

ANDERSON BUICK GMC OF ABINGDON  
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	10,754		35,040		238,453.04	
Active Parts	1,108	10.30	12,151	34.67	114,860.86	48.16
NS Parts	5,646	52.50	3,004	8.57	69,445.78	29.12
MO Parts						
AP Parts	3,997	37.16	19,884	56.74	53,989.16	22.64
DP Parts	1	0.00	1	0.00	157.24	0.06
SP Parts						
DEL Parts	2	0.01				
Parts With No Cost	215	1.99	2	0.00		
Parts With Negative On-Hand	21	0.19	43		-3,196.01	
Core/Exchange	62	0.57	80	0.22	6,261.00	
Memos On File	2,049					
Parts Added	178	1.65	32	0.09	4,963.92	2.08
Active Parts	21	11.79	1	3.12	86.04	1.73
NS Parts	154	86.51	29	90.62	4,560.98	91.88
MO Parts						
AP Parts	3	1.68	2	6.25	316.90	6.38
DP Parts						
SP Parts						
Parts & Memos Deleted	201					
Inventory Movement - Sales						
0 to 3 Months	1,854	17.24	13,859	39.55	113,544.52	47.61
4 to 6 Months	720	6.69	1,319	3.76	23,334.71	9.78
7 to 12 Months	1,052	9.78	4,273	12.19	41,171.01	17.26
Over 12 Months	3,768	35.03	15,457	44.11	45,813.34	19.21
New Parts No Sales	3,360	31.24	132	0.37	14,589.46	6.11
Inventory Movement - Receipts						
0 to 3 Months	1,767	16.43	10,939	31.21	117,903.13	49.44
4 to 6 Months	574	5.33	579	1.65	20,915.10	8.77
7 to 12 Months	5,614	52.20	5,875	16.76	43,895.25	18.40
Over 12 Months	1,417	13.17	17,539	50.05	49,678.03	20.83
New Parts No Receipts	1,382	12.85	108	0.30	6,061.53	2.54
Outstanding Orders	183	1.70	374		27,566.90	
Stockorders	108	59.01	243	64.97	11,436.75	41.48
Supplemental Orders						
Customer Orders	45	24.59	80	21.39	7,875.68	28.56
Backorders	35	19.12	51	13.63	8,254.47	29.94
Stockorder Backorders	18	9.83	19	5.08	1,506.33	5.46
Supplemntl Backorders						
Customer Backorders	18	9.83	32	8.55	6,748.14	24.47
Outstanding Forced Orders						

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	569	5.29	4,910		105,962.62		1,784
Regular	533	93.67	4,718	96.08	102,550.15	96.77	1,664
No History	46	8.08	154	3.13	3,222.24	3.04	82
Drop Ship	4	0.70	38	0.77	190.23	0.17	38
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.00	1		223.05		1
Return Sales	113	1.05	479		14,558.16		152
Regular	113	100.00	479	100.00	14,558.16	100.00	152
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	432	4.01	3,616		89,273.69		556
Stockorders	170	39.35	566	15.65	14,327.66	16.04	211
Supplemental Orders							
Customer Orders	102	23.61	271	7.49	19,900.51	22.29	116
Emergency Purchases	73	16.89	871	24.08	16,823.78	18.84	75
Other Receipts	123	28.47	1,908	52.76	38,221.74	42.81	154
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation	105	0.97	288	0.82	264.99		298
Positive	98	93.33	268	93.05	946.89		266
Negative	7	6.66	20	6.94	-681.90		32
Parts Updated With Cost	47	0.43					47
Parts With Comments	739						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			118		5,662.07		60
Lost Sales							
Return Sales			8		296.48		7

