIRTY CORE INVENTORY	54		94	28459.00	
NEW CORE INVENTORY	13		37	4551.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1351	10.2%	10.2%	125604.37	40.9	40.9%
1-3 MONTHS	2599	19.6%	29.8%	77526.58	25.2	66.1%
4-6 MONTHS	1615	12.2%	42.0%	41297.57	13.4	79.5%
7-9 MONTHS	1501	11.3%	53.3%	23294.12	7.5	87.0%
10-12 MONTHS	1332	10.0%	63.3%	16967.20	5.5	92.5%
13-24 MONTHS	4685	35.4%	98.7%	14872.95	4.8	97.3%
25 MONTHS OR MORE	134	1.3%	100.0%	6998.70	2.7	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	55	39.5%	2697	14406.89	29.7%	
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	84	60.4%	122	34094.50	70.2%	
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	139	100.0%	2819	48501.39	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	397	32.7%	4776	84240.30	33.2%	545912.39
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	816	67.2%	1239	169170.33	66.7%	1043469.70
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	1213	100.0%	6015	253410.63	100.0%	1589382.09
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	462	33.0%	2492	103739.14	38.8%	675998.58
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	801	57.2%	1370	155389.92	58.1%	1009595.80
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	137	9.8%	276	8059.62	3.1%	31008.50
TOTAL RECEIPTS	1400	100.0%	4138	267188.68	100.0%	1716602.88
PURCHASES DISCOUNT	3		4	58.63		329.29

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	511	0	0.00	1740.13
DELETED PARTS	1011	0	0.00	-8296.00
MINUS ADJUSTMENTS	25	-37	-30167.96	-91160.65
PLUS ADJUSTMENTS	27	10427	10465.29	132081.13
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	232	-285	-40276.78	-114172.19
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	557	2708	9073.97	6593.31
COST PRICE ADJUSTMENTS	3	1	-156.99	-823.82
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2366	12814	-51062.47	-74038.09

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	704	317	67.00	8406.17
APPRECIATION - MANUAL UPDATE	0	0	0.00	-634.89
TOTAL APPRECIATION	704	317	67.00	7771.28
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	0	0.00	0.00
TOTAL FIRST PRICING	2	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	706	317	67.00	7771.28

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	13720	13133	355799.25	425983.84
CLOSING INVENTORY	13217	9686	306561.49	306561.49
PERCENT OF CHANGE	-3.6%	-26.1%	-13.7%	-27.9%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	11214	0	0.00
NO COST	0	0	0.00
NO FACTORY RECORD	27	10	3621.65
NO SERVICE	14	-2678	-2146.90
MINUS ON HAND	37	-2725	-11635.68
PHASED IN	216	282	10742.87
CONVERTED TO AUTOMATIC PHASEOUT (AP)	840	374	17197.24

BUSINESS RATIOS	
LEVEL OF SERVICE	98.2%
STOCK ORDER PERFORMANCE	30.6%
GROSS TURNOVER RATE	8.2
TRUE TURNOVER RATE	3.2