

KAY HONDA
 MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	12,455		15,374		272,082.80	
Active Parts	2,366	18.99	13,385	87.06	177,885.63	65.37
NS Parts	9,150	73.46	1,131	7.35	69,202.22	25.43
MO Parts	3	0.02	96	0.62	644.16	0.23
AP Parts	935	7.50	762	4.95	24,350.79	8.94
DP Parts						
SP Parts						
DEL Parts	1	0.00				
Parts With No Cost	101	0.81	29	0.18		
Parts With Negative On-Hand						
Core/Exchange	54	0.43	94	0.61	3,650.00	
Memos On File	770					
Parts Added	616	4.94	82	0.53	6,499.32	2.38
Active Parts	615	99.83	78	95.12	6,305.20	97.01
NS Parts	1	0.16	4	4.87	194.12	2.98
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	584					
Inventory Movement - Sales						
0 to 3 Months	4,834	38.81	13,479	87.67	170,863.58	62.79
4 to 6 Months	1,856	14.90	676	4.39	37,230.84	13.68
7 to 12 Months	2,257	18.12	518	3.36	26,689.07	9.80
Over 12 Months	620	4.97	185	1.20	3,178.24	1.16
New Parts No Sales	2,888	23.18	516	3.35	34,121.07	12.54
Inventory Movement - Receipts						
0 to 3 Months	4,683	37.59	9,773	63.56	186,998.78	68.72
4 to 6 Months	1,977	15.87	2,292	14.90	36,861.61	13.54
7 to 12 Months	2,428	19.49	1,411	9.17	35,688.06	13.11
Over 12 Months	716	5.74	1,873	12.18	10,733.95	3.94
New Parts No Receipts	2,651	21.28	25	0.16	1,800.40	0.66
Outstanding Orders	114	0.91	282		13,867.56	
Stockorders	111	97.36	275	97.51	13,281.02	95.77
Supplemental Orders						
Customer Orders	3	2.63	3	1.06	55.68	0.40
Backorders	4	3.50	4	1.41	530.86	3.82
Stockorder Backorders						
Supplementl Backorders	4	3.50	4	1.41	530.86	3.82
Customer Backorders						
Outstanding Forced Orders						

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales							
Regular	2,072	16.63	19,281	99.07	310,700.96	96.48	10,948
No History	1,972	95.17	19,103	0.92	299,764.68	3.51	10,829
Drop Ship	117	5.64	178		10,936.28		119
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	63	0.50	148		4,368.80		63
Return Sales							
Regular	449	3.60	1,972	99.74	44,826.28	98.73	652
No History	445	99.10	5	0.25	44,257.11	1.26	647
Defective	4	0.89			569.17		5
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders	1,702	13.66	14,857	98.90	254,397.22	95.68	3,428
Supplemental Orders	1,612	94.71	14,695	1.09	243,417.65	4.31	3,296
Customer Orders	127	7.46	162		10,979.57		132
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus	98	0.78	941	95.32	8,895.49		119
Minus	78	79.59	897	4.67	9,705.79		96
Factory Returns	20	20.40	44		-810.30		23
Net Appreciation							
Positive	30	0.24	61	0.39	259.37		148
Negative	29	96.66	49	80.32	261.05		140
Parts Updated With Cost	1	3.33	12	19.67	-1.68		8
Parts With Comments	14	0.11					14
Misc & Sublet Items	22						
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales	424		424		19,040.65		295
Lost Sales							
Return Sales	38		38		2,049.96		22

