

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	14,392		20,357		419,937.33	
Active Parts	2,168	15.06	15,264	74.98	236,528.00	56.32
NS Parts	10,199	70.86	1,065	5.23	20,209.53	4.81
MO Parts	448	3.11	2,739	13.45	55,772.75	13.28
AP Parts	1,297	9.01	957	4.70	60,771.82	14.47
DP Parts	275	1.91	332	1.63	46,655.23	11.11
DEL Parts	5	0.03				
Parts With No Cost	14	0.09	150	0.73		
Parts With Negative On-Hand						
Core/Exchange	41	0.28	158	0.77	5,127.03	
Memos On File	1,012					
Parts Added	1,030	7.15	186	0.91	11,367.47	2.70
Active Parts	5	0.48	17	9.13	903.55	7.94
NS Parts	987	95.82	126	67.74	2,855.84	25.12
MO Parts	25	2.42	21	11.29	4,974.08	43.75
AP Parts	13	1.26	22	11.82	2,634.00	23.17
DP Parts						
SP Parts						
Parts & Memos Deleted	1,127					
Inventory Movement - Sales	4,999	34.73	17,772	87.30	311,012.98	74.06
0 to 3 Months	1,567	10.88	1,130	5.55	36,679.44	8.73
4 to 6 Months	1,832	12.72	805	3.95	26,561.63	6.32
7 to 12 Months	1,086	7.54	5	0.02	1,854.93	0.44
Over 12 Months	4,908	34.10	645	3.16	43,828.35	10.43
New Parts No Sales						
Inventory Movement - Receipts	5,197	36.11	17,235	84.66	337,464.78	80.36
0 to 3 Months	1,597	11.09	1,244	6.11	35,732.97	8.50
4 to 6 Months	1,933	13.43	1,046	5.13	35,983.47	8.56
7 to 12 Months	1,187	8.24	811	3.98	9,390.77	2.23
Over 12 Months	4,478	31.11	21	0.10	1,365.34	0.32
New Parts No Receipts						
Outstanding Orders	600	4.16	1,288	19.02	114,816.47	21.80
Stockorders	169	28.16	245		25,039.29	
Supplemental Orders						
Customer Orders	83	13.83	423	32.84	33,623.42	29.28
Backorders	361	60.16	620	48.13	56,153.76	48.90
Stockorder Backorders	185	30.83	323	25.07	15,581.43	13.57
Supplementl Backorders	1	0.16	1	0.07	20.12	0.01
Customer Backorders	230	38.33	296	22.98	40,552.21	35.31
Outstanding Forced Orders						

