

Grand Total

	JUNE 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	20,740	128,369	21,395	248,115	20,676
Parts Pieces	13,702	110,128	18,355	243,256	20,271
Parts Cost	552,923.23	3,387,293.53	564,548.92	7,183,789.18	598,649.10
Parts With Negative OH	-5,391.97	-8,312.14	-1,385.36	-19,152.93	-1,596.08
Core/Exchange	15,297.00	99,339.00	16,556.50	231,087.00	19,257.25
Gross Sales	235,581.22	2,613,307.31	435,551.22	5,545,309.60	462,109.13
Net Sales	203,744.91	2,120,932.61	353,488.77	4,543,898.97	378,658.25
Lost Sales	373.45	3,753.97	625.66	9,471.86	789.32
Outstanding Orders	41,680.40	300,124.20	50,020.70	699,906.15	58,325.51
Total Receipts	214,311.73	2,172,597.48	362,099.58	4,647,667.06	387,305.59
Customer Orders	67,432.26	721,862.89	120,310.48	1,520,358.68	126,696.56
Emergency Purchases	1,572.77	16,538.02	2,756.34	26,713.99	2,226.17
Net Adjustments	-34.95	-48,090.14	-8,015.02	-25,933.35	-2,161.11
Net Appreciation	8,158.60	18,363.54	3,060.59	16,677.18	1,389.77
NS Parts					
Number of Parts	11,077	67,991	11,332	122,220	10,185
Parts Pieces	604	3,235	539	6,209	517
Parts Cost	60,234.11	277,051.31	46,175.22	516,200.99	43,016.75
Gross Sales	25,963.00	394,423.96	65,737.33	739,040.04	61,586.67
Net Sales	21,165.32	301,240.81	50,206.80	580,826.09	48,402.17
Lost Sales	0.00	657.00	109.50	731.45	60.95
Outstanding Orders	2,156.76	21,732.33	3,622.06	83,040.75	6,920.06
Receipts	27,520.11	348,579.33	58,096.56	670,435.20	55,869.60
Inventory Movement - Sales					
0 to 3 Months	305,893.27	1,963,006.86	327,167.81	4,215,994.12	351,332.84
4 to 6 Months	94,481.91	552,250.61	92,041.77	1,224,934.87	102,077.91
7 to 12 Months	108,188.57	610,281.69	101,713.62	1,166,354.29	97,196.19
Over 12 Months	16,924.46	114,369.06	19,061.51	226,172.83	18,847.74
New Parts No Sales	27,435.02	147,385.31	24,564.22	350,333.07	29,194.42
Non-Productive Parts					
Excess Stock MNS < 12	77,130.90	466,540.51	77,756.75	971,607.97	80,967.33
Stock MNS > 11	26,596.60	148,316.48	24,719.41	286,190.90	23,849.24
NS Parts Not Sold	51,535.62	215,637.02	35,939.50	404,564.38	33,713.70
New Obsolescence					
Stock 9 Months	17,158.23	122,844.17	20,474.03	245,700.57	20,475.05
NS Parts 2 Months	12,348.32	44,081.82	7,346.97	79,414.67	6,617.89
Early Phase In					
NS Parts With YRSL > 2	3,620.24	18,002.93	3,000.49	36,453.43	3,037.79
True Turn	2.92		4.90		5.01
Purchase to Stock Ratio					
By Number of Parts	64.71		60.78		60.91
By Piece	93.94		93.86		93.86
By Cost	67.80		66.01		66.71
Sales Closing Ratio					
By Number of Parts	99.63		99.65		99.67
By Piece	99.89		99.92		99.93
By Cost	99.81		99.82		99.79
Demand Filled from Stock Ratio					
By Number of Parts	62.29		59.66		59.65
By Piece	93.47		93.33		93.69
By Cost	66.01		65.06		65.81
NS Parts Sales Efficiency	94.34		113.15		110.23

ANCIRA NISSAN PARTS  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	MAY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	21,266	107,629	21,526	249,210	20,768
