

Horne Ford of Nogales, LLC

Sales Summary - Source 1

01/02/2024

Scan Date:01/02/24

Counter Parts Sales

	Retail	Wholesale
Total Pieces	204	390
Sales	\$ 10,834.80	52,752.49
Cost	6,325.24	42,710.91
Gross Profit	\$ 4,509.56	10,041.58
 Profitability	 41.62%	 19.04%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	1860	1051	99
Sales	\$ 51,356.61	34,588.70	3,802.29
Cost	34,354.43	21,496.17	2,903.44
Gross Profit	\$ 17,002.18	13,092.53	898.85
 Profitability	 33.11%	 37.85%	 23.64%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost .....	.00	.00	.00
Gross Profit	\$.00	.00	.00
 Profitability .....	.00%	 .00%	 .00%

Total Pieces.....	3604
Sales	153,334.89
Cost	107,790.19
Gross	45,544.70
Profitability	29.70%
 Gross Turn	 1.08
True Turn .....	.98
Return On Investment	45.57%

Horne Ford of Nogales, LLC

Sales Summary - Source 2

01/02/2024

Scan Date:01/02/24

Counter Parts Sales

	Retail	Wholesale
Total Pieces	1	7
Sales	\$ 120.00	2,296.30
Cost	89.09	1,786.30
Gross Profit	\$ 30.91	510.00
Profitability	25.76%	22.21%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	343	23	69
Sales	\$ 18,336.36	1,193.86	1,792.96
Cost	10,086.32	994.94	1,218.08
Gross Profit	\$ 8,250.04	198.92	574.88
Profitability	44.99%	16.66%	32.06%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost .....	.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Pieces	443
Sales	23,739.48
Cost	14,174.73
Gross	9,564.75
Profitability	40.29%
Gross Turn	1.74
True Turn .....	.32
Return On Investment	117.55%

Horne Ford of Nogales, LLC

Receipted Stock For Month

01/02/2024

Scan Date:01/02/24

Source 1

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 82,207.05	3,391	96.01
In Special Orders	\$ 13,579.65	79	2.24
In Emergency Purchases	\$ 2,021.32	62	1.76
Total Stocked In	\$ 97,808.02	3,532	
Total Sold Out	\$ 107,790.19	3,604	102.04
Net Increase/Decrease	\$ -9,982.17	-72	

Source 2

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 2,279.81	63	20.72
In Special Orders	\$ 57.20	3	.99
In Emergency Purchases	\$ 298.48	238	78.29
Total Stocked In	\$ 2,635.49	304	
Total Sold Out	\$ 14,174.73	443	145.72
Net Increase/Decrease	\$ -11,539.24	-139	

Horne Ford of Nogales, LLC

Parts On Purchase Orders/Service RO's

01/02/2024

Scan Date:01/02/24

For Source 1

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	16	22	271.77
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	398	889	21591.80
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

For Source 2

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	0	0	.00
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	33	45	2321.23
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

Horne Ford of Nogales, LLC

Inventory Analysis - Source 1

01/02/2024

Scan Date:01/02/24

	Part		Total	% Of
	No's	Pcs	Cost	Total
From 0 Thru 3 Months	688	7139	69,105.31	69.1%
From 4 Thru 6 Months	230	551	19,803.63	19.8%
From 7 Thru 9 Months	138	329	8,897.74	8.9%
From 10 Thru 12 Months	84	205	2,126.59	2.1%
From 13 Thru 18 Months	2	4	11.98	.0%
From 19 Thru 24 Months	0	0	.00	.0%
Greater Than 24 Months	0	0	.00	.0%
Total Of Parts Over 365 Days	2	4	11.98	.0%
Of Ac/Ot Over 365 Days	0	0	.00	.0%
Total Of Parts and Cores.....	1141	8096	99,699.73	99.8%
Of Accessories/Other.....	1	132	245.52	.2%
Of Cores (MEMO Line Only) ..	20	30	{ 900.00 }	.9%
Total Of Inventory Including Cores	1142	8228	99,945.25	100.0%
Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value) ..	0	0	.00	.0%
Total Of Returnable Items.....	994	2956	48,390.71	48.4%
Of Last-Time Returnable.....	8	46	602.42	.6%
Of Non-Returnable Items.....	120	5196	50,952.12	51.0%
Parts With Negative On-Hand.....	2	3	287.45	.3%
Normal Stocking With 0 On-Hand....	18	0	.00	.0%
Part Numbers Added W/O Stock	15	0	.00	.0%
Part Numbers Added With Stock	168	5	786.47	.8%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	19	39	512.94	
Manual Adjustments Down (-)	97	201	6,925.06	