Grand Total

COGGIN HONDA JACKSONVILLE
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

	JULY 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	14,392	98,352	14,050	164,547	13,712
Parts Pieces	20,357	142,573	20,368	239,799	19,983
Parts Cost	419,937.33	2,826,786.35	403,826.62	4,758,743.34	396,561.95
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,127.03	36,846.33	5,263.76	59,241.39	4,936.78
Gross Sales	526,653.53	3,717,456.19	531,065.17	6,062,112.19	505,176.02
Net Sales	434,159.51	3,099,872.20	442,838.89	5,024,351.30	418,695.94
Lost Sales	806.27	6,987.94	998.28	12,307.71	1,025.64
Outstanding Orders	114,816.47	649,683.39	92,811.91	1,049,918.62	87,493.22
Total Receipts	457,241.94	3,208,921.64	458,417.38	5,251,061.22	437,588.44
Customer Orders	189,422.61	1,235,296.40	176,470.91	1,993,132.30	166,094.36
Emergency Purchases	7,161.39	33,666.58	4,809.51	57,159.02	4,763.25
Net Adjustments	-15,092.18	-35,752.82	-5,107.55	-53,643.61	-4,470.30
Net Appreciation	1,178.85	6,096.68	870.95	8,964.65	747.05
NS Parts					
Number of Parts	10,199	69,356	9,908	114,521	9,543
Parts Pieces	1,065	7,032	1,005	10,820	902
Parts Cost	20,209.53	123,524.96	17,646.42	194,226.13	16,185.51
Gross Sales	145,698.72	939,491.22	134,213.03	1,477,872.35	123,156.03
Net Sales	124,605.36	814,583.41	116,369.06	1,283,994.56	106,999.55
Lost Sales	567.68	3,947.79	563.97	6,972.88	581.07
Outstanding Orders	25,228.31	106,116.48	15,159.50	176,500.80	14,708.40
Receipts	150,927.20	954,050.22	136,292.89	1,506,564.91	125,547.08
Inventory Movement - Sales					
0 to 3 Months	311,012.98	2,059,719.31	294,245.62	3,438,643.36	286,553.61
4 to 6 Months	36,679.44	240,225.57	34,317.94	411,854.91	34,321.24
7 to 12 Months	26,561.63	227,061.34	32,437.33	433,973.16	36,164.43
Over 12 Months	1,854.93	2,728.80	389.83	2,923.91	243.66
New Parts No Sales	43,828.35	297,051.33	42,435.90	471,348.00	39,279.00
Non-Productive Parts					
Excess Stock MNS < 12	181,424.68	1,147,085.25	163,869.32	1,942,499.99	161,875.00
Stock MNS > 11	1,917.80	9,894.91	1,413.56	13,768.73	1,147.39
NS Parts Not Sold	13,379.78	86,215.08	12,316.44	125,424.70	10,452.06
New Obsolescence	8,054.85	52,223.32	7,460.47	104,733.21	8,727.77
Stock 9 Months	2,671.61	20,059.58	2,865.65	34,949.33	2,912.44
NS Parts 2 Months					
Early Phase In	889.27	5,995.79	856.54	10,171.02	847.59
NS Parts With YRSL > 2					
True Turn	6.79		7.77		7.50
Purchase to Stock Ratio					
By Number of Parts	35.50		33.38		33.06
By Piece	87.75		88.12		88.94
By Cost	57.00		60.45		60.95
Sales Closing Ratio					
By Number of Parts	99.17		99.25		99.23
By Piece	99.88		99.90		99.90
By Cost	99.81		99.77		99.75
Demand Filled from Stock Ratio					
By Number of Parts	20.14		18.88		18.65
By Piece	87.70		87.88		88.59
By Cost	54.61		58.93		59.04
'S Parts Sales Efficiency	96.53		98.47		98.09