Parts Pieces	13,291	96,426	19,285	250,436	20,870
Parts Cost	548,967.01	2,834,370.30	566,874.06	7,301,324.49	608,443.71
Parts With Negative OH	-440.31	-2,920.17	-584.03	-24,488.14	-2,040.68
Core/Exchange	15,770.00	84,042.00	16,808.40	237,801.00	19,816.75
Gross Sales	457,698.54	2,377,726.09	475,545.22	5,888,021.09	490,668.42
Net Sales	380,158.66	1,917,187.70	383,437.54	4,828,946.20	402,412.18
Lost Sales	824.61	3,380.52	676.10	10,460.40	871.70
Outstanding Orders	58,080.95	258,443.80	51,688.76	754,268.47	62,855.71
Total Receipts	379,224.56	1,958,285.75	391,657.15	4,949,999.49	412,499.96
Customer Orders	114,230.80	654,430.63	130,886.13	1,610,399.05	134,199.92
Emergency Purchases	5,575.20	14,965.25	2,993.05	28,267.18	2,355.60
Net Adjustments	1,926.64	-48,055.19	-9,611.04	-29,604.65	-2,467.05
Net Appreciation	1,846.67	10,204.94	2,040.99	9,400.69	783.39
US Parts					
Number of Parts	11,403	56,914	11,383	112,991	9,416
Parts Pieces	558	2,631	526	6,049	504
Parts Cost	52,975.77	216,817.20	43,363.44	491,114.52	40,926.21
Gross Sales	77,328.66	368,460.96	73,692.19	780,883.19	65,073.60
Net Sales	55,719.62	280,075.49	56,015.10	619,039.13	51,586.59
Lost Sales	0.00	657.00	131.40	736.37	61.36
Outstanding Orders	3,738.85	19,575.57	3,915.11	106,067.65	8,838.97
Receipts	64,192.60	321,059.22	64,211.84	709,549.61	59,129.13
Inventory Movement - Sales					
0 to 3 Months	319,838.11	1,657,113.59	331,422.72	4,338,693.12	361,557.76
4 to 6 Months	81,929.94	457,768.70	91,553.74	1,228,716.94	102,393.08
7 to 12 Months	106,536.49	502,093.12	100,418.62	1,151,466.46	95,955.54
Over 12 Months	17,398.46	97,444.60	19,488.92	224,003.89	18,666.99
New Parts No Sales	23,264.01	119,950.29	23,990.06	358,444.08	29,870.34
Non-Productive Parts					
Excess Stock MNS < 12	82,089.32	389,409.61	77,881.92	975,656.36	81,304.70
Stock MNS > 11	22,886.23	121,719.88	24,343.98	279,095.09	23,257.92
NS Parts Not Sold	40,087.88	164,101.40	32,820.28	379,553.20	31,629.43
New Obsolescence					
Stock 9 Months	20,376.64	105,685.94	21,137.19	254,093.59	21,174.47
NS Parts 2 Months	5,769.00	31,733.50	6,346.70	73,319.21	6,109.93
Early Phase In					
NS Parts With YRSL > 2	4,111.04	14,382.69	2,876.54	36,283.15	3,023.60
True Turn	5.69		5.28		5.24
Purchase to Stock Ratio					
By Number of Parts	60.83		60.23		60.67
By Piece	93.58		93.85		93.77
By Cost	68.40		65.81		66.89
Sales Closing Ratio					
By Number of Parts	99.43		99.65		99.69
By Piece	99.86		99.93		99.92
By Cost	99.78		99.82		99.78
Demand Filled from Stock Ratio					
By Number of Parts	59.89		59.31		59.41
By Piece	93.60		93.32		93.63
By Cost	68.33		64.96		65.92
US Parts Sales Efficiency	120.46		114.76		110.05

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	20,740		13,702		552,923.23	
Active Parts	8,297	40.00	11,644	84.98	440,313.63	79.63
NS Parts	11,077	53.40	604	4.40	60,234.11	10.89
MO Parts	12	0.05	481	3.51	2,116.12	0.38
AP Parts	1,328	6.40	920	6.71	42,760.50	7.73
DP Parts	26	0.12	53	0.38	7,498.87	1.35