ANDERSON BUICK GMC OF ABINGDON  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JUNE 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	10,754	64,267	10,711	75,518	6,293
Parts Pieces	35,040	204,041	34,007	236,081	19,673
Parts Cost	238,453.04	1,427,455.73	237,909.29	1,650,213.94	137,517.83
Parts With Negative OH	-3,196.01	-21,691.36	-3,615.23	-23,305.91	-1,942.16
Core/Exchange	6,261.00	40,776.00	6,796.00	46,997.00	3,916.42
Gross Sales	105,962.62	924,493.58	154,082.26	992,714.15	82,726.18
Net Sales	91,404.46	784,578.89	130,763.15	846,399.09	70,533.26
Lost Sales	223.05	6,482.80	1,080.47	6,482.80	540.23
Outstanding Orders	27,566.90	201,154.02	33,525.67	238,391.22	19,865.94
Total Receipts	89,273.69	790,637.28	131,772.88	813,401.84	67,783.49
Customer Orders	19,900.51	195,246.09	32,541.02	198,686.27	16,557.19
Emergency Purchases	16,823.78	165,616.27	27,602.71	181,031.97	15,086.00
Net Adjustments	0.00	-11,834.92	-1,972.49	-11,834.92	-986.24
Net Appreciation	264.99	6,757.81	1,126.30	6,495.59	541.30
NS Parts					
Number of Parts	5,646	32,847	5,475	39,240	3,270
Parts Pieces	3,004	19,694	3,282	22,731	1,894
Parts Cost	69,445.78	416,673.75	69,445.63	472,233.35	39,352.78
Gross Sales	47,737.03	428,114.02	71,352.34	473,941.47	39,495.12
Net Sales	42,512.36	354,362.43	59,060.41	396,149.73	33,012.48
Lost Sales	223.05	2,969.69	494.95	2,969.69	247.47
Outstanding Orders	14,510.22	121,982.11	20,330.35	143,528.34	11,960.70
Receipts	43,020.64	358,324.40	59,720.73	372,455.05	31,037.92
Inventory Movement - Sales					
0 to 3 Months	113,544.52	664,904.89	110,817.48	764,083.86	63,673.66
4 to 6 Months	23,334.71	166,013.51	27,668.92	193,049.28	16,087.44
7 to 12 Months	41,171.01	206,883.33	34,480.56	237,036.16	19,753.01
Over 12 Months	45,813.34	302,035.55	50,339.26	356,077.70	29,673.14
New Parts No Sales	14,589.46	87,618.45	14,603.08	99,966.94	8,330.58
Non-Productive Parts					
Excess Stock MNS < 12	63,539.23	362,628.47	60,438.08	421,991.07	35,165.92
Stock MNS > 11	31,738.29	217,406.71	36,234.45	257,928.43	21,494.04
NS Parts Not Sold	62,138.96	342,043.52	57,007.25	394,423.85	32,868.65
New Obsolescence					
Stock 9 Months	3,078.08	14,628.23	2,438.04	17,119.03	1,426.59
NS Parts 2 Months	6,399.77	30,809.37	5,134.90	43,176.68	3,598.06
Early Phase In					
NS Parts With YRSL > 2	9,022.07	64,350.12	10,725.02	70,280.46	5,856.71
True Turn	2.75		3.56		3.39
Purchase to Stock Ratio					
By Number of Parts	59.49		49.16		48.62
By Piece	68.41		85.01		83.27
By Cost	58.86		54.35		53.31
Sales Closing Ratio					
By Number of Parts	99.78		99.11		99.18
By Piece	99.97		99.58		99.60
By Cost	99.75		99.18		99.23
Demand Filled from Stock Ratio					
By Number of Parts	61.48		51.84		53.75
By Piece	74.21		83.68		82.48
By Cost	59.67		53.56		54.71
NS Parts Sales Efficiency	110.96		119.47		127.24

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2023
Number of Parts	11,299	10,304	10,501	10,625	10,784	0