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	13,525	13,748	13,909	14,104	14,258	14,416
Parts Pieces	19,160	18,890	21,572	21,190	19,716	21,688
Parts Cost	390,828.75	389,745.14	403,379.26	400,457.37	401,256.35	421,182.15
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	6,223.09	5,859.06	5,194.06	5,044.03	5,594.03	3,805.03
Gross Sales	488,095.70	484,541.63	613,278.23	576,668.16	508,893.13	519,325.81
Net Sales	410,183.31	399,130.31	504,542.63	488,959.15	424,780.47	438,116.82
Lost Sales	1,725.83	581.28	1,219.82	1,137.83	674.99	841.92
Outstanding Orders	70,349.75	79,111.93	94,591.38	89,411.95	87,239.94	114,161.97
Total Receipts	399,295.74	399,739.59	546,305.20	499,659.71	437,450.25	469,229.21
Customer Orders	158,149.00	160,166.97	195,015.37	194,924.09	166,446.46	171,171.90
Emergency Purchases	1,115.41	2,452.10	2,707.31	6,730.85	5,021.28	8,478.24
Net Adjustments	-3,300.82	439.38	-2,676.27	-4,365.21	-7,585.12	-3,172.60
Net Appreciation	-445.99	40.45	372.93	530.11	287.40	4,132.93
NS Parts						
Number of Parts	9,415	9,601	9,694	9,922	10,164	10,361
Parts Pieces	887	1,029	875	985	1,048	1,143
Parts Cost	18,437.36	22,272.85	11,465.78	14,815.48	17,298.24	19,025.72
Gross Sales	112,165.50	109,495.04	162,424.12	145,412.65	130,654.27	133,640.92
Net Sales	97,424.95	91,186.16	140,046.34	128,533.80	113,523.88	119,262.92
Lost Sales	1,468.55	298.72	942.59	195.93	103.45	370.87
Outstanding Orders	5,913.85	14,311.43	17,864.39	10,004.70	9,684.87	23,108.93
Receipts	113,770.77	106,001.89	165,045.35	149,973.66	126,652.54	141,678.81
Inventory Movement - Sales						
0 to 3 Months	282,361.07	272,486.82	296,090.99	290,910.23	295,042.99	311,814.23
4 to 6 Months	33,253.47	33,619.78	34,498.34	37,944.23	33,443.69	30,786.62
7 to 12 Months	33,842.43	42,500.13	29,868.99	28,638.92	32,972.88	32,676.36
Over 12 Months	156.99	259.17	117.79	95.28	0.00	244.64
New Parts No Sales	41,214.79	40,879.24	42,803.15	42,868.71	39,796.79	45,660.30
Non-Productive Parts						
Excess Stock MNS < 12	155,188.86	147,493.61	163,978.80	160,063.71	159,523.08	179,412.51
Stock MNS > 11	385.46	6,380.27	120.78	95.28	210.84	784.48
NS Parts Not Sold	11,702.45	15,591.27	9,008.32	10,188.35	12,318.76	14,026.15
New Obsolescence						
Stock 9 Months	5,114.85	4,107.75	9,443.34	11,120.22	7,997.42	6,384.89
NS Parts 2 Months	2,487.57	4,666.16	1,703.46	2,176.59	3,032.28	3,321.91
Early Phase In						
NS Parts With YRSL > 2	865.00	898.16	537.30	569.31	605.58	1,631.17
True Turn	7.70	7.28	9.13	8.61	7.58	7.36
Purchase to Stock Ratio						
By Number of Parts	31.47	31.42	30.76	33.27	34.16	36.92
By Piece	85.37	87.08	89.50	89.57	88.34	88.61
By Cost	60.11	59.31	63.80	59.64	60.80	61.71
Sales Closing Ratio						
By Number of Parts	99.16	99.38	99.08	99.40	99.45	99.15
By Piece	99.88	99.93	99.91	99.92	99.93	99.87
By Cost	99.58	99.85	99.75	99.76	99.84	99.80
Demand Filled from Stock Ratio						
By Number of Parts	17.33	15.48	13.92	18.41	20.06	26.67
By Piece	85.79	87.16	88.32	89.58	88.85	87.51
By Cost	60.91	59.17	60.66	58.62	59.53	58.88
NS Parts Sales Efficiency	98.58	103.29	98.41	96.95	103.15	94.32