SP Parts						
DEL Parts						
Parts With No Cost	42	0.20				
Parts With Negative On-Hand	26	0.12	117		-5,391.97	
Core/Exchange	51	0.24	109	0.79	15,297.00	
Memos On File	2,968					
Parts Added	301	1.45	55	0.40	8,038.61	1.45
Active Parts	285	94.68	55	100.00	8,038.61	100.00
NS Parts	15	4.98				
MO Parts						
AP Parts	1	0.33				
DP Parts						
SP Parts						
Parts & Memos Deleted	803					
Inventory Movement - Sales						
0 to 3 Months	4,168	20.09	10,651	77.73	305,893.27	55.32
4 to 6 Months	1,953	9.41	1,224	8.93	94,481.91	17.08
7 to 12 Months	3,139	15.13	1,296	9.45	108,188.57	19.56
Over 12 Months	302	1.45	309	2.25	16,924.46	3.06
New Parts No Sales	11,178	53.89	222	1.62	27,435.02	4.96
Inventory Movement - Receipts						
0 to 3 Months	4,051	19.53	9,874	72.06	343,659.55	62.15
4 to 6 Months	2,002	9.65	1,385	10.10	101,177.82	18.29
7 to 12 Months	3,068	14.79	1,701	12.41	95,380.24	17.25
Over 12 Months	429	2.06	727	5.30	10,963.57	1.98
New Parts No Receipts	11,190	53.95	15	0.10	1,742.05	0.31
Outstanding Orders	109	0.52	349		41,680.40	
Stockorders	32	29.35	231	66.18	21,227.69	50.92
Supplemental Orders						
Customer Orders	38	34.86	47	13.46	9,029.37	21.66
Backorders	48	44.03	71	20.34	11,423.34	27.40
Stockorder Backorders	30	27.52	36	10.31	5,387.53	12.92
Supplemntl Backorders						
Customer Backorders	24	22.01	35	10.02	6,035.81	14.48

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,269	6.11	8,580		235,581.22		4,674
Regular	1,269	100.00	8,580	100.00	235,581.22	100.00	4,674
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	4	0.01	8		373.45		4
Return Sales	191	0.92	649		31,836.31		362
Regular	191	100.00	649	100.00	31,836.31	100.00	362
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,145	5.52	8,421		214,311.73		1,600
Stockorders	736	64.27	3,577	42.47	113,080.25	52.76	1,081
Supplemental Orders							
Customer Orders	392	34.23	498	5.91	67,432.26	31.46	419
Emergency Purchases	12	1.04	12	0.14	1,572.77	0.73	12
Other Receipts	71	6.20	4,334	51.46	32,226.45	15.03	88
Overages							
Net Adjustments	10	0.04	31		-34.95		11
Plus	5	50.00	20	64.51	686.43		6
Minus	5	50.00	11	35.48	-721.38		5
Factory Returns	171	0.82	196		-21,177.25		171
Net Appreciation	2,655	12.80	4,146	30.25	8,158.60		13,895
Positive	2,647	99.69	4,133	99.68	8,343.03		13,867
Negative	8	0.30	13	0.31	-184.43		28
Parts Updated With Cost	7	0.03					7
Parts With Comments	379						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			337		23,427.45		259
Lost Sales							
Return Sales			36		4,907.76		32

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2023
Number of Parts	21,225	22,013	21,684	21,441	21,266	21,835
Parts Pieces	20,707	19,980	28,375	14,073	13,291	20,882
Parts Cost	583,480.19	580,130.99	555,708.99	566,083.12	548,967.01	670,458.54
Parts With Negative OH	-72.00	-347.38	-1,226.50	-833.98	-440.31	-10,727.18
Core/Exchange	19,714.00	16,913.00	16,833.00	14,812.00	15,770.00	22,011.00
