

JOE BASIL CHEVROLET
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

#1 December
DMS Summary

Grand Total

	DECEMBER 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	35,735	432,001	36,000	432,001	36,000
Parts Pieces	52,190	647,989	53,999	647,989	53,999
Parts Cost	1,835,584.02	23,052,383.85	1,921,031.99	23,052,383.85	1,921,031.99
Parts With Negative OH	-4,235.31	-17,804.54	-1,483.71	-17,804.54	-1,483.71
Core/Exchange	78,925.00	1,079,438.00	89,953.17	1,079,438.00	89,953.17
Gross Sales	1,225,537.18	15,340,648.09	1,278,387.34	15,340,648.09	1,278,387.34
Net Sales	988,756.56	12,481,617.13	1,040,134.76	12,481,617.13	1,040,134.76
Lost Sales	3,007.44	19,140.31	1,595.03	19,140.31	1,595.03
Outstanding Orders	518,071.23	4,474,182.62	372,848.55	4,474,182.62	372,848.55
Total Receipts	1,057,202.19	12,646,217.60	1,053,851.47	12,646,217.60	1,053,851.47
Customer Orders	379,908.76	3,620,596.55	301,716.38	3,620,596.55	301,716.38
Emergency Purchases	11,269.42	205,268.71	17,105.73	205,268.71	17,105.73
Net Adjustments	-13,360.68	-233,917.62	-19,493.14	-233,917.62	-19,493.14
Net Appreciation	6,088.75	160,685.27	13,390.44	160,685.27	13,390.44
NS Parts					
Number of Parts	19,803	243,441	20,287	243,441	20,287
Parts Pieces	6,344	78,985	6,582	78,985	6,582
Parts Cost	318,334.24	4,062,462.85	338,538.57	4,062,462.85	338,538.57
Gross Sales	200,526.13	2,694,424.47	224,535.37	2,694,424.47	224,535.37
Net Sales	161,744.87	2,226,138.24	185,511.52	2,226,138.24	185,511.52
Lost Sales	0.00	7,693.08	641.09	7,693.08	641.09
Outstanding Orders	99,013.44	898,144.24	74,845.35	898,144.24	74,845.35
Receipts	176,600.90	2,169,554.16	180,796.18	2,169,554.16	180,796.18
Inventory Movement - Sales					
0 to 3 Months	1,176,165.32	14,929,626.58	1,244,135.55	14,929,626.58	1,244,135.55
4 to 6 Months	217,014.36	2,879,141.15	239,928.43	2,879,141.15	239,928.43
7 to 12 Months	212,960.75	2,753,586.11	229,465.51	2,753,586.11	229,465.51
Over 12 Months	183,443.97	2,008,469.80	167,372.48	2,008,469.80	167,372.48
New Parts No Sales	45,999.62	481,560.21	40,130.02	481,560.21	40,130.02
Non-Productive Parts					
Excess Stock MNS < 12	544,941.03	5,751,683.82	479,306.99	5,751,683.82	479,306.99
Stock MNS > 11	138,024.09	1,363,481.27	113,623.44	1,363,481.27	113,623.44
NS Parts Not Sold	278,688.08	3,685,234.60	307,102.88	3,685,234.60	307,102.88
New Obsolescence					
Stock 9 Months	15,415.19	220,873.06	18,406.09	220,873.06	18,406.09
NS Parts 2 Months	23,868.77	284,893.89	23,741.16	284,893.89	23,741.16
Early Phase In					
NS Parts With YRSL > 2	46,358.81	690,125.01	57,510.42	690,125.01	57,510.42
True Turn	3.91		4.51		4.51
Purchase to Stock Ratio					
By Number of Parts	54.38		58.22		58.22
By Piece	68.17		79.74		79.74
By Cost	62.99		69.74		69.74
Sales Closing Ratio					
By Number of Parts	99.78		99.76		99.76
By Piece	99.89		99.84		99.84
By Cost	99.69		99.84		99.84
Demand Filled from Stock Ratio					
By Number of Parts	53.04		56.42		56.42
By Piece	71.60		80.02		80.02
By Cost	60.25		69.24		69.24
IS Parts Sales Efficiency	113.54		124.19		124.19