COGGIN HONDA JACKSONVILLE
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Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
Number of Parts	13,090	13,134	13,018	13,252	13,375	13,416
Parts Pieces	18,023	18,586	19,871	18,738	19,278	20,753
Parts Cost	358,975.54	372,808.27	379,484.08	381,732.94	385,143.61	412,788.09
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	4,031.00	3,425.25	4,350.25	4,442.25	4,404.25	5,773.06
Gross Sales	482,182.27	438,354.50	469,989.68	511,896.84	417,672.23	506,742.75
Net Sales	393,593.51	355,716.86	386,553.24	418,786.51	352,585.71	410,836.78
Lost Sales	1,708.76	1,210.74	165.11	1,587.26	655.14	1,701.52
Outstanding Orders	74,174.92	87,565.56	80,596.33	68,086.30	91,700.17	72,286.87
Total Receipts	398,333.28	383,662.76	402,585.21	433,728.17	365,308.05	456,855.39
Customer Orders	150,528.57	139,830.14	146,221.31	158,350.05	135,675.57	177,758.83
Emergency Purchases	6,976.91	5,976.01	5,833.73	2,462.06	3,866.36	177,758.83
Net Adjustments	-25,307.26	-822.06	-2,200.16	-5,670.21	-3,404.27	-5,794.09
Net Appreciation	9,886.92	55.21	205.43	212.46	2,162.16	232.71
NS Parts						
Number of Parts	8,539	8,787	8,803	9,219	9,122	9,234
Parts Pieces	518	619	669	801	834	865
Parts Cost	7,653.98	10,267.39	9,920.88	22,735.42	13,585.33	14,192.15
Gross Sales	93,998.55	101,208.79	93,592.38	119,944.80	97,066.85	126,568.31
Net Sales	78,113.37	89,847.79	80,392.37	101,870.91	86,759.48	110,540.60
Lost Sales	10,733.58	623.88	3.66	436.11	512.73	1,448.71
Outstanding Orders	10,599.34	13,338.76	17,608.01	8,468.02	17,208.55	13,760.98
Receipts	94,655.26	107,951.61	94,224.55	115,832.93	103,447.86	131,057.74
Inventory Movement - Sales						
0 to 3 Months	230,448.45	252,065.97	274,346.52	276,624.25	273,770.48	302,116.83
4 to 6 Months	45,426.20	40,116.18	33,071.81	27,908.39	33,821.59	36,711.37
7 to 12 Months	50,183.25	46,443.35	41,133.98	44,390.36	41,685.18	33,258.95
Over 12 Months	748.02	59.44	0.00	55.73	41.49	38.45
New Parts No Sales	32,169.62	34,123.33	30,931.77	32,754.21	35,824.87	40,662.49
Non-Productive Parts						
Excess Stock MNS < 12	152,605.77	160,627.67	158,459.15	152,264.64	160,525.87	163,537.41
Stock MNS > 11	3,388.66	59.44	668.40	17.96	2,839.82	288.20
NS Parts Not Sold	2,954.52	5,047.54	5,164.06	8,683.69	10,085.08	10,229.25
New Obsolescence						
Stock 9 Months	11,729.94	11,566.89	11,300.37	6,437.29	7,496.81	15,708.53
NS Parts 2 Months	823.38	2,883.07	2,072.34	3,960.90	3,501.16	2,472.28
Early Phase In						
NS Parts With YRSL > 2	307.40	1,681.08	293.68	1,358.68	421.88	419.91
True Turn	7.89	6.76	7.42	8.11	6.64	6.62
Purchase to Stock Ratio						
By Number of Parts	27.91	34.33	32.32	31.74	34.14	30.72
By Piece	89.13	90.27	90.86	89.94	89.61	90.05
By Cost	60.45	61.99	62.23	62.92	61.80	59.91
Sales Closing Ratio						
By Number of Parts	98.79	99.13	99.41	99.04	99.34	99.08
By Piece	99.87	99.89	99.96	99.88	99.92	99.84
By Cost	99.56	99.66	99.95	99.62	99.81	99.58
Demand Filled from Stock Ratio						
By Number of Parts	14.14	21.73	22.43	12.63	22.10	13.18
By Piece	88.92	89.83	90.31	89.93	89.19	89.13
By Cost	59.72	58.81	60.63	61.36	60.31	55.20
NS Parts Sales Efficiency	99.30	93.75	99.32	103.54	93.83	96.57

COGGIN HONDA JACKSONVILLE
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	271		508		34,282.95	
Active Parts	106	39.11	317	62.40	18,254.09	53.24
NS Parts	89	32.84	15	2.95	623.67	1.81
MO Parts	18	6.64	130	25.59	4,580.34	13.36
AP Parts	30	11.07	22	4.33	5,403.77	15.76
DP Parts	28	10.33	24	4.72	5,421.08	15.81
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange	3	1.10	3	0.59	225.00	
Memos On File	49					
Parts Added	7	2.58	1	0.19	312.60	0.91
Active Parts						
NS Parts	4	57.14				
MO Parts						
AP Parts	2	28.57	1	100.00	312.60	100.00
DP Parts	1	14.28				
SP Parts						
Parts & Memos Deleted	20					
Inventory Movement - Sales						
0 to 3 Months	141	52.02	379	74.60	22,934.37	66.89
4 to 6 Months	36	13.28	33	6.49	2,327.68	6.78
7 to 12 Months	44	16.23	67	13.18	3,273.84	9.54
Over 12 Months	15	5.53				
New Parts No Sales	35	12.91	29	5.70	5,747.06	16.76
Inventory Movement - Receipts						
0 to 3 Months	156	57.56	391	76.96	27,022.02	78.82
4 to 6 Months	42	15.49	17	3.34	2,789.03	8.13
7 to 12 Months	52	19.18	57	11.22	3,646.30	10.63
Over 12 Months	16	5.90	43	8.46	825.60	2.40
New Parts No Receipts	5	1.84				
Outstanding Orders	26	9.59	60		4,336.32	
Stockorders	4	15.38	5	8.33	343.08	7.91
Supplemental Orders						
Customer Orders	4	15.38	5	8.33	417.92	9.63
Backorders	19	73.07	50	83.33	3,575.32	82.45
Stockorder Backorders	13	50.00	31	51.66	1,370.68	31.60
Supplemntl Backorders	1	3.84	1	1.66	20.12	0.46
Customer Backorders	12	46.15	18	30.00	2,184.52	50.37
Outstanding Forced Orders						