Gross Sales	450,888.70	480,817.16	486,140.18	502,181.51	457,698.54	578,292.71
Net Sales	378,788.55	353,027.84	402,994.45	402,218.20	380,158.66	488,792.14
Lost Sales	417.30	1,098.51	669.85	370.25	824.61	1,361.99
Outstanding Orders	62,565.94	47,553.23	44,630.38	45,613.30	58,080.95	96,042.72
Total Receipts	383,723.74	371,873.27	395,658.78	427,805.40	379,224.56	516,644.16
Customer Orders	126,621.41	118,600.16	142,188.46	152,789.80	114,230.80	157,472.63
Emergency Purchases	3,931.03	1,082.37	2,830.92	1,545.73	5,575.20	3,125.96
Net Adjustments	-656.47	-2,628.50	3,620.82	-50,317.68	1,926.64	-3,706.25
Net Appreciation	293.31	4,936.22	389.48	2,739.26	1,846.67	882.11
NS Parts						
Number of Parts	10,805	11,663	11,578	11,465	11,403	1,848
Parts Pieces	483	490	567	533	558	444
Parts Cost	35,798.95	34,732.01	46,188.51	47,121.96	52,975.77	35,147.64
Gross Sales	55,801.10	77,599.04	73,302.70	84,429.46	77,328.66	67,806.15
Net Sales	49,285.32	51,326.88	56,839.51	66,904.16	55,719.62	59,378.36
Lost Sales	0.00	200.00	457.00	0.00	0.00	4.92
Outstanding Orders	5,750.97	3,705.20	1,961.41	4,419.14	3,738.85	25,183.66
Receipts	55,196.95	57,867.50	72,736.29	71,065.88	64,192.60	66,634.52
Inventory Movement - Sales						
0 to 3 Months	338,173.90	344,361.16	317,439.89	337,300.53	319,838.11	428,592.27
4 to 6 Months	102,427.66	98,346.10	89,134.28	85,930.72	81,929.94	98,263.98
7 to 12 Months	101,358.82	94,790.37	101,762.17	97,645.27	106,536.49	93,300.74
Over 12 Months	17,287.42	19,682.23	21,994.97	21,081.52	17,398.46	14,755.52
New Parts No Sales	24,232.39	22,951.13	25,377.68	24,125.08	23,264.01	35,546.03
Non-Productive Parts						
Excess Stock MNS < 12	77,178.01	82,024.43	74,617.31	73,500.54	82,089.32	81,179.29
Stock MNS > 11	23,545.01	25,136.26	25,516.65	24,635.73	22,886.23	19,500.79
NS Parts Not Sold	29,376.77	27,236.34	30,088.94	37,311.47	40,087.88	26,524.44
New Obsolescence						
Stock 9 Months	23,633.23	25,094.30	23,636.19	12,945.58	20,376.64	25,551.25
NS Parts 2 Months	5,860.12	5,161.81	5,503.59	9,438.98	5,769.00	6,252.86
Early Phase In						
NS Parts With YRSL > 2	2,061.44	2,735.51	3,708.78	1,765.92	4,111.04	3,449.96
True Turn	5.11	4.83	5.57	5.25	5.69	5.87
Purchase to Stock Ratio						
By Number of Parts	58.89	61.19	61.37	58.93	60.83	60.58
By Piece	92.66	92.81	95.82	92.70	93.58	92.91
By Cost	65.97	67.81	63.34	63.92	68.40	68.91
Sales Closing Ratio						
By Number of Parts	99.87	99.61	99.56	99.76	99.43	99.79
By Piece	99.97	99.92	99.91	99.96	99.86	99.87
By Cost	99.88	99.68	99.83	99.90	99.78	99.72
Demand Filled from Stock Ratio						
By Number of Parts	58.40	58.20	59.97	60.02	59.89	58.66
By Piece	93.21	93.27	93.33	93.18	93.60	92.90
By Cost	65.46	65.89	63.90	61.57	68.33	66.95
NS Parts Sales Efficiency	101.09	134.09	100.77	118.80	120.46	101.75

Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	13,929	20,478	20,937	21,185	21,452	21,765
Parts Pieces	18,195	21,460	21,930	25,144	24,322	22,077
