

Grand Total

	JUNE 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	31,199	186,996	31,166	368,838	30,737
Parts Pieces	50,250	304,171	50,695	618,155	51,513
Parts Cost	1,945,082.13	11,772,666.66	1,962,111.11	23,624,515.82	1,968,709.65
Parts With Negative OH	-131,269.89	-470,219.97	-78,370.00	-710,017.29	-59,168.11
Core/Exchange	38,035.00	214,864.00	35,810.67	444,444.00	37,037.00
Gross Sales	1,017,710.77	6,793,093.56	1,132,182.26	13,438,978.23	1,119,914.85
Net Sales	809,116.55	5,480,923.50	913,487.25	10,990,925.20	915,910.43
Lost Sales	5,998.87	28,813.06	4,802.18	49,530.49	4,127.54
Outstanding Orders	369,414.67	2,205,049.84	367,508.31	3,639,107.19	303,258.93
Total Receipts	711,143.71	5,449,069.06	908,178.18	11,155,223.11	929,601.93
Customer Orders	273,280.58	2,080,721.97	346,787.00	3,849,239.99	320,770.00
Emergency Purchases	757.34	2,343.74	390.62	4,146.26	345.52
Net Adjustments	-10,596.33	-102,333.44	-17,055.57	-164,079.84	-13,673.32
Net Appreciation	703.44	18,835.20	3,139.20	19,555.68	1,629.64
NS Parts					
Number of Parts	14,343	86,900	14,483	173,096	14,425
Parts Pieces	5,103	29,312	4,885	55,819	4,652
Parts Cost	291,181.99	1,751,396.84	291,899.47	3,363,420.97	280,285.08
Gross Sales	285,606.60	1,846,075.56	307,679.26	3,702,124.70	308,510.39
Net Sales	220,720.62	1,520,142.52	253,357.09	3,061,137.02	255,094.75
Lost Sales	2,667.08	8,975.04	1,495.84	15,722.82	1,310.22
Outstanding Orders	140,537.27	802,152.71	133,692.17	1,250,318.09	104,193.17
Receipts	211,712.94	1,618,184.83	269,697.42	3,353,598.00	279,466.50
Inventory Movement - Sales					
0 to 3 Months	1,006,738.32	6,154,183.10	1,025,697.18	12,431,813.65	1,035,984.47
4 to 6 Months	231,901.70	1,410,243.04	235,040.51	2,787,126.78	232,260.57
7 to 12 Months	238,535.81	1,368,499.98	228,083.33	2,806,293.45	233,857.79
Over 12 Months	378,507.72	2,309,427.07	384,904.51	4,507,255.91	375,604.66
New Parts No Sales	89,398.58	530,313.47	88,385.58	1,092,026.03	91,002.17
Non-Productive Parts					
Excess Stock MNS < 12	516,990.55	3,317,170.29	552,861.71	6,444,817.11	537,068.09
Stock MNS > 11	400,202.18	2,397,307.42	399,551.24	4,702,961.80	391,913.48
NS Parts Not Sold	250,998.98	1,425,043.69	237,507.28	2,693,012.70	224,417.73
New Obsolescence					
Stock 9 Months	35,011.44	176,903.72	29,483.95	384,667.06	32,055.59
NS Parts 2 Months	35,700.74	243,193.61	40,532.27	482,096.82	40,174.74
Early Phase In					
NS Parts With YRSL > 2	11,396.36	89,771.92	14,961.99	149,125.39	12,427.12
True Turn	3.30		3.46		3.63
Purchase to Stock Ratio					
By Number of Parts	60.35		57.45		58.95
By Piece	81.37		77.17		78.40
By Cost	61.46		61.77		65.45
Sales Closing Ratio					
By Number of Parts	98.96		99.21		99.31
By Piece	99.39		99.57		99.62
By Cost	99.26		99.47		99.55
Demand Filled from Stock Ratio					
By Number of Parts	63.90		58.49		58.66
By Piece	83.45		77.88		78.63
By Cost	65.64		61.67		64.64
NS Parts Sales Efficiency	134.90		114.08		110.39

CLASSIC FORD OF COLUMBIA
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2020
Number of Parts	31,057	31,146	31,340	31,172	31,082	29,258
Parts Pieces	52,122	50,633	47,681	51,126	52,359	49,300
