

FIRST TEAM SUBARU OF NORFOLK  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	OCTOBER 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	9,271	93,416	9,342	113,544	9,462
Parts Pieces	23,316	232,457	23,246	282,863	23,572
Parts Cost	629,979.07	6,056,231.76	605,623.18	7,281,649.38	606,804.12
Parts With Negative OH	-3,576.38	-26,794.70	-2,679.47	-47,160.64	-3,930.05
Core/Exchange	2,250.00	22,500.05	2,250.01	27,500.05	2,291.67
Gross Sales	337,649.37	2,823,307.03	282,330.70	3,342,770.42	278,564.20
Net Sales	298,069.09	2,408,662.61	240,866.26	2,867,110.44	238,925.87
Lost Sales	1,364.80	7,697.82	769.78	10,739.87	894.99
Outstanding Orders	78,846.39	564,853.64	56,485.36	738,909.42	61,575.79
Total Receipts	356,542.57	2,568,439.00	256,843.90	3,070,581.90	255,881.83
Customer Orders	108,034.85	753,494.07	75,349.41	913,675.16	76,139.60
Emergency Purchases	6,311.52	45,003.61	4,500.36	46,073.11	3,839.43
Net Adjustments	11,800.93	4,132.70	413.27	44,534.62	3,711.22
Net Appreciation	1,141.52	13,425.93	1,342.59	17,942.17	1,495.18
NS Parts					
Number of Parts	5,687	55,984	5,598	67,903	5,659
Parts Pieces	1,829	19,925	1,993	23,864	1,989
Parts Cost	129,213.34	1,352,612.65	135,261.27	1,652,559.88	137,713.32
Gross Sales	109,570.14	865,456.30	86,545.63	1,023,877.46	85,323.12
Net Sales	96,998.90	739,376.19	73,937.62	875,022.01	72,918.50
Lost Sales	648.36	4,692.74	469.27	7,470.81	622.57
Outstanding Orders	34,252.89	252,320.27	25,232.03	325,070.69	27,089.22
Receipts	122,474.45	930,397.20	93,039.72	1,098,990.92	91,582.58
Inventory Movement - Sales					
0 to 3 Months	421,935.89	3,769,664.52	376,966.45	4,555,486.68	379,623.89
4 to 6 Months	66,028.46	843,434.45	84,343.45	989,599.40	82,466.62
7 to 12 Months	90,467.34	946,115.66	94,611.57	1,141,620.59	95,135.05
Over 12 Months	29,221.57	238,304.11	23,830.41	276,237.00	23,019.75
New Parts No Sales	22,325.81	258,713.02	25,871.30	318,705.71	26,558.81
Non-Productive Parts					
Excess Stock MNS < 12	213,768.01	1,938,862.36	193,886.24	2,358,067.98	196,505.67
Stock MNS > 11	29,459.34	259,431.28	25,943.13	299,833.21	24,986.10
NS Parts Not Sold	85,733.83	1,011,750.37	101,175.04	1,243,722.67	103,643.56
New Obsolescence					
Stock 9 Months	16,166.68	126,308.64	12,630.86	153,065.04	12,755.42
NS Parts 2 Months	20,875.76	175,678.58	17,567.86	210,228.70	17,519.06
Early Phase In					
NS Parts With YRSL > 2	26,770.07	311,766.94	31,176.69	367,963.54	30,663.63
True Turn	3.50		3.19		3.14
Purchase to Stock Ratio					
By Number of Parts	41.17		46.33		46.32
By Piece	89.73		89.93		89.64
By Cost	67.92		68.91		68.74
Sales Closing Ratio					
By Number of Parts	99.44		99.56		99.54
By Piece	99.86		99.90		99.90
By Cost	99.54		99.68		99.62
Demand Filled from Stock Ratio					
By Number of Parts	44.06		52.60		53.04
By Piece	87.16		90.15		89.78
By Cost	61.35		66.63		66.27
NS Parts Sales Efficiency	89.46		93.02		93.16