Parts Cost	650,287.23	649,773.05	627,502.49	652,950.17	618,112.76	597,869.95
Parts With Negative OH	-9,652.96	-8.72	0.00	-370.00	-775.54	-33.57
Core/Exchange	22,441.00	25,768.00	22,130.00	20,748.00	21,179.00	19,482.00
Gross Sales	529,796.54	553,903.66	456,209.99	497,983.56	447,240.47	446,868.07
Net Sales	419,289.21	447,563.11	393,948.66	425,984.15	364,595.50	371,585.73
Lost Sales	716.84	228.00	2,534.43	1,090.66	738.90	409.06
Outstanding Orders	92,160.18	77,197.70	61,373.81	57,490.13	54,099.12	57,461.01
Total Receipts	421,185.17	486,053.92	390,803.44	445,983.22	354,242.66	376,801.17
Customer Orders	156,000.05	152,481.63	125,080.32	136,864.01	105,591.33	122,478.45
Emergency Purchases	3,841.87	3,310.10	1,933.96	355.94	307.96	426.14
Net Adjustments	112.84	-3,890.35	9,222.76	18,850.56	731.93	-2,870.95
Net Appreciation	163.97	-1,507.85	-170.41	44.89	-858.09	641.13
NS Parts						
Number of Parts	2,443	9,462	10,144	10,611	11,072	10,497
Parts Pieces	446	459	464	565	596	444
Parts Cost	35,037.49	49,028.05	38,796.17	40,960.04	43,462.09	31,865.84
Gross Sales	33,644.81	61,550.34	67,647.76	63,538.40	61,751.36	56,483.41
Net Sales	26,230.40	42,815.31	59,525.27	54,952.04	48,444.33	47,617.93
Lost Sales	0.00	51.79	0.00	22.66	0.00	0.00
Outstanding Orders	21,485.81	13,686.86	15,221.29	4,125.24	4,060.85	2,728.37
Receipts	29,480.01	67,983.55	53,464.12	59,476.96	56,965.04	54,486.19
Inventory Movement - Sales						
0 to 3 Months	389,596.09	387,706.56	374,652.60	396,523.43	367,841.60	336,666.98
4 to 6 Months	112,576.78	115,122.92	108,226.11	109,137.53	111,530.77	116,090.15
7 to 12 Months	87,807.55	93,675.30	91,711.45	92,593.67	92,145.48	98,139.15
Over 12 Months	19,862.55	15,627.40	16,866.15	22,258.33	19,477.51	17,711.83
New Parts No Sales	40,444.26	37,640.87	36,046.18	32,437.21	27,117.40	29,261.84
Non-Productive Parts						
Excess Stock MNS < 12	79,922.24	82,916.77	85,258.07	93,296.22	82,209.41	81,464.75
Stock MNS > 11	23,707.48	21,279.23	24,353.28	27,824.23	21,355.98	19,354.22
NS Parts Not Sold	29,995.97	31,908.99	32,788.24	33,671.97	35,140.57	25,421.62
New Obsolescence						
Stock 9 Months	21,070.50	19,647.25	14,113.67	23,460.18	19,066.75	25,498.05
NS Parts 2 Months	6,822.20	4,637.49	4,266.36	4,578.86	5,789.82	9,238.12
Early Phase In						
NS Parts With YRSL > 2	3,357.12	4,053.26	2,730.83	4,118.82	2,428.79	1,761.68
True Turn	4.79	5.39	5.10	5.31	5.02	4.99
Purchase to Stock Ratio						
By Number of Parts	57.99	64.53	61.87	59.39	61.70	60.56
By Piece	92.07	95.25	95.22	92.81	93.59	93.05
By Cost	62.04	67.94	67.49	69.23	70.10	67.38
Sales Closing Ratio						
By Number of Parts	99.76	99.72	99.51	99.71	99.81	99.69
By Piece	99.97	99.96	99.85	99.94	99.97	99.89
By Cost	99.82	99.94	99.36	99.74	99.79	99.89
Demand Filled from Stock Ratio						
By Number of Parts	55.03	62.36	59.49	58.32	61.42	61.23
By Piece	93.30	94.20	94.95	93.37	93.88	94.01
By Cost	61.77	65.15	67.32	67.61	70.81	66.85
NS Parts Sales Efficiency	114.12	90.53	126.52	106.82	108.40	103.66