Parts Cost	1,982,310.36	1,931,088.47	1,935,641.00	1,969,448.90	2,009,095.80	1,859,668.12
Parts With Negative OH	-52,615.45	-49,917.19	-75,480.45	-70,542.81	-89,394.18	-30,291.53
Core/Exchange	36,075.00	33,885.00	34,368.00	39,287.00	33,214.00	42,333.00
Gross Sales	1,151,488.44	1,162,790.65	1,330,686.79	1,164,602.71	965,814.20	1,061,981.77
Net Sales	931,538.57	927,374.22	1,085,412.22	955,054.83	772,427.11	885,248.77
Lost Sales	2,760.41	6,114.98	5,592.45	4,561.34	3,785.01	2,280.70
Outstanding Orders	344,129.62	395,951.75	366,634.07	363,677.84	365,241.89	164,368.75
Total Receipts	954,373.34	881,128.66	1,084,223.68	1,018,786.12	799,413.55	857,047.14
Customer Orders	366,526.93	338,979.95	451,029.48	349,947.40	300,957.63	283,086.20
Emergency Purchases	181.00	224.20	125.03	30.36	1,025.81	142.35
Net Adjustments	-13,778.08	-20,162.55	-20,717.55	-25,739.43	-11,339.50	408.76
Net Appreciation	-3,482.64	17,410.50	-1,586.24	2,795.89	2,994.25	4,094.42
NS Parts						
Number Of Parts	14,613	14,440	14,595	14,481	14,428	13,701
Parts Pieces	4,838	4,693	4,777	4,531	5,370	3,222
Parts Cost	298,950.50	277,601.26	293,072.88	290,886.47	299,703.74	206,706.08
Gross Sales	303,277.53	318,912.96	389,409.06	313,439.55	235,429.86	305,397.49
Net Sales	260,903.07	250,685.07	324,411.75	265,395.40	198,026.61	268,499.05
Lost Sales	860.92	933.57	1,938.95	1,785.80	788.72	1,378.53
Outstanding Orders	124,757.61	139,009.76	135,865.93	128,285.23	133,696.91	38,382.57
Receipts	303,481.37	259,817.59	341,420.11	300,890.19	200,862.63	264,027.02
Inventory Movement - Sales						
0 to 3 Months	1,040,790.84	954,470.09	1,008,285.50	1,062,245.40	1,081,652.95	937,449.41
4 to 6 Months	238,175.13	271,627.35	230,700.82	219,343.41	218,494.63	254,784.78
7 to 12 Months	212,382.55	217,938.52	221,359.92	232,506.50	245,776.67	258,889.45
Over 12 Months	394,849.81	398,629.83	389,474.84	371,151.16	376,813.71	324,950.05
New Parts No Sales	96,112.03	88,422.68	85,819.91	84,202.43	86,357.84	83,594.43
Non-Productive Parts						
Excess Stock MNS < 12	555,535.24	558,155.85	543,858.20	550,508.22	592,122.22	426,447.04
Stock MNS > 11	411,993.47	415,773.02	399,183.72	383,431.71	386,723.31	346,931.33
NS Parts Not Sold	232,143.64	235,942.15	224,906.08	233,419.11	247,633.73	183,326.14
New Obsolescence						
Stock 9 Months	24,478.72	21,251.63	30,184.71	30,426.44	35,550.78	29,274.14
Stock 2 Months	38,060.03	45,993.13	28,345.75	52,673.07	42,420.89	21,949.89
Early Phase In						
NS Parts With YRSL > 2	17,532.34	13,702.90	15,795.70	16,307.84	15,036.78	2,375.32
True Turn	3.42	3.65	3.93	3.69	2.81	3.88
Purchase to Stock Ratio	56.18	58.55	54.34	57.41	58.88	54.84
By Number of Parts	79.19	78.26	72.22	81.89	69.84	78.36
By Piece	61.57	61.50	58.38	65.64	62.22	66.95
Sales Closing Ratio	99.40	99.30	99.16	99.17	99.26	99.35
By Number of Parts	99.65	99.74	99.70	99.22	99.73	99.78
By Piece	99.70	99.34	99.48	99.52	99.51	99.74
Demand Filled from Stock Ratio	57.66	59.12	54.60	56.94	59.75	57.55
By Number of Parts	78.54	79.39	78.50	79.64	67.39	79.97
By Piece	60.45	63.00	58.13	63.05	60.60	67.83
NS Parts Sales Efficiency	99.93	122.74	114.05	104.17	117.20	115.66

Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