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	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	35,694	35,725	35,937	36,336	35,994	36,099
Parts Pieces	51,099	58,513	53,564	59,915	55,818	56,132
Parts Cost	1,899,928.93	1,997,474.52	1,916,380.18	1,950,974.39	1,918,181.21	2,029,385.12
Parts With Negative OH	-289.72	-1,973.06	-91.75	-264.75	-3,465.35	-93.75
Core/Exchange	89,004.00	92,632.00	87,663.00	92,438.00	86,077.00	92,023.00
Gross Sales	1,370,150.44	1,375,915.24	1,343,332.00	1,140,914.95	1,217,352.49	1,259,666.55
Net Sales	1,139,540.65	988,906.48	1,104,781.27	949,717.78	1,013,425.73	1,044,175.18
Lost Sales	1,412.36	328.61	556.39	5,455.03	1,034.66	2,265.43
Outstanding Orders	313,808.73	295,742.74	294,763.95	241,132.64	285,632.70	264,333.93
Total Receipts	1,246,976.41	1,069,558.97	1,090,370.21	1,045,099.72	1,013,966.41	1,056,647.51
Customer Orders	320,738.58	271,282.88	308,661.32	268,577.27	296,895.73	324,083.30
Emergency Purchases	19,103.15	6,146.80	14,297.67	16,455.00	19,485.86	19,827.72
Net Adjustments	-24,978.73	6,227.17	-77,390.20	-71,800.25	-47,263.73	79,495.37
Net Appreciation	39,594.12	-17,770.92	7,280.98	4,065.48	2,522.71	81,773.70
NS Parts						
Number of Parts	20,322	20,335	20,483	20,367	20,370	20,347
Parts Pieces	8,069	7,886	7,715	7,862	7,430	5,533
Parts Cost	371,724.96	350,982.01	347,397.27	334,433.92	338,625.25	343,175.81
Gross Sales	251,853.06	230,552.23	228,878.69	201,927.20	234,382.48	234,059.45
Net Sales	206,601.60	192,484.83	179,182.80	166,036.56	192,720.90	202,142.95
Lost Sales	316.80	23.28	45.04	4,478.31	20.04	1,988.42
Outstanding Orders	66,240.42	69,176.69	69,519.05	70,072.87	67,474.59	74,912.65
Receipts	201,991.72	177,489.84	188,958.05	168,073.47	189,003.88	198,456.11
Inventory Movement - Sales						
0 to 3 Months	1,209,188.69	1,303,896.27	1,224,311.60	1,283,829.11	1,234,818.43	1,331,742.19
4 to 6 Months	230,075.61	234,478.05	251,003.64	245,519.38	268,767.35	263,025.17
7 to 12 Months	230,484.36	230,852.40	217,527.57	209,909.52	212,246.42	230,943.94
Over 12 Months	183,480.23	185,772.23	183,365.02	172,595.20	164,190.23	163,919.52
New Parts No Sales	46,700.04	42,475.57	40,172.35	39,121.18	38,158.78	39,754.30
Non-Productive Parts						
Excess Stock MNS < 12	390,610.82	460,303.58	410,654.68	421,184.96	441,992.39	490,082.61
Stock MNS > 11	111,357.39	119,406.53	123,620.60	113,502.31	107,814.60	105,910.74
NS Parts Not Sold	331,930.63	323,258.24	315,113.36	300,194.11	306,107.39	312,097.94
New Obsolescence						
Stock 9 Months	18,616.11	18,762.50	19,112.93	11,081.29	18,691.34	22,853.79
NS Parts 2 Months	27,813.47	26,432.77	27,484.53	25,476.07	25,111.26	30,806.33
Early Phase In						
NS Parts With YRSL > 2	56,948.42	45,483.67	48,635.16	54,671.33	66,691.09	63,976.84
True Turn	5.05	4.27	4.90	4.09	4.36	4.14
Purchase to Stock Ratio						
By Number of Parts	58.53	61.87	58.08	59.15	60.06	56.11
By Piece	79.47	81.46	74.17	85.21	77.92	79.49
By Cost	72.74	74.06	70.38	72.72	68.79	67.45
Sales Closing Ratio						
By Number of Parts	99.66	99.84	99.85	99.80	99.80	99.75
By Piece	99.74	99.96	99.96	99.63	99.78	99.75
By Cost	99.87	99.96	99.94	99.42	99.89	99.78
Demand Filled from Stock Ratio						
By Number of Parts	51.69	57.59	52.92	55.20	57.58	50.62
By Piece	78.13	81.12	79.12	80.86	82.47	80.52
By Cost	70.09	71.92	70.73	69.58	68.71	66.91
NS Parts Sales Efficiency	124.68	129.89	121.12	120.14	124.00	117.94