Grand Total

	JANUARY 2019	FEBRUARY 2019	MARCH 2019	APRIL 2018	MAY 2018	JUNE 2018
Number of Parts	12,358	12,427	12,455	10,343	10,552	11,015
Parts Pieces	17,195	16,984	15,374	19,451	17,558	21,551
Parts Cost	281,149.03	276,113.77	272,082.90	255,185.16	253,599.74	251,710.70
Parts With Negative OH	0.00	-283.85	0.00	0.00	0.00	0.00
Core/Exchange	4,010.00	4,380.00	3,550.00	4,525.00	4,450.00	4,240.00
Gross Sales	348,437.59	288,699.27	310,700.96	267,367.67	288,151.60	309,711.14
Net Sales	393,927.89	255,121.59	265,874.59	233,626.70	259,071.90	264,603.53
Lost Sales	7,827.59	3,204.75	4,358.90	5,021.04	4,402.45	5,397.19
Outstanding Orders	32,815.19	30,729.57	13,967.55	10,803.20	18,587.19	7,042.04
Total Receipts	319,599.16	254,439.77	254,397.22	242,443.92	252,943.43	256,436.85
Customer Orders	27,359.33	19,734.98	10,979.57	8,857.11	6,344.39	19,474.30
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	5,795.04	1,559.53	8,995.49	5,327.49	4,578.41	6,797.57
Net Appreciation	-1,566.90	45.99	259.37	-231.46	596.70	201.93
NS Parts						
Number of Parts	9,224	9,074	9,150	7,130	7,534	7,913
Parts Pieces	1,385	1,191	1,131	1,738	1,696	2,069
Parts Cost	77,509.09	69,205.95	69,202.22	31,984.56	36,864.02	41,975.01
Gross Sales	123,646.43	93,438.85	97,527.00	81,473.85	84,897.14	99,760.10
Net Sales	106,359.53	82,998.37	77,470.70	71,196.04	74,632.49	97,154.92
Lost Sales	6,123.99	2,905.75	3,264.90	3,972.39	3,370.93	3,243.90
Outstanding Orders	12,258.29	11,522.12	5,206.40	3,907.30	7,098.58	1,582.99
Receipts	117,562.54	90,153.80	77,195.92	77,195.95	79,311.19	94,320.32
Inventory Movement - Sales						
0 to 3 Months	188,471.56	180,829.53	179,853.59	175,110.49	173,819.59	175,508.24
4 to 6 Months	29,107.50	31,757.79	37,230.84	26,155.28	26,834.09	20,510.80
7 to 12 Months	20,562.33	24,210.53	25,589.07	26,201.86	26,166.99	23,693.68
Over 12 Months	3,382.44	7,109.94	3,178.24	1,140.92	1,234.09	1,628.14
New Parts No Sales	39,525.10	32,214.88	34,121.07	27,479.41	26,435.99	30,361.84
Non-Productive Parts						
Excess Stock MNS < 12	82,365.00	94,324.85	70,251.98	80,992.77	82,572.74	76,699.07
Stock MNS > 12	4,613.37	6,909.93	4,826.92	1,293.43	2,654.28	1,898.37
NS Parts Not Sold	49,584.95	57,741.94	55,785.87	18,720.51	23,910.22	27,743.42
New Obsolescence						
Stock 9 Months	1,762.45	3,822.57	2,775.71	6,679.52	7,887.73	5,551.51
NS Parts 2 Months	6,615.73	13,911.82	6,999.76	4,252.39	6,234.10	8,076.90
Early Phase In						
NS Parts With YRSL > 2	10,781.76	6,653.45	3,532.34	3,325.75	6,422.08	6,803.25
True Turn	11.90	18.32	11.24	10.57	11.95	11.69
Purchase to Stock Ratio						
By Number of Parts	85.14	87.07	92.53	94.27	95.99	89.01
By Piece	97.45	98.10	98.90	99.38	99.34	98.49
By Cost	91.43	92.63	95.58	96.67	97.49	92.40
Sales Closing Ratio						
By Number of Parts	96.65	97.16	96.26	97.89	97.52	97.35
By Piece	99.17	99.38	99.15	99.68	99.59	99.57
By Cost	97.49	98.75	98.39	97.99	98.32	98.00
Demand Filled from Stock Ratio						
By Number of Parts	83.08	84.79	89.73	92.43	93.52	86.75
By Piece	97.18	97.60	98.22	99.09	98.95	97.94
By Cost	98.71	91.53	94.32	94.51	95.92	98.79
NS Parts Sales Efficiency	105.17	116.57	126.33	185.55	197.84	195.75