

Grand Total

	OCTOBER 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	18,329	180,438	18,044	215,769	17,981
Parts Pieces	115,444	1,107,220	110,722	1,374,552	114,546
Parts Cost	503,560.58	5,189,638.33	518,963.83	6,138,322.98	511,526.92
Parts With Negative OH	0.00	-1,217.75	-121.78	-1,217.75	-101.48
Core/Exchange	6,954.06	56,111.78	5,611.18	65,561.87	5,463.49
Gross Sales	755,764.92	7,237,195.18	723,719.52	8,471,823.91	705,985.33
Net Sales	670,346.10	6,023,363.62	602,336.36	7,054,025.18	587,835.43
Lost Sales	2,166.82	7,773.97	777.40	8,822.92	735.24
Outstanding Orders	136,430.17	1,567,203.90	156,720.39	1,851,084.58	154,257.05
Total Receipts	677,633.82	6,305,532.71	630,553.27	7,326,837.90	610,569.83
Customer Orders	316,319.58	2,868,627.89	286,862.79	3,411,941.12	284,328.43
Emergency Purchases	145.57	9,842.92	984.29	9,935.67	827.97
Net Adjustments	-1,450.74	31,420.82	3,142.08	36,838.99	3,069.92
Net Appreciation	1,059.67	38,774.47	3,877.45	42,745.09	3,562.09
NS Parts					
Number of Parts	13,097	130,007	13,001	155,806	12,984
Parts Pieces	597	5,214	521	5,793	483
Parts Cost	24,939.02	368,320.59	36,832.06	414,120.55	34,510.05
Gross Sales	250,982.47	2,402,292.81	240,229.28	2,804,219.86	233,684.99
Net Sales	227,014.51	2,027,408.48	202,740.85	2,371,860.62	197,655.05
Lost Sales	1,422.96	2,073.35	207.34	2,834.28	236.19
Outstanding Orders	45,300.91	472,235.55	47,223.56	590,094.07	49,174.51
Receipts	242,387.23	2,225,169.17	222,516.92	2,600,523.93	216,710.33
Inventory Movement - Sales					
0 to 3 Months	438,292.57	4,459,203.43	445,920.34	5,295,524.03	441,293.67
4 to 6 Months	31,761.55	359,300.72	35,930.07	410,745.10	34,228.76
7 to 12 Months	16,043.47	166,841.60	16,684.16	198,034.89	16,502.91
Over 12 Months	1,259.67	14,517.43	1,451.74	18,808.08	1,567.34
New Parts No Sales	16,203.32	189,775.15	18,977.52	215,210.88	17,934.24
Non-Productive Parts					
Excess Stock MNS < 12	176,593.48	2,178,400.56	217,840.06	2,595,519.00	216,293.25
Stock MNS > 11	1,620.95	15,903.90	1,590.39	19,294.93	1,607.91
NS Parts Not Sold	14,109.59	172,266.73	17,226.67	188,397.83	15,699.82
New Obsolescence					
Stock 9 Months	2,224.97	26,004.99	2,600.50	32,893.65	2,741.14
NS Parts 2 Months	5,282.18	70,222.70	7,022.27	76,965.55	6,413.80
Early Phase In					
NS Parts With YRSL > 2	3,245.53	58,792.98	5,879.30	65,129.56	5,427.46
True Turn	8.43		7.27		7.10
Purchase to Stock Ratio					
By Number of Parts	40.05		42.83		42.18
By Piece	78.44		88.29		87.27
By Cost	53.29		54.35		53.29
Sales Closing Ratio					
By Number of Parts	99.59		99.76		99.75
By Piece	99.90		99.95		99.95
By Cost	99.67		99.87		99.87
Demand Filled from Stock Ratio					
By Number of Parts	36.73		39.62		39.70
By Piece	88.99		88.97		87.99
By Cost	52.62		52.14		51.42
NS Parts Sales Efficiency	103.54		107.96		107.83