ACCESSORY
 INVENTORY

COGGIN HONDA JACKSONVILLE
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	90	33.21	368		23,026.02		368
Regular	90	100.00	368	100.00	23,026.02	100.00	368
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.36	1		4.14		1
Return Sales	25	9.22	64		4,419.91		51
Regular	25	100.00	64	100.00	4,419.91	100.00	51
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	76	28.04	279		17,106.61		175
Stockorders	41	53.94	152	54.48	6,826.95	39.90	80
Supplemental Orders							
Customer Orders	30	39.47	42	15.05	4,361.22	25.49	38
Emergency Purchases	3	3.94	3	1.07	614.79	3.59	3
Other Receipts	23	30.26	82	29.39	5,303.65	31.00	54
Overages							
Net Adjustments	25	9.22	42		-2,370.93		33
Plus	6	24.00	7	16.66	365.98		12
Minus	19	76.00	35	83.33	-2,736.91		21
Factory Returns	3	1.10	3		-350.65		3
Net Appreciation	9	3.32	12	2.36	147.89		9
Positive	9	100.00	12	100.00	147.89		8
Negative							1
Parts Updated With Cost	1	0.36	4		192.52		1
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

COGGIN HONDA JACKSONVILLE
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	271	1,919	274	3,317	276
Parts Pieces	508	3,227	461	5,571	464
Parts Cost	34,282.95	220,486.09	31,498.01	407,436.89	33,953.07
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	225.00	1,575.00	225.00	2,925.00	243.75
Gross Sales	23,026.02	213,227.81	30,461.12	380,983.41	31,748.62
Net Sales	18,606.11	183,090.79	26,155.83	331,670.85	27,639.24
Lost Sales	4.14	490.86	70.12	799.23	66.60
Outstanding Orders	4,336.32	25,843.34	3,691.91	48,034.01	4,002.83
Total Receipts	17,106.61	190,977.16	27,282.45	352,870.04	29,405.84
Customer Orders	4,361.22	55,723.30	7,960.47	100,849.31	8,404.11
Emergency Purchases	614.79	1,053.77	150.54	2,404.82	200.40
Net Adjustments	-2,370.93	-1,984.78	-283.54	-2,677.64	-223.14
Net Appreciation	147.89	739.99	105.71	728.08	60.67
NS Parts					
Number of Parts	89	735	105	1,282	107
Parts Pieces	15	119	17	267	22
Parts Cost	623.67	4,052.21	578.89	6,745.11	562.09
Gross Sales	1,835.31	24,951.60	3,564.51	47,505.54	3,958.80
Net Sales	1,797.31	22,736.75	3,248.11	43,174.80	3,597.90
Lost Sales	0.00	128.10	18.30	128.10	10.68
Outstanding Orders	261.10	2,570.36	367.19	4,025.53	335.46
Receipts	2,435.17	38,601.23	5,514.46	68,949.18	5,745.77
Inventory Movement - Sales					
0 to 3 Months	22,934.37	134,720.43	19,245.78	247,423.88	20,618.66
4 to 6 Months	2,327.68	21,443.75	3,063.39	43,857.39	3,654.78
7 to 12 Months	3,273.84	29,416.09	4,202.30	59,025.85	4,918.82
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	5,747.06	34,905.82	4,986.55	57,129.77	4,760.81
Non-Productive Parts					
Excess Stock MNS < 12	10,193.10	66,522.30	9,503.19	132,476.63	11,039.72
Stock MNS > 11	0.00	27.88	3.98	27.88	2.32
NS Parts Not Sold	623.67	2,042.48	291.78	2,836.68	236.39
New Obsolescence					
Stock 9 Months	1,539.34	5,373.00	767.57	14,431.57	1,202.63
NS Parts 2 Months	326.84	845.05	120.72	966.24	80.52
Early Phase In					
NS Parts With YRSL > 2	0.00	211.51	30.22	359.48	29.96
True Turn	4.77		6.87		6.73
Purchase to Stock Ratio					
By Number of Parts	56.57		49.02		45.40
By Piece	83.87		85.31		84.82
By Cost	70.91		70.27		70.73
Sales Closing Ratio					
By Number of Parts	98.48		98.92		98.97
By Piece	99.67		99.79		99.75
By Cost	99.97		99.73		99.75
Demand Filled from Stock Ratio					
By Number of Parts	48.48		31.46		25.70
By Piece	84.91		84.57		83.88
By Cost	73.23		68.80		68.70
NS Parts Sales Efficiency	75.36		64.63		68.89