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	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2022
Number of Parts	36,205	36,138	36,172	35,952	36,014	35,470
Parts Pieces	51,318	52,863	54,804	48,329	53,444	48,569
Parts Cost	2,004,148.37	2,083,237.26	2,025,336.46	1,614,395.88	1,777,357.51	1,770,523.27
Parts With Negative OH	-999.73	-1,726.95	-2,015.66	-2,635.61	-12.90	-792.29
Core/Exchange	99,126.00	102,803.00	106,805.00	72,176.00	79,766.00	85,995.00
Gross Sales	1,370,441.89	1,339,334.15	1,173,758.67	1,212,973.90	1,311,270.63	1,424,877.70
Net Sales	1,008,196.45	1,098,712.23	1,001,736.53	1,028,300.81	1,115,367.46	925,763.56
Lost Sales	317.31	589.86	1,297.60	1,354.96	1,520.66	356.18
Outstanding Orders	245,581.60	251,615.08	384,543.81	782,884.33	596,071.88	386,690.04
Total Receipts	1,058,847.91	1,178,184.91	977,874.31	594,882.95	1,256,606.10	947,677.01
Customer Orders	314,635.81	314,068.08	324,192.49	148,809.64	348,742.69	273,048.69
Emergency Purchases	11,473.92	22,169.68	18,211.84	25,896.92	20,930.73	15,414.66
Net Adjustments	-81,238.09	-32,927.26	-40,266.16	11.14	69,573.80	-13,596.74
Net Appreciation	1,914.06	26,960.95	822.68	3,322.08	4,110.68	2,709.73
NS Parts						
Number of Parts	20,264	20,482	20,298	20,135	20,235	20,471
Parts Pieces	6,373	5,243	5,338	5,357	5,835	7,680
Parts Cost	336,686.96	345,944.67	333,222.67	319,725.61	322,209.48	370,213.71
Gross Sales	272,608.25	258,159.42	183,906.59	176,261.88	221,309.09	222,106.08
Net Sales	228,149.71	215,570.00	155,393.72	142,833.36	183,276.94	189,319.83
Lost Sales	0.00	406.21	2.90	324.30	87.78	0.00
Outstanding Orders	58,992.53	48,256.26	64,275.55	103,914.59	106,295.60	96,279.31
Receipts	224,578.35	212,440.47	146,624.27	106,306.32	179,030.78	185,242.30
Inventory Movement - Sales						
0 to 3 Months	1,321,566.18	1,379,096.28	1,350,411.25	970,545.39	1,144,055.87	1,096,060.47
4 to 6 Months	262,712.89	264,907.34	234,259.35	214,402.47	192,975.54	222,255.33
7 to 12 Months	234,099.21	248,605.65	252,852.61	238,458.73	234,644.95	220,978.76
Over 12 Months	151,156.93	146,593.18	147,736.27	159,687.11	166,529.91	183,992.37
New Parts No Sales	34,613.16	44,034.81	40,076.98	31,302.18	39,151.24	47,236.34
Non-Productive Parts						
Excess Stock MNS < 12	452,691.20	474,069.58	538,357.88	543,754.51	583,040.58	396,070.99
Stock MNS > 11	92,381.54	99,232.78	106,557.61	117,472.72	128,200.36	107,593.37
NS Parts Not Sold	304,258.31	313,541.04	311,735.29	301,058.65	287,251.56	338,504.43
New Obsolescence						
Stock 9 Months	19,854.35	16,024.95	21,640.48	20,498.21	18,321.92	15,992.85
NS Parts 2 Months	13,549.44	19,638.59	28,170.09	18,429.51	18,113.06	23,560.04
Early Phase In						
NS Parts With YRSL > 2	65,588.36	66,169.17	66,100.79	58,835.40	50,665.97	50,714.06
True Turn	4.08	4.39	3.91	6.34	5.03	4.32
Purchase to Stock Ratio						
By Number of Parts	59.69	55.97	55.50	57.36	60.73	60.67
By Piece	78.06	80.94	77.92	88.28	82.96	81.31
By Cost	69.20	71.46	64.98	70.63	70.58	69.56
Sales Closing Ratio						
By Number of Parts	99.80	99.79	99.82	99.58	99.71	99.84
By Piece	99.91	99.90	99.85	99.80	99.88	99.86
By Cost	99.96	99.94	99.87	99.86	99.86	99.96
Demand Filled from Stock Ratio						
By Number of Parts	57.20	52.34	59.64	73.71	54.24	58.13
By Piece	77.21	80.57	76.44	91.23	80.05	83.62
By Cost	67.63	69.35	65.73	82.90	66.76	68.81
NS Parts Sales Efficiency	121.38	121.52	125.42	165.80	123.61	119.90