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	18,329		115,444		503,560.58	
Active Parts	3,161	17.24	26,521	22.97	372,842.70	74.04
NS Parts	13,097	71.45	597	0.51	24,939.02	4.95
MO Parts	451	2.46	87,548	75.83	66,373.14	13.18
AP Parts	1,584	8.64	696	0.60	35,671.63	7.08
DP Parts	20	0.10	54	0.04	3,568.84	0.70
SP Parts	11	0.06	28	0.02	165.25	0.03
DEL Parts	5	0.02				
Parts With No Cost	2	0.01				
Parts With Negative On-Hand						
Core/Exchange	58	0.31	194	0.16	6,954.06	
Memos On File	970					
Parts Added	1,287	7.02	263	0.22	6,347.09	1.26
Active Parts	1	0.07	57	21.67	863.55	13.60
NS Parts	1,286	99.92	206	78.32	5,483.54	86.39
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1,115					
Inventory Movement - Sales						
0 to 3 Months	8,325	45.41	114,211	98.93	438,292.57	87.03
4 to 6 Months	2,066	11.27	560	0.48	31,761.55	6.30
7 to 12 Months	2,948	16.08	382	0.33	16,043.47	3.18
Over 12 Months	888	4.84	14	0.01	1,259.67	0.25
New Parts No Sales	4,102	22.37	277	0.23	16,203.32	3.21
Inventory Movement - Receipts						
0 to 3 Months	8,317	45.37	111,839	96.87	435,541.94	86.49
4 to 6 Months	2,076	11.32	867	0.75	30,313.50	6.01
7 to 12 Months	3,092	16.86	1,061	0.91	23,724.98	4.71
Over 12 Months	1,022	5.57	1,566	1.35	12,862.61	2.55
New Parts No Receipts	3,822	20.85	111	0.09	1,117.55	0.22
Outstanding Orders	512	2.79	988		136,430.17	
Stockorders	90	17.57	241	24.39	20,504.40	15.02
Supplemental Orders						
Customer Orders	263	51.36	503	50.91	61,825.06	45.31
Backorders	189	36.91	244	24.69	54,100.71	39.65
Stockorder Backorders	26	5.07	37	3.74	7,293.92	5.34
Supplemntl Backorders						
Customer Backorders	173	33.78	207	20.95	46,806.79	34.30

Outstanding Forced Orders

CLAWSON HONDA OF FRESNO PARTS
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	4,249	23.18	35,653		755,764.92		17,824
Regular	4,249	100.00	35,653	100.00	755,764.92	100.00	17,824
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	14	0.07	31		2,166.82		18
Return Sales	836	4.56	2,114		85,418.82		1,257
Regular	831	99.40	2,103	99.47	83,666.35	97.94	1,246
No History							
Defective	10	1.19	11	0.52	1,752.47	2.05	11
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	3,593	19.60	17,034		677,767.20		6,573
Stockorders	1,593	44.33	8,316	48.82	304,143.16	44.87	3,701
Supplemental Orders							
Customer Orders	2,146	59.72	3,646	21.40	316,319.58	46.67	2,599
Emergency Purchases	8	0.22	17	0.09	145.57	0.02	17
Other Receipts	126	3.50	5,055	29.67	57,158.89	8.43	256
Overages							
Net Adjustments	294	1.60	1,311		-1,450.74		398
Plus	164	55.78	991	75.59	13,394.50		226
Minus	130	44.21	320	24.40	-14,845.24		172
Factory Returns	247	1.34	329		-34,143.75		250
Net Appreciation	85	0.46	341	0.29	1,059.67		364
Positive	73	85.88	283	82.99	1,239.97		328
Negative	12	14.11	58	17.00	-180.30		36
Parts Updated With Cost	4	0.02					4
Parts With Comments	5						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1,141		53,038.09		454
Lost Sales							
Return Sales			42		3,322.22		34