		Non-Ret
Total Normal Stocking Part Numbers	1138	121
Of On-Hand Stock At Current Cost	98,984.35	50,584.12
Of On-Hand Pieces	8196	
Current Month Unit Sales	2467	
Of 12-Month Unit Sales	31409	
Percent Of On-Hand To Unit Sales	383.2%	
Total Special Order & Other Non-Stocking	2	0
Of On-Hand Stock At Current Cost	60.90	.00
Of On-Hand Pieces	2	
Current Month Unit Sales	1	
Of 12-Month Unit Sales	3	
Percent Of On-Hand To Unit Sales	150.0%	

Horne Ford of Nogales, LLC

Inventory Analysis - Source 2

01/02/2024

Scan Date:01/02/24

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	29	381	5,743.67	70.6%
From 4 Thru 6 Months	7	21	859.85	10.6%
From 7 Thru 9 Months	2	11	219.91	2.7%
From 10 Thru 12 Months	4	4	345.24	4.2%
From 13 Thru 18 Months	4	10	196.70	2.4%
From 19 Thru 24 Months	2	3	171.45	2.1%
Greater Than 24 Months	13	23	599.93	7.4%
Total Of Parts Over 365 Days	17	33	917.23	11.3%
Of Ac/Ot Over 365 Days	2	3	50.85	.6%
Total Of Parts and Cores.....	59	450	8,085.90	99.4%
Of Accessories/Other.....	2	3	50.85	.6%
Of Cores (MEMO Line Only) ..	0	0	{ .00}	.0%
Total Of Inventory Including Cores	61	453	8,136.75	100.0%
Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	0	0	.00	.0%
Of Last-Time Returnable.....	0	0	.00	.0%
Of Non-Returnable Items.....	61	453	8,136.75	100.0%
Parts With Negative On-Hand.....	1	1	7.99	.1%
Normal Stocking With 0 On-Hand....	5	0	.00	.0%
Part Numbers Added W/O Stock	0	0	.00	.0%
Part Numbers Added With Stock	1	0	.00	.0%
Part Numbers Deleted	1	0	.00	.0%
Manual Adjustments Up (+)	4	6	50.62	
Manual Adjustments Down (-)	7	8	57.20	

		Non-Ret
Total Normal Stocking Part Numbers	64	64
Of On-Hand Stock At Current Cost	7,933.25	7,933.25
Of On-Hand Pieces	441	
Current Month Unit Sales	118	
Of 12-Month Unit Sales	1201	
Percent Of On-Hand To Unit Sales	272.3%	
Total Special Order & Other Non-Stocking	2	2
Of On-Hand Stock At Current Cost	203.50	203.50
Of On-Hand Pieces	12	
Current Month Unit Sales	1	
Of 12-Month Unit Sales	24	
Percent Of On-Hand To Unit Sales	200.0%	

Horne Ford of Nogales, LLC

True Turns/Fill Y Stock Status Source 1

01/02/2024

Scan Date:01/02/24 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 96)		
Total In-Stock Value Of Inventory		18,814.00
12-Month Cost Of Sales		113,972.19
Turns		6.06
Total Part Numbers		39
Part Numbers with Zero On Hand		0
Fill Ratio		100.00%

Class B Parts (Four Quarter Sales From 49 To 96)		
Total In-Stock Value Of Inventory		2,552.38
12-Month Cost Of Sales		31,424.24
Turns		12.31
Total Part Numbers		37
Part Numbers with Zero On Hand		1
Fill Ratio		97.30%

Class C Parts (Four Quarter Sales From 37 To 48)		
Total In-Stock Value Of Inventory		2,214.88
12-Month Cost Of Sales		18,482.07
Turns		8.34
Total Part Numbers		22
Part Numbers with Zero On Hand		1
Fill Ratio		95.45%