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	277	268	276	271	279	277
Parts Pieces	418	438	450	417	433	563
Parts Cost	29,912.94	28,778.69	29,471.24	27,875.57	31,901.84	38,262.86
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	225.00	225.00	225.00	225.00	225.00	225.00
Gross Sales	38,883.76	30,341.20	32,208.37	33,383.35	29,607.97	25,777.14
Net Sales	33,735.68	26,855.02	27,450.80	30,313.31	24,312.87	21,817.00
Lost Sales	128.10	256.20	0.00	0.00	102.42	0.00
Outstanding Orders	3,984.84	3,761.05	2,716.61	3,120.20	4,196.07	3,728.25
Total Receipts	26,998.64	25,750.27	34,920.15	28,875.81	28,973.60	28,352.08
Customer Orders	11,483.08	8,566.18	9,636.98	7,101.04	8,186.01	6,388.79
Emergency Purchases	83.23	14.33	0.00	0.00	138.69	202.73
Net Adjustments	-38.91	489.06	-42.46	0.00	-201.69	180.15
Net Appreciation	0.00	0.00	0.00	18.05	-.74	574.79
NS Parts						
Number of Parts	107	110	110	114	105	100
Parts Pieces	9	13	16	17	23	26
Parts Cost	294.49	501.05	385.86	514.24	761.66	971.24
Gross Sales	2,849.05	4,996.78	5,365.17	5,000.25	3,064.03	1,841.01
Net Sales	2,849.05	4,268.39	4,695.74	4,956.36	2,464.91	1,704.99
Lost Sales	128.10	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	756.63	547.01	0.00	937.02	68.60
Receipts	3,002.18	5,309.91	10,462.32	6,023.30	4,902.15	6,466.20
Inventory Movement - Sales						
0 to 3 Months	18,386.72	17,592.19	17,313.28	16,606.35	20,447.11	21,440.41
4 to 6 Months	3,498.15	3,345.98	3,323.13	3,031.39	2,922.55	2,994.87
7 to 12 Months	5,888.66	5,934.45	3,734.69	3,780.74	3,144.73	3,658.98
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	2,139.41	1,906.07	5,100.14	4,457.09	5,387.45	10,168.60
Non-Productive Parts						
Excess Stock MNS < 12	11,582.80	9,205.74	7,792.72	7,410.49	7,761.68	12,575.77
Stock MNS > 11	0.00	27.88	0.00	0.00	0.00	0.00
NS Parts Not Sold	141.36	132.18	169.11	285.52	268.78	421.86
New Obsolescence						
Stock 9 Months	134.81	88.55	682.50	1,245.12	1,045.54	637.14
NS Parts 2 Months	35.78	25.03	36.93	143.17	74.28	203.02
Early Phase In						
NS Parts With YRSL > 2	162.31	0.00	12.05	12.30	12.30	12.55
True Turn	8.89	7.62	7.25	9.99	6.01	4.78
Purchase to Stock Ratio						
By Number of Parts	39.53	48.71	49.53	48.83	41.66	60.00
By Piece	81.11	82.97	86.17	86.93	83.33	90.49
By Cost	57.15	66.67	72.40	75.40	71.26	76.75
Sales Closing Ratio						
By Number of Parts	98.64	98.46	100.00	100.00	96.96	100.00
By Piece	99.75	99.55	100.00	100.00	99.49	100.00
By Cost	99.62	99.05	100.00	100.00	99.58	100.00
Demand Filled from Stock Ratio						
By Number of Parts	28.37	36.92	20.58	33.33	12.12	42.37
By Piece	83.04	82.03	85.13	87.67	82.07	86.88
By Cost	65.46	67.40	64.89	76.57	65.48	69.78
NS Parts Sales Efficiency	94.89	94.10	51.28	83.01	62.50	28.47

Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
Number of Parts	301	285	270	277	286	280
Parts Pieces	407	477	502	446	453	466
Parts Cost	32,437.04	39,664.89	38,771.63	35,266.03	36,552.51	36,695.74
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	75.00	225.00	300.00	375.00	225.00	225.00
Gross Sales	30,695.21	29,364.40	33,106.85	38,545.07	35,791.33	30,947.95
Net Sales	26,715.81	23,223.21	31,543.67	34,946.29	30,915.94	27,950.95
Lost Sales	0.00	210.06	0.00	0.00	0.00	98.31
Outstanding Orders	2,325.62	4,370.04	4,234.40	4,501.17	4,900.29	4,184.77
Total Receipts	23,319.50	35,127.91	31,360.81	33,017.17	32,120.35	30,266.64
Customer Orders	8,518.11	9,920.89	8,646.06	9,206.41	8,482.18	8,870.47
Emergency Purchases	524.71	473.05	414.13	15.59	-15.59	463.87
Net Adjustments	-2,271.92	0.00	-303.06	-99.28	-147.35	-143.17
Net Appreciation	1,443.34	0.00	0.00	0.37	-23.18	10.90
NS Parts						
Number of Parts	109	111	107	113	108	108
Parts Pieces	6	26	28	42	26	26
Parts Cost	113.24	169.79	281.74	1,752.29	257.44	231.64
Gross Sales	3,561.98	4,520.52	2,660.59	3,602.23	5,112.69	6,657.91
Net Sales	2,824.10	3,807.23	2,567.06	3,559.77	4,358.48	6,145.51
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	358.75	49.97	435.25	0.00	0.00	969.95
Receipts	3,524.43	10,472.84	2,770.97	4,815.74	5,857.79	6,430.61
Inventory Movement - Sales						
0 to 3 Months	12,144.21	20,440.09	25,485.30	22,054.14	22,574.79	22,149.13
4 to 6 Months	6,659.64	5,747.38	5,698.87	2,730.89	2,957.89	5,278.61
7 to 12 Months	7,412.76	4,895.66	5,030.73	7,181.01	7,014.46	5,487.90
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	6,220.43	8,581.76	2,556.73	3,299.99	4,005.37	3,780.10
Non-Productive Parts						
Excess Stock MNS < 12	13,541.17	16,772.36	15,642.62	11,583.94	11,761.85	10,193.56
Stock MNS > 11	600.88	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	86.52	139.96	168.22	165.44	186.38	134.20
New Obsolescence						
Stock 9 Months	1,888.27	1,307.79	2,953.23	123.39	36.31	4,637.85
NS Parts 2 Months	39.84	53.44	28.26	0.00	39.49	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	28.26	28.26	28.62	62.83
True Turn	6.54	3.88	6.96	8.75	7.37	6.09
Purchase to Stock Ratio						
By Number of Parts	34.28	34.83	35.89	39.13	46.73	44.30
By Piece	73.41	82.14	82.08	82.23	86.14	88.95
By Cost	61.22	70.41	71.10	72.06	73.64	69.15
Sales Closing Ratio						
By Number of Parts	100.00	98.27	100.00	100.00	100.00	96.72
By Piece	100.00	99.22	100.00	100.00	100.00	99.10
By Cost	100.00	99.10	100.00	100.00	100.00	99.64
Demand Filled from Stock Ratio						
By Number of Parts	14.81	-1.72	25.37	12.50	23.43	24.59
By Piece	75.69	75.96	80.76	83.70	85.99	87.44
By Cost	66.15	54.74	71.27	73.61	72.61	66.37
NS Parts Sales Efficiency	101.06	43.16	96.01	74.80	87.28	103.53