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	9,271		23,316		629,979.07	
Active Parts	1,480	15.96	17,989	77.15	318,336.91	50.53
NS Parts	5,687	61.34	1,829	7.84	129,213.34	20.51
MO Parts	1	0.01				
AP Parts	1,993	21.49	3,035	13.01	168,477.19	26.74
DP Parts	110	1.18	463	1.98	13,951.63	2.21
SP Parts						
DEL Parts						
Parts With No Cost	31	0.33	14	0.06		
Parts With Negative On-Hand	36	0.38	394		-3,576.38	
Core/Exchange	6	0.06	6	0.02	2,250.00	
Memos On File	1,306					
Parts Added	658	7.09	173	0.74	10,449.02	1.65
Active Parts	23	3.49	11	6.35	1,368.32	13.09
NS Parts	635	96.50	162	93.64	9,080.70	86.90
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	430					
Inventory Movement - Sales						
0 to 3 Months	4,138	44.63	19,686	84.43	421,935.89	66.97
4 to 6 Months	1,056	11.39	996	4.27	66,028.46	10.48
7 to 12 Months	1,962	21.16	1,514	6.49	90,467.34	14.36
Over 12 Months	611	6.59	692	2.96	29,221.57	4.63
New Parts No Sales	1,504	16.22	428	1.83	22,325.81	3.54
Inventory Movement - Receipts						
0 to 3 Months	3,913	42.20	14,829	63.60	402,114.15	63.82
4 to 6 Months	1,141	12.30	2,950	12.65	72,756.87	11.54
7 to 12 Months	2,026	21.85	2,854	12.24	101,630.42	16.13
Over 12 Months	760	8.19	2,450	10.50	45,531.72	7.22
New Parts No Receipts	1,431	15.43	233	0.99	7,945.91	1.26
Outstanding Orders	419	4.51	2,749		78,846.39	
Stockorders	241	57.51	665	24.19	34,842.29	44.19
Supplemental Orders	12	2.86	1,775	64.56	10,136.49	12.85
Customer Orders	181	43.19	294	10.69	33,771.14	42.83
Backorders	6	1.43	15	0.54	96.47	0.12
Stockorder Backorders	4	0.95	9	0.32	71.06	0.09
Supplementl Backorders						
Customer Backorders	2	0.47	6	0.21	25.41	0.03
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	2,009	21.66	14,515		337,649.37		8,281
Regular	1,949	97.01	14,378	99.05	326,252.29	96.62	8,139
No History	81	4.03	137	0.94	11,397.08	3.37	142
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	9	0.09	18		1,364.80		9
Return Sales	393	4.23	1,028		39,580.28		557
Regular	393	100.00	1,028	100.00	39,580.28	100.00	557
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,530	16.50	16,715		356,542.57		2,343
Stockorders	754	49.28	3,871	23.15	158,686.71	44.50	1,124
Supplemental Orders	35	2.28	8,935	53.45	46,030.95	12.91	73
Customer Orders	892	58.30	1,706	10.20	108,034.85	30.30	995
Emergency Purchases	8	0.52	9	0.05	6,311.52	1.77	13
Other Receipts	121	7.90	2,194	13.12	37,478.54	10.51	138
Overages							
Net Adjustments	131	1.41	1,265		11,800.93		159
Plus	67	51.14	1,051	83.08	18,085.47		85
Minus	64	48.85	214	16.91	-6,284.54		74
Factory Returns	166	1.79	368		-13,430.94		165
Net Appreciation	91	0.98	1,853	7.94	1,141.52	-	322
Positive	86	94.50	1,843	99.46	1,175.98		318
Negative	5	5.49	10	0.53	-34.46		4
Parts Updated With Cost	8	0.08					8
Parts With Comments	6						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			263		11,362.54		195
Lost Sales							
Return Sales			13		929.88		10