Class D Parts (Four Quarter Sales From 14 To 36)		
Total In-Stock Value Of Inventory		8,395.93
12-Month Cost Of Sales		55,714.39
Turns		6.64
Total Part Numbers		136
Part Numbers with Zero On Hand		4
Fill Ratio		97.06%

Class E Parts (Four Quarter Sales From 0 To 13)		
Total In-Stock Value Of Inventory		67,007.16
12-Month Cost Of Sales		124,601.41
Turns		1.86
Total Part Numbers		904
Part Numbers with Zero On Hand		12
Fill Ratio		98.67%

Horne Ford of Nogales, LLC

True Turns/Fill Y Stock Status Source 2

01/02/2024

Scan Date:01/02/24

Class A Parts (Four Quarter Sales Greater Than 48)

Total In-Stock Value Of Inventory	2,683.51
12-Month Cost Of Sales	15,385.95
Turns	5.73
Total Part Numbers	7
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class B Parts (Four Quarter Sales From 37 To 48)

Total In-Stock Value Of Inventory .....	.00
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	0
Part Numbers with Zero On Hand	0
Fill Ratio .....	.00%

Class C Parts (Four Quarter Sales From 25 To 36)

Total In-Stock Value Of Inventory	837.75
12-Month Cost Of Sales	2,390.61
Turns	2.85
Total Part Numbers	4
Part Numbers with Zero On Hand	1
Fill Ratio	75.00%

Class D Parts (Four Quarter Sales From 13 To 24)

Total In-Stock Value Of Inventory	89.88
12-Month Cost Of Sales	89.88
Turns	1.00
Total Part Numbers	1
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class E Parts (Four Quarter Sales From 0 To 12)

Total In-Stock Value Of Inventory	4,322.11
12-Month Cost Of Sales	7,443.71
Turns	1.72
Total Part Numbers	52
Part Numbers with Zero On Hand	4
Fill Ratio	92.31%

Horne Ford of Nogales, LLC

Sales Summary - All Sources

01/02/2024

Scan Date:01/02/24

Counter Parts Sales

	Retail	Wholesale
Total Pieces	205	397
Sales	\$ 10,954.80	55,048.79
Cost	6,414.33	44,497.21
Gross Profit	\$ 4,540.47	10,551.58
Profitability	41.45%	19.17%

Service Parts Sales

	Retail	Warranty	Internal
Total Pieces	2203	1074	168
Sales	\$ 69,692.97	35,782.56	5,595.25
Cost	44,440.75	22,491.11	4,121.52
Gross Profit	\$ 25,252.22	13,291.45	1,473.73
Profitability	36.23%	37.15%	26.34%

Body Shop Parts Sales

	Retail	Warranty	Internal
Total Pieces	0	0	0
Sales	\$.00	.00	.00
Cost .....	.00	.00	.00
Gross Profit	\$.00	.00	.00
Profitability .....	.00%	.00%	.00%

Total Pieces.....	4047
Sales	177,074.37
Cost	121,964.92
Gross	55,109.45
Profitability	31.12%
Gross Turn	1.13
True Turn .....	.93
Return On Investment	50.99%

Horne Ford of Nogales, LLC

Received Stock For Month

01/02/2024

Scan Date:01/02/24
For All Sources

	Cost	Pieces	% Total Pieces
In Regular Stock	\$ 84,486.86	3,454	90.04
In Special Orders	\$ 13,636.85	82	2.14
In Emergency Purchases	\$ 2,319.80	300	7.82
Total Stocked In	\$ 100,443.51	3,836	
Total Sold Out	\$ 121,964.92	4,047	105.50
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Net Increase/Decrease	\$ -21,521.41	-211	

Horne Ford of Nogales, LLC

Parts On Purchase Orders/Service RO's

01/02/2024

Scan Date:01/02/24

For All Sources

	Nos.	Pcs.	Cost
Total Of Parts On Regular Stock Orders	16	22	271.77
Of Parts On Special Order	0	0	.00
Of Parts On Back Order	0	0	.00
On Open Service R/O's	431	934	23913.03
On Open Body Shop R/O's	0	0	.00
Removed From Repair Orders	0	0	.00

