

DEAN ARBOUR FORD MERCURY
 MONTHLY SUMMARY REPORT

Sort Source: 100

Ford

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	9,842		11,835		134,414.91	
Active Parts	939	9.54	7,771	65.66	49,087.15	36.51
NS Parts	7,393	75.11	1,958	16.54	54,667.76	40.67
MO Parts						
AP Parts	1,507	15.31	2,106	17.79	30,660.00	22.80
DP Parts						
SP Parts						
DEL Parts	3	0.03				
Parts With No Cost	22	0.22				
Parts With Negative On-Hand	12	0.12	53		-1,221.68	
Core/Exchange	41	0.41	53	0.44	3,785.00	
Memos On File	655					
Parts Added	329	3.34	182	1.53	7,308.95	5.43
Active Parts						
NS Parts	329	100.00	182	100.00	7,308.95	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	277					
Inventory Movement - Sales						
0 to 3 Months	2,235	22.70	8,064	68.13	59,639.43	44.36
4 to 6 Months	991	10.06	737	6.22	11,969.97	8.90
7 to 12 Months	1,472	14.95	637	5.38	14,073.46	10.47
Over 12 Months	3,850	39.11	1,960	16.56	29,552.77	21.98
New Parts No Sales	1,294	13.14	437	3.69	19,179.28	14.26
Inventory Movement - Receipts						
0 to 3 Months	2,194	22.29	6,018	50.84	78,445.16	58.36
4 to 6 Months	1,130	11.48	1,659	14.01	13,245.99	9.85
7 to 12 Months	1,579	16.04	1,365	11.53	13,352.04	9.93
Over 12 Months	3,851	39.12	2,720	22.98	27,569.03	20.51
New Parts No Receipts	1,088	11.05	73	0.61	1,802.69	1.34
Outstanding Orders	938	9.53	1,939		172,184.69	
Stockorders	291	31.02	603	31.09	75,263.13	43.71
Supplemental Orders						
Customer Orders	347	36.99	677	34.91	43,488.99	25.25
Backorders	325	34.64	659	33.98	53,432.57	31.03
Stockorder Backorders	24	2.55	32	1.65	1,398.14	0.81
Supplemntl Backorders						
Customer Backorders	308	32.83	627	32.33	52,034.43	30.22
Outstanding Forced Orders						

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS	PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----	-----
Gross Sales	803	8.15		5,776		85,656.23		2,289
Regular	784	97.63		5,745	99.46	83,767.34	97.79	2,264
No History								
Drop Ship								
Wholesale	25	3.11		31	0.53	1,888.89	2.20	25
Wholesale No History								
Wholesale Drop Ship								
Warranty								
Warranty No History								
Warranty Drop Ship								
Lost Sales								
Return Sales	65	0.66		387		8,583.61		225
Regular	65	100.00		387	100.00	8,583.61	100.00	225
No History								
Defective								
Wholesale								
Wholesale No History								
Wholesale Defective								
Warranty								
Warranty No History								
Warranty Defective								
Receipts	756	7.68		4,399		89,155.27		941
Stockorders	269	35.58		776	17.64	19,701.45	22.09	322
Supplemental Orders								
Customer Orders	353	46.69		749	17.02	34,298.47	38.47	373
Emergency Purchases								
Other Receipts	202	26.71		2,874	65.33	35,155.35	39.43	246
Overages								
Net Adjustments	39	0.39		889		-4,721.11		44
Plus	21	53.84		493	55.45	1,074.20		24
Minus	18	46.15		396	44.54	-5,795.31		20
Factory Returns	17	0.17		17		-2,052.21		17
Net Appreciation	434	4.40		888	7.50	208.39		2,747
Positive	304	70.04		516	58.10	1,169.69		2,121
Negative	130	29.95		372	41.89	-961.30		626
Parts Updated With Cost	8	0.08						8
Parts With Comments	505							
Misc & Sublet Items								
Gross Sales				2		5.75		2
Lost Sales								
Return Sales								
Parts Not On File, But Sold								
Gross Sales				179		7,078.40		117
Lost Sales								
Return Sales				10		627.84		9