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	35,735		52,190		1,835,584.02	
Active Parts	10,276	28.75	37,786	72.40	1,239,439.39	67.52
NS Parts	19,803	55.41	6,344	12.15	318,334.24	17.34
MO Parts	346	0.96	1,855	3.55	2,419.15	0.13
AP Parts	5,243	14.67	6,094	11.67	269,294.56	14.67
DP Parts	47	0.13	111	0.21	6,096.68	0.33
SP Parts	2	0.00				
DEL Parts	18	0.05				
Parts With No Cost	804	2.24	225	0.43		
Parts With Negative On-Hand	29	0.08	128		-4,235.31	
Core/Exchange	592	1.65	881	1.68	78,925.00	
Memos On File	7,707					
Parts Added	870	2.43	687	1.31	9,405.95	0.51
Active Parts	186	21.37	10	1.45	530.58	5.64
NS Parts	619	71.14	677	98.54	8,875.37	94.35
MO Parts						
AP Parts	26	2.98				
DP Parts	39	4.48				
SP Parts						
Parts & Memos Deleted	1,125					
Inventory Movement - Sales						
0 to 3 Months	11,641	32.57	37,207	71.29	1,176,165.32	64.07
4 to 6 Months	4,228	11.83	4,308	8.25	217,014.36	11.82
7 to 12 Months	5,739	16.05	4,345	8.32	212,960.75	11.60
Over 12 Months	9,969	27.89	4,292	8.22	183,443.97	9.99
New Parts No Sales	4,158	11.63	2,038	3.90	45,999.62	2.50
Inventory Movement - Receipts						
0 to 3 Months	10,500	29.38	31,258	59.89	1,145,846.98	62.42
4 to 6 Months	4,648	13.00	7,041	13.49	246,452.32	13.42
7 to 12 Months	6,056	16.94	5,889	11.28	267,481.45	14.57
Over 12 Months	10,710	29.97	7,655	14.66	169,141.09	9.21
New Parts No Receipts	3,821	10.69	347	0.66	6,662.18	0.36
Outstanding Orders	1,848	5.17	5,288		518,071.23	
Stockorders	1,312	70.99	2,138	40.43	314,870.76	60.77
Supplemental Orders						
Customer Orders	646	34.95	3,133	59.24	201,534.72	38.90
Backorders	11	0.59	17	0.32	1,665.75	0.32
Stockorder Backorders	5	0.27	5	0.09	1,232.27	0.23
Supplemntl Backorders						
Customer Backorders	6	0.32	12	0.22	433.48	0.08
Outstanding Forced Orders						

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 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS	PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	5,505	15.40	32,138			1,225,537.18		16,855
Regular	5,505	100.00	32,138	100.00		1,225,537.18	100.00	16,855
No History								
Drop Ship								
Wholesale								
Wholesale No History								
Wholesale Drop Ship								
Warranty								
Warranty No History								
Warranty Drop Ship								
Lost Sales	9	0.02	25			3,007.44		9
Return Sales	1,357	3.79	8,025			236,780.62		1,896
Regular	1,357	100.00	8,025	100.00		236,780.62	100.00	1,896
No History								
Defective								
Wholesale								
Wholesale No History								
Wholesale Defective								
Warranty								
Warranty No History								
Warranty Defective								
Receipts	4,260	11.92	21,457			1,057,202.19		7,519
Stockorders	2,238	52.53	4,997	23.28		472,677.21	44.71	4,030
Supplemental Orders								
Customer Orders	1,860	43.66	6,707	31.25		379,908.76	35.93	2,480
Emergency Purchases	83	1.94	121	0.56		11,269.42	1.06	104
Other Receipts	655	15.37	9,632	44.88		193,346.80	18.28	905
Overages								
Net Adjustments	319	0.89	1,998			-13,360.68		345
Plus	50	15.67	1,614	80.78		35,308.79		71
Minus	269	84.32	384	19.21		-48,669.47		274
Factory Returns								
Net Appreciation	682	1.90	1,697	3.25		6,088.75		1,764
Positive	656	96.18	1,639	96.58		7,185.55		1,666
Negative	26	3.81	58	3.41		-1,096.80		98
Parts Updated With Cost	22	0.06	5			410.48		23
Parts With Comments	62							
Misc & Sublet Items								
Gross Sales								
Lost Sales								
Return Sales								
Parts Not On File, But Sold								
Gross Sales			3,111			160,982.40		1,839
Lost Sales								
Return Sales			1,552			31,722.13		159