Parts Pieces	31,922	33,326	34,327	33,646	35,780	0
Parts Cost	232,963.58	238,555.02	236,139.55	241,146.85	240,197.69	0.00
Parts With Negative OH	-4,107.92	-2,469.97	-3,575.42	-4,816.73	-3,525.31	0.00
Core/Exchange	6,696.00	6,756.00	5,751.00	8,566.00	6,746.00	0.00
Gross Sales	151,365.92	148,743.82	170,988.45	165,061.79	182,370.98	0.00
Net Sales	117,873.48	126,811.67	146,764.30	142,576.36	159,148.62	0.00
Lost Sales	1,433.90	1,861.22	285.63	2,310.16	368.84	0.00
Outstanding Orders	38,979.26	36,392.21	34,306.56	35,243.93	28,665.16	0.00
Total Receipts	122,049.46	133,748.04	142,326.04	145,319.93	157,920.12	0.00
Customer Orders	23,394.97	32,597.27	30,462.84	42,350.49	46,540.01	0.00
Emergency Purchases	31,009.72	25,459.15	41,970.42	26,444.26	23,908.94	0.00
Net Adjustments	-1,092.16	-10,742.76	0.00	0.00	0.00	0.00
Net Appreciation	3,392.51	-75.78	1,142.32	679.98	1,353.79	0.00
NS Parts						
Number of Parts	5,251	5,313	5,467	5,535	5,635	0
Parts Pieces	2,970	3,638	4,111	2,931	3,040	0
Parts Cost	69,230.10	68,350.62	71,493.00	69,745.40	68,408.85	0.00
Gross Sales	62,051.92	78,846.71	79,969.52	72,017.77	87,491.07	0.00
Net Sales	44,077.79	68,306.19	64,028.93	63,090.73	72,346.43	0.00
Lost Sales	147.33	1,191.66	1.38	1,129.28	276.99	0.00
Outstanding Orders	22,243.52	19,322.51	24,472.51	23,035.32	18,398.03	0.00
Receipts	53,900.59	62,439.42	63,071.60	65,789.73	70,102.42	0.00
Inventory Movement - Sales						
0 to 3 Months	99,533.73	101,900.60	115,511.40	116,550.81	117,863.83	0.00
4 to 6 Months	27,300.61	31,317.01	30,038.26	28,861.01	25,161.91	0.00
7 to 12 Months	30,335.06	31,058.49	32,999.03	33,008.61	38,311.13	0.00
Over 12 Months	59,921.65	58,589.32	43,018.87	50,811.16	43,881.21	0.00
New Parts No Sales	15,872.53	15,689.60	14,571.99	11,915.26	14,979.61	0.00
Non-Productive Parts						
Excess Stock MNS < 12	56,744.11	59,020.60	59,903.76	60,056.14	63,364.63	0.00
Stock MNS > 11	45,180.12	43,392.51	30,869.99	34,179.93	32,045.87	0.00
NS Parts Not Sold	53,293.21	56,437.41	56,337.73	55,863.95	57,972.26	0.00
New Obsolescence						
Stock 9 Months	2,373.98	1,656.10	1,585.61	2,949.14	2,985.32	0.00
NS Parts 2 Months	1,145.13	10,310.92	4,031.47	3,520.42	5,401.66	0.00
Early Phase In						
NS Parts With YRSL > 2	8,798.81	12,869.69	15,239.99	9,001.00	9,418.56	0.00
True Turn	3.27	3.46	3.78	3.67	4.43	0.00
Purchase to Stock Ratio						
By Number of Parts	49.34	45.16	42.90	47.74	52.68	0.00
By Piece	86.15	92.58	83.78	74.49	93.47	0.00
By Cost	55.42	56.59	49.10	52.65	55.38	0.00
Sales Closing Ratio						
By Number of Parts	99.33	99.09	99.19	98.74	98.85	0.00
By Piece	99.55	98.72	99.77	99.62	99.86	0.00
By Cost	98.79	98.55	99.80	98.40	99.76	0.00
Demand Filled from Stock Ratio						
By Number of Parts	47.32	43.45	52.21	48.04	57.43	0.00
By Piece	86.40	89.49	81.74	77.16	91.46	0.00
By Cost	53.19	53.43	50.54	50.92	55.60	0.00
NS Parts Sales Efficiency	115.12	126.27	126.79	109.46	124.80	0.00