Number of Parts	29,529	29,948	30,350	30,597	30,662	30,756
Parts Pieces	50,938	50,468	51,788	54,216	54,844	51,730
Parts Cost	1,898,060.64	1,949,770.83	2,025,254.89	1,986,513.73	1,993,996.89	1,998,252.18
Parts With Negative OH	-22,903.60	-28,737.33	-22,558.45	-15,419.33	-72,709.79	-76,468.82
Core/Exchange	38,642.00	37,159.00	41,415.00	36,358.00	35,563.00	40,443.00
Gross Sales	1,045,240.36	1,099,938.06	1,062,845.16	1,225,763.94	1,098,249.30	1,113,847.85
Net Sales	862,496.73	921,120.21	870,512.87	1,018,973.06	916,263.20	920,635.63
Lost Sales	4,239.21	4,519.93	2,596.61	3,310.32	3,999.67	2,051.69
Outstanding Orders	181,383.88	238,217.48	192,087.37	226,703.82	243,558.80	352,106.00
Total Receipts	938,766.91	1,001,314.88	977,371.05	996,639.73	879,912.06	912,149.42
Customer Orders	280,657.62	313,495.12	291,463.08	328,225.98	250,834.25	303,841.97
Emergency Purchases	293.76	159.86	163.80	260.78	184.05	740.27
Net Adjustments	-24,582.61	-17,802.10	-15,885.94	17,255.33	-12,952.72	-7,778.36
Net Appreciation	4,152.18	-856.58	1,711.50	-19,319.86	-847.07	15,880.31
NS Parts						
Number Of Parts	13,948	14,220	14,447	14,539	14,446	14,596
Parts Pieces	3,282	3,877	4,215	4,554	5,257	5,322
Parts Cost	221,822.09	244,522.16	282,206.43	282,119.72	284,544.20	296,809.53
Gross Sales	289,098.08	337,965.72	306,788.70	339,275.11	298,001.84	284,919.69
Net Sales	998.32	291,307.62	258,934.88	271,512.07	242,025.18	240,216.43
Lost Sales	721.59	2,292.58	1,806.42	1,304.51	367.89	254.79
Outstanding Orders	51,429.13	67,137.75	67,227.35	45,589.93	79,400.27	137,380.95
Receipts	260,718.43	330,065.09	318,416.31	320,163.98	248,131.88	257,917.48
Inventory Movement - Sales						
0 to 3 Months	959,757.33	1,016,090.53	1,088,555.76	1,080,178.12	1,071,516.79	1,061,532.02
4 to 6 Months	275,575.54	228,168.45	223,348.11	194,193.46	214,614.13	240,984.05
7 to 12 Months	237,604.79	267,145.77	252,691.68	249,691.95	222,449.17	208,210.11
Over 12 Months	339,238.06	347,074.18	364,720.79	368,969.17	384,231.43	393,595.21
New Parts No Sales	85,884.92	91,291.90	95,938.55	93,481.03	101,185.37	93,930.79
Non-Productive Parts						
Excess Stock MNS < 12	457,300.84	529,148.60	516,621.61	531,591.00	530,450.42	562,534.35
Stock MNS > 11	356,235.67	370,504.87	377,491.74	390,342.02	404,981.29	406,098.79
NS Parts Not Sold	182,397.89	187,725.59	208,855.95	217,028.96	230,867.31	241,093.31
New Obsolescence						
Stock 9 Months	39,276.77	31,891.75	28,107.79	43,411.03	34,083.11	30,992.89
NS Parts 2 Months	25,768.22	32,661.01	44,988.17	51,268.81	49,570.16	34,646.84
Early phase In						
NS Parts with YRSL > 2	4,642.71	6,713.96	9,272.88	12,280.36	11,701.93	14,741.63
True Turn	3.68	3.74	3.43	4.17	4.00	3.70
Purchase to Stock Ratio						
By Number of Parts	57.25	61.61	60.46	60.00	63.17	59.50
By Piece	81.99	77.58	80.47	76.21	84.86	75.19
By Cost	70.07	68.67	70.16	67.04	71.47	66.60
Sales Closing Ratio						
By Number of Parts	99.41	99.18	99.48	99.38	99.40	99.56
By piece	99.61	99.67	99.73	99.46	99.70	99.79
By Cost	99.51	99.51	99.70	99.67	99.56	99.77
Demand Filled from Stock Ratio						
By Number of Parts	55.44	55.37	57.49	58.29	65.01	61.45
