

CALSEA MOTORS  
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	18,387		26,078		333,619.00	
Active Parts	2,139	11.63	8,296	31.81	211,945.30	63.52
NS Parts	14,572	79.25	2,882	11.05	53,257.72	15.96
MO Parts	1,068	5.80	14,797	56.74	59,238.22	17.75
AP Parts	605	3.29	92	0.35	8,705.00	2.60
DP Parts	3	0.01	11	0.04	472.76	0.14
SP Parts						
DEL Parts						
Parts With No Cost	11	0.05				
Parts With Negative On-Hand	17	0.09	903		-5,012.92	
Core/Exchange						
Memos On File	3,636					
Parts Added	553	3.00	42	0.16	3,191.49	0.95
Active Parts	1	0.18	2	4.76	73.00	2.28
NS Parts	542	98.01	36	85.71	2,739.61	85.84
MO Parts	10	1.80	4	9.52	378.88	11.87
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	561					
Inventory Movement - Sales						
0 to 3 Months	3,927	21.35	24,507	93.97	259,386.23	77.74
4 to 6 Months	1,613	8.77	690	2.64	31,036.51	9.30
7 to 12 Months	2,764	15.03	360	1.38	17,216.13	5.16
Over 12 Months	6,652	36.17	77	0.29	11,802.64	3.53
New Parts No Sales	3,431	18.65	444	1.70	14,177.49	4.24
Inventory Movement - Receipts						
0 to 3 Months	3,409	18.54	18,879	72.39	250,986.80	75.23
4 to 6 Months	1,764	9.59	5,053	19.37	43,324.04	12.98
7 to 12 Months	2,556	13.90	1,420	5.44	26,493.60	7.94
Over 12 Months	6,868	37.35	721	2.76	12,476.39	3.73
New Parts No Receipts	3,790	20.61	5	0.01	338.17	0.10
Outstanding Orders	196	1.06	425		32,689.39	
Stockorders	28	14.28	95	22.35	5,550.88	16.98
Supplemental Orders	1	0.51	1	0.23	59.87	0.18
Customer Orders	153	78.06	254	59.76	19,734.93	60.37
Backorders	26	13.26	75	17.64	7,343.71	22.46
Stockorder Backorders	9	4.59	18	4.23	1,357.16	4.15
Supplemntl Backorders						
Customer Backorders	20	10.20	57	13.41	5,986.55	18.31
Outstanding Forced Orders						

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CALSEA MOTORS  
 MONTHLY SUMMARY REPORT

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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,429	7.77	13,801		247,503.47		8,191
Regular	1,429	100.00	13,790	99.92	247,485.13	99.99	8,189
No History							
Drop Ship	2	0.13	11	0.07	18.34	0.00	2
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	385	2.09	457		70,607.47		415
Return Sales	273	1.48	877		31,357.26		483
Regular	273	100.00	877	100.00	31,357.26	100.00	483
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,052	5.72	8,448		200,396.08		1,569
Stockorders	168	15.96	5,018	59.39	61,836.68	30.85	313
Supplemental Orders	13	1.23	466	5.51	3,511.49	1.75	13
Customer Orders	922	87.64	2,069	24.49	130,813.39	65.27	1,238
Emergency Purchases							
Other Receipts	5	0.47	895	10.59	4,234.52	2.11	5
Overages							
Net Adjustments	3	0.01	21		-71.41		4
Plus							1
Minus	3	100.00	21	100.00	-71.41		3
Factory Returns	206	1.12	347		-34,321.87		207
Net Appreciation	9	0.04	53	0.20	400.56		26
Positive	7	77.77	52	98.11	411.22		17
Negative	2	22.22	1	1.88	-10.66		9
Parts Updated With Cost	46	0.25					46
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