Horne Ford of Nogales, LLC

Inventory Analysis - All Sources

01/02/2024

Scan Date:01/02/24

	Part		Total Cost	% Of Total
	No's	Pcs		
From 0 Thru 3 Months	717	7520	74,848.98	69.3%
From 4 Thru 6 Months	237	572	20,663.48	19.1%
From 7 Thru 9 Months	140	340	9,117.65	8.4%
From 10 Thru 12 Months	88	209	2,471.83	2.3%
From 13 Thru 18 Months	6	14	208.68	.2%
From 19 Thru 24 Months	2	3	171.45	.2%
Greater Than 24 Months	13	23	599.93	.6%
Total Of Parts Over 365 Days	19	37	929.21	.9%
Of Ac/Ot Over 365 Days	2	3	50.85	.0%
Total Of Parts and Cores.....	1200	8546	107,785.63	99.7%
Of Accessories/Other.....	3	135	296.37	.3%
Of Cores (MEMO Line Only) ..	20	30	{ 900.00 }	.8%
Total Of Inventory Including Cores	1203	8681	108,082.00	100.0%
Total Of Lost Sales (Non-Stk).....	0	0	.00	.0%
Of Lost Sales (Stock).....	0	0	.00	.0%
Total Of Lost Sales (Non-Stk Value)	0	0	.00	.0%
Of Lost Sales (Stock Value)..	0	0	.00	.0%
Total Of Returnable Items.....	994	2956	48,390.71	44.8%
Of Last-Time Returnable.....	8	46	602.42	.6%
Of Non-Returnable Items.....	181	5649	59,088.87	54.7%
Parts With Negative On-Hand.....	3	4	295.44	.3%
Normal Stocking With 0 On-Hand....	23	0	.00	.0%
Part Numbers Added W/O Stock	15	0	.00	.0%
Part Numbers Added With Stock	169	5	786.47	.7%
Part Numbers Deleted	2	0	.00	.0%
Manual Adjustments Up (+)	23	45	563.56	
Manual Adjustments Down (-)	104	209	6,982.26	

		Non-Ret
Total Normal Stocking Part Numbers	1202	185
Of On-Hand Stock At Current Cost	106,917.60	58,517.37
Of On-Hand Pieces	8637	
Current Month Unit Sales	2585	
Of 12-Month Unit Sales	32610	
Percent Of On-Hand To Unit Sales	377.6%	
Total Special Order & Other Non-Stocking	4	2
Of On-Hand Stock At Current Cost	264.40	203.50
Of On-Hand Pieces	14	
Current Month Unit Sales	2	
Of 12-Month Unit Sales	27	
Percent Of On-Hand To Unit Sales	192.9%	

Horne Ford of Nogales, LLC

True Turn/Fill Y Stock Status All Source

01/02/2024

Scan Date:01/02/24 Subsource Parts Will Be Grouped According To Default '000' Levels

Class A Parts (Four Quarter Sales Greater Than 480)

Total In-Stock Value Of Inventory	21,497.51
12-Month Cost Of Sales .....	.00
Turns .....	.00
Total Part Numbers	46
Part Numbers with Zero On Hand	0
Fill Ratio	100.00%

Class B Parts (Four Quarter Sales From 345 To 480)

Total In-Stock Value Of Inventory	2,552.38
12-Month Cost Of Sales	1.00
Turns .....	.00
Total Part Numbers	37
Part Numbers with Zero On Hand	1
Fill Ratio	97.30%

Class C Parts (Four Quarter Sales From 237 To 336)

Total In-Stock Value Of Inventory	3,052.63
12-Month Cost Of Sales	2.00
Turns .....	.00
Total Part Numbers	26
Part Numbers with Zero On Hand	2
Fill Ratio	92.31%

Class D Parts (Four Quarter Sales From 118 To 228)

Total In-Stock Value Of Inventory	8,485.81
12-Month Cost Of Sales	3.00
Turns .....	.00
Total Part Numbers	137
Part Numbers with Zero On Hand	4
Fill Ratio	97.08%

Class E Parts (Four Quarter Sales From 0 To 109)

Total In-Stock Value Of Inventory	71,329.27
12-Month Cost Of Sales	4.00
Turns .....	.00
Total Part Numbers	956
Part Numbers with Zero On Hand	16
Fill Ratio	98.33%