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	75		275		32,902.96	
Active Parts	44	58.66	158	57.45	19,451.96	59.11
NS Parts						
MO Parts	31	41.33	117	42.54	13,451.00	40.88
AP Parts						
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	1	1.33				
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	3					
Inventory Movement - Sales						
0 to 3 Months	64	85.33	261	94.90	31,598.19	96.03
4 to 6 Months	3	4.00	6	2.18	580.96	1.76
7 to 12 Months	6	8.00	8	2.90	723.81	2.19
Over 12 Months	2	2.66				
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months	65	86.66	264	96.00	31,655.45	96.20
4 to 6 Months	1	1.33				
7 to 12 Months	4	5.33	9	3.27	988.51	3.00
Over 12 Months	5	6.66	2	0.72	259.00	0.78
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

TIRE
 INVENTORY

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	48	64.00	460		52,770.21		164
Regular	48	100.00	460	100.00	52,770.21	100.00	164
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Return Sales	19	25.33	53		6,603.20		21
Regular	19	100.00	53	100.00	6,603.20	100.00	21
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	45	60.00	351		39,850.10		138
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases	4	8.88	5	1.42	403.90	1.01	5
Other Receipts	44	97.77	346	98.57	39,446.20	98.98	133
Overages							
Net Adjustments	4	5.33	8		-406.00		4
Plus							
Minus	4	100.00	8	100.00	-406.00		4
Factory Returns							
Net Appreciation	7	9.33	40	14.54	231.36		8
Positive	6	85.71	32	80.00	240.36		8
Negative	1	14.28	8	20.00	-9.00		
Parts Updated With Cost							
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			81		9,086.14		29
Lost Sales							
Return Sales			6		649.60		2

COGGIN HONDA JACKSONVILLE
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	75	621	89	1,133	94
Parts Pieces	275	2,075	296	3,626	302
Parts Cost	32,902.96	240,476.19	34,353.74	417,398.60	34,783.22
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	52,770.21	443,768.16	63,395.45	751,081.46	62,590.12
Net Sales	46,167.01	366,723.19	52,389.03	596,991.82	49,749.32
Lost Sales	0.00	0.00	0.00	903.00	75.25
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	39,850.10	373,499.03	53,357.00	607,625.34	50,635.45
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	403.90	4,983.63	711.95	10,347.39	862.28
Net Adjustments	-406.00	-5,823.77	-831.97	-10,432.07	-869.34
Net Appreciation	231.36	790.80	112.97	1,107.04	92.25
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	31,598.19	226,401.36	32,343.05	377,158.93	31,429.91
4 to 6 Months	580.96	5,942.90	848.99	13,747.08	1,145.59
7 to 12 Months	723.81	6,983.93	997.70	18,500.59	1,541.72
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	1,148.00	164.00	7,992.00	666.00
Non-Productive Parts					
Excess Stock MNS < 12	25,790.72	186,500.74	26,642.96	318,636.70	26,553.06
Stock MNS > 11	0.00	0.00	0.00	2,150.60	179.22
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	1,893.06	270.44	4,022.76	335.23
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	16.69		18.05		16.87
Purchase to Stock Ratio					
By Number of Parts	91.11		91.34		90.19
By Piece	98.57		98.65		98.33
By Cost	98.98		98.66		98.29
Sales Closing Ratio					
By Number of Parts	100.00		100.00		99.19
By Piece	100.00		100.00		99.89
By Cost	100.00		100.00		99.84
Demand Filled from Stock Ratio					
By Number of Parts	86.20		85.90		83.33
By Piece	98.77		98.64		98.20
By Cost	99.12		98.64		98.11
NS Parts Sales Efficiency	0.00		0.00		0.00