CALSEA MOTORS  
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	FEBRUARY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	18,387	36,789	18,395	225,612	18,801
Parts Pieces	26,078	56,315	28,158	310,589	25,882
Parts Cost	333,619.00	715,601.70	357,800.85	4,329,155.37	360,762.95
Parts With Negative OH	-5,012.92	-6,012.19	-3,006.10	-75,032.90	-6,252.74
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	247,503.47	542,081.23	271,040.62	3,473,730.36	289,477.53
Net Sales	216,146.21	462,562.82	231,281.41	2,910,512.79	242,542.73
Lost Sales	70,607.47	164,687.14	82,343.57	486,936.31	40,578.03
Outstanding Orders	32,689.39	71,559.42	35,779.71	444,985.81	37,082.15
Total Receipts	200,396.08	499,249.07	249,624.54	3,121,068.12	260,089.01
Customer Orders	130,813.39	268,947.13	134,473.57	1,531,400.87	127,616.74
Emergency Purchases	0.00	0.00	0.00	1,377.59	114.80
Net Adjustments	-71.41	607.48	303.74	-17,369.67	-1,447.47
Net Appreciation	400.56	-2,153.37	-1,076.69	9,959.18	829.93
NS Parts					
Number of Parts	14,572	29,121	14,561	180,453	15,038
Parts Pieces	2,882	7,036	3,518	18,780	1,565
Parts Cost	53,257.72	118,862.26	59,431.13	501,071.03	41,755.92
Gross Sales	80,957.96	151,462.66	75,731.33	892,112.99	74,342.75
Net Sales	75,303.95	135,529.17	67,764.59	769,650.06	64,137.51
Lost Sales	49,961.16	122,097.03	61,048.52	370,211.04	30,850.92
Outstanding Orders	13,862.88	30,026.35	15,013.18	155,504.43	12,958.70
Receipts	76,697.94	166,162.13	83,081.07	914,139.93	76,178.33
Inventory Movement - Sales					
0 to 3 Months	259,386.23	549,108.27	274,554.14	3,233,638.55	269,469.88
4 to 6 Months	31,036.51	62,305.60	31,152.80	425,629.81	35,469.15
7 to 12 Months	17,216.13	46,348.34	23,174.17	384,641.95	32,053.50
Over 12 Months	11,802.64	28,061.14	14,030.57	163,766.87	13,647.24
New Parts No Sales	14,177.49	29,778.35	14,889.18	121,478.19	10,123.18
Non-Productive Parts					
Excess Stock MNS < 12	159,564.67	338,550.10	169,275.05	2,038,695.59	169,891.30
Stock MNS > 11	10,257.68	24,045.72	12,022.86	162,367.42	13,530.62
NS Parts Not Sold	29,503.32	50,936.97	25,468.49	243,688.76	20,307.40
New Obsolescence					
Stock 9 Months	2,404.03	7,729.95	3,864.98	63,337.03	5,278.09
NS Parts 2 Months	17,603.38	27,038.97	13,519.49	87,576.26	7,298.02
Early Phase In					
NS Parts With YRSL > 2	15,956.52	38,346.02	19,173.01	97,228.09	8,102.34
True Turn	3.07		3.25		3.82
Purchase to Stock Ratio					
By Number of Parts	12.35		17.24		19.55
By Piece	75.50		79.33		80.58
By Cost	34.72		46.12		50.88
Sales Closing Ratio					
By Number of Parts	75.01		75.84		84.30
By Piece	96.58		96.38		97.44
By Cost	75.37		73.74		85.66
Demand Filled from Stock Ratio					
By Number of Parts	15.18		15.97		19.42
By Piece	81.12		79.45		77.89
By Cost	29.75		30.86		40.55
--- NS-Parts Sales Efficiency	105.55		91.15		97.59