By Piece	80.14	77.75	78.80	75.25	84.14	81.03
By Cost	67.09	65.62	66.30	67.54	72.28	66.76
NS Parts Sales Efficiency	110.88	102.39	96.34	105.96	120.09	110.46

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	31,199		50,250		1,945,082.13	
Active Parts	10,604	33.98	33,742	67.14	1,099,787.24	56.54
NS Parts	14,343	45.97	5,103	10.15	291,181.99	14.97
MO Parts	3	0.00	2	0.00	130.18	0.00
AP Parts	6,004	19.24	11,054	21.99	520,302.95	26.74
DP Parts	205	0.65	349	0.69	33,679.77	1.73
SP Parts						
DEL Parts	40	0.12				
Parts With No Cost	39	0.12				
Parts With Negative On-Hand	167	0.53	339		-131,269.89	
Core/Exchange	237	0.75	315	0.62	38,035.00	
Memos On File	2,774					
Parts Added						
Active Parts	1,215	3.89	367	0.73	19,593.30	1.00
NS Parts	111	9.13	97	26.43	3,336.88	17.03
MO Parts	1,093	89.95	267	72.75	16,003.92	81.68
AP Parts						
DP Parts	10	0.82	2	0.54	4.50	0.02
SP Parts	1	0.08	1	0.27	248.00	1.26
Parts & Memos Deleted	861					
Inventory Movement - Sales						
0 to 3 Months	13,103	41.99	31,727	63.13	1,006,738.32	51.75
4 to 6 Months	4,253	13.63	4,829	9.60	231,901.70	11.92
7 to 12 Months	5,648	18.10	4,907	9.76	238,535.81	12.26
Over 12 Months	4,763	15.26	7,616	15.15	378,507.72	19.45
New Parts No Sales	3,432	11.00	1,171	2.33	89,398.58	4.59
Inventory Movement - Receipts						
0 to 3 Months	12,058	38.64	24,530	48.81	1,014,098.71	52.13
4 to 6 Months	4,505	14.43	5,115	10.17	222,452.23	11.43
7 to 12 Months	6,354	20.36	8,967	17.84	297,947.90	15.31
Over 12 Months	5,403	17.31	11,480	22.84	402,647.05	20.70
New Parts No Receipts	2,879	9.22	158	0.31	7,936.24	0.40
Outstanding Orders	1,503	4.81	5,867	35.23	369,414.67	38.92
Stockorders	884	58.81	2,067		143,793.71	
Supplemental Orders						
Customer Orders	753	50.09	3,800	64.76	225,620.96	61.07
Backorders						
Stockorder Backorders						
Supplementl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	5,699	18.26	18,147	91.23	1,017,710.77	87.20	11,553
Regular	5,193	91.12	16,556		887,534.95		10,422
No History							
Drop Ship	677	11.87	1,591	8.76	130,175.82	12.79	1,131
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	47	0.15	96		5,998.87		49
Return Sales							
Regular	1,197	3.83	2,318	88.43	208,594.22	85.17	1,461
No History	1,073	89.64	2,050		177,671.82		1,306
Defective							
Wholesale	139	11.61	268	11.56	30,922.40	14.82	155
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders	4,023	12.89	13,635	51.48	711,143.71	45.11	5,966
Supplemental Orders	2,448	60.85	7,020		320,849.85		3,547
Customer Orders	1,585	39.39	2,515	18.44	273,280.58	38.42	1,970
Emergency Purchases	10	0.24	24	0.17	757.34	0.10	20
Other Receipts	358	8.89	4,076	29.89	116,255.94	16.34	429
Overages							
Net Adjustments	67	0.21	135		-10,596.33		76
Plus	21	31.34	48	35.55	1,055.66		25
Minus	46	68.65	87	64.44	-11,651.99		51
Factory Returns							
Net Appreciation	5,819	18.65	8,652	17.21	703.44		11,179
Positive	1,499	25.76	2,268	26.21	15,566.51		2,928
Negative	4,320	74.23	6,384	73.78	-14,863.07		8,251
Parts Updated With Cost	109	0.34					109
Parts With Comments	255						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			525		42,273.67		396
Lost Sales			49		4,922.57		32
Return Sales							