Grand Total

	JANUARY 2024	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	18,402	18,731	19,034	19,173	19,161	18,930
Parts Pieces	30,237	17,222	22,639	20,334	24,183	25,487
Parts Cost	381,982.70	336,291.66	349,066.23	336,581.93	336,475.27	345,123.68
Parts With Negative OH	-999.27	0.00	-58.24	-2.42	-6,583.41	-12,823.61
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	294,577.76	257,583.89	320,070.80	334,112.86	280,331.18	325,185.02
Net Sales	246,416.61	225,864.72	278,791.25	276,095.90	232,400.05	252,657.64
Lost Sales	94,079.67	5,537.67	37,723.99	71,439.75	44,191.83	28,950.51
Outstanding Orders	38,870.03	46,641.24	39,588.40	16,922.04	21,484.86	31,198.09
Total Receipts	298,852.99	217,949.82	303,660.47	279,965.99	258,711.64	267,379.41
Customer Orders	138,133.74	95,746.05	142,476.21	137,411.53	118,582.49	109,924.74
Emergency Purchases	0.00	0.00	1,270.08	77.66	1.00	28.85
Net Adjustments	678.89	440.87	-7.40	176.88	-1,355.19	1,542.32
Net Appreciation	-2,553.93	-725.54	-569.82	-94.99	1,011.12	512.32
NS Parts						
Number of Parts	14,549	15,444	15,635	15,520	15,434	15,270
Parts Pieces	4,154	4,643	443	3,627	437	909
Parts Cost	65,604.54	45,997.98	29,347.42	45,230.64	25,602.84	29,633.89
Gross Sales	70,504.70	82,653.18	83,453.60	91,519.18	61,331.18	72,540.47
Net Sales	60,225.22	77,959.64	79,836.55	80,320.47	54,407.93	59,511.86
Lost Sales	72,135.87	3,164.53	29,251.41	60,748.74	31,927.08	21,911.82
Outstanding Orders	16,163.47	17,307.11	12,680.04	8,153.80	10,166.35	12,536.10
Receipts	89,464.19	83,593.27	91,566.22	87,691.81	69,151.07	67,634.98
Inventory Movement - Sales						
0 to 3 Months	289,722.04	249,651.90	258,955.71	246,105.69	260,557.21	271,403.16
4 to 6 Months	31,269.09	44,639.59	44,458.68	37,074.44	32,073.96	28,521.62
7 to 12 Months	29,132.21	28,206.21	34,262.24	40,265.82	30,502.23	32,345.95
Over 12 Months	16,258.50	4,561.15	4,732.25	6,011.18	6,434.69	4,938.59
New Parts No Sales	15,600.86	9,232.81	6,657.35	7,124.80	6,907.18	7,914.36
Non-Productive Parts						
Excess Stock MNS < 12	178,985.43	145,374.63	155,595.67	123,130.46	146,726.05	162,010.53
Stock MNS > 11	13,788.04	4,567.67	5,642.21	6,393.21	4,885.65	6,964.32
NS Parts Not Sold	21,433.65	13,999.88	13,119.04	14,430.36	10,099.98	14,801.66
New Obsolescence						
Stock 9 Months	5,325.92	2,858.94	8,331.96	5,406.36	4,358.60	10,035.28
NS Parts 2 Months	9,435.59	4,497.34	5,071.51	5,206.99	1,782.45	5,685.75
Early Phase In						
NS Parts With YRSL > 2	22,389.50	23,909.81	4,587.09	17,872.83	2,488.06	1,928.78
True Turn	3.40	4.64	4.64	4.94	4.06	4.96
Purchase to Stock Ratio						
By Number of Parts	21.45	24.25	23.54	23.35	24.45	25.22
By Piece	81.48	91.72	53.83	84.56	90.81	87.43
By Cost	53.77	56.06	52.66	50.89	54.16	58.87
Sales Closing Ratio						
By Number of Parts	76.63	95.42	82.98	73.79	82.71	86.64
By Piece	96.20	99.51	98.06	95.58	93.21	96.57
By Cost	72.36	97.60	88.08	79.44	84.02	89.71
Demand Filled from Stock Ratio						
By Number of Parts	16.73	31.63	20.13	15.68	23.17	24.98
By Piece	77.99	89.64	40.05	83.43	83.17	84.45
By Cost	31.80	56.23	42.66	39.88	41.14	50.67
NS Parts Sales Efficiency	78.80	98.87	91.14	104.36	88.69	107.25