Sort Source: 110

NEW FORD

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	254		580		19,808.56	
Active Parts	31	12.20	427	73.62	4,966.39	25.07
NS Parts	163	64.17	45	7.75	8,532.52	43.07
MO Parts	25	9.84	1	0.17	7.83	0.03
AP Parts	34	13.38	99	17.06	6,280.78	31.70
DP Parts	1	0.39	8	1.37	21.04	0.10
SP Parts						
DEL Parts						
Parts With No Cost	6	2.36				
Parts With Negative On-Hand	2	0.78	27		-118.44	
Core/Exchange						
Memos On File	5					
Parts Added	18	7.08	22	3.79	4,133.62	20.86
Active Parts						
NS Parts	18	100.00	22	100.00	4,133.62	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	5					
Inventory Movement - Sales						
0 to 3 Months	90	35.43	448	77.24	7,687.20	38.80
4 to 6 Months	39	15.35	11	1.89	340.62	1.71
7 to 12 Months	55	21.65	27	4.65	559.50	2.82
Over 12 Months	44	17.32	57	9.82	4,259.66	21.50
New Parts No Sales	26	10.23	37	6.37	6,961.58	35.14
Inventory Movement - Receipts						
0 to 3 Months	85	33.46	171	29.48	13,519.01	68.24
4 to 6 Months	45	17.71	306	52.75	1,512.42	7.63
7 to 12 Months	55	21.65	1	0.17	128.52	0.64
Over 12 Months	52	20.47	102	17.58	4,648.61	23.46
New Parts No Receipts	17	6.69				
Outstanding Orders	4	1.57	4		32.61	
Stockorders	1	25.00	1	25.00	2.06	6.31
Supplemental Orders						
Customer Orders	3	75.00	3	75.00	30.55	93.68
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 110

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	40	15.74	947		20,453.88		864
Regular	40	100.00	947	100.00	20,453.88	100.00	864
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	3	1.18	35		41.22		35
Regular	3	100.00	35	100.00	41.22	100.00	35
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	36	14.17	161		24,182.01		47
Stockorders	2	5.55	3	1.86	7.38	0.03	3
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	34	94.44	158	98.13	24,174.63	99.96	44
Overages							
Net Adjustments	4	1.57	520		770.86		3
Plus	3	75.00	518	99.61	935.04		3
Minus	1	25.00	2	0.38	-164.18		
Factory Returns							
Net Appreciation	14	5.51	36	6.20	308.22		98
Positive	14	100.00	36	100.00	308.22		93
Negative							5
Parts Updated With Cost							
Parts With Comments	4						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Sort Source: 997

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	1					
Active Parts						
NS Parts						
MO Parts	1	100.00				
AP Parts						
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	1	100.00				
Parts With Negative On-Hand	1	100.00	4			
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	1	100.00				
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	1	100.00				
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 997

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales							
Regular	1	100.00	4		135.67		4
No History	1	100.00	4	100.00	135.67	100.00	4
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular	1	100.00	1		72.96		1
No History	1	100.00	1	100.00	72.96	100.00	1
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	10,097		12,415		154,223.47	
Active Parts	970	9.60	8,198	66.03	54,053.54	35.04
NS Parts	7,556	74.83	2,003	16.13	63,200.28	40.97
MO Parts	26	0.25	1	0.00	7.83	0.00
AP Parts	1,541	15.26	2,205	17.76	36,940.78	23.95
DP Parts	1	0.00	8	0.06	21.04	0.01
SP Parts						
DEL Parts	3	0.02				
Parts With No Cost	29	0.28				
Parts With Negative On-Hand	15	0.14	84		-1,340.12	
Core/Exchange	41	0.40	53	0.42	3,785.00	
Memos On File	660					
Parts Added	347	3.43	204	1.64	11,442.57	7.41
Active Parts						
NS Parts	347	100.00	204	100.00	11,442.57	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	282					
Inventory Movement - Sales						
0 to 3 Months	2,326	23.03	8,512	68.56	67,326.63	43.65
4 to 6 Months	1,030	10.20	748	6.02	12,310.59	7.98
7 to 12 Months	1,527	15.12	664	5.34	14,632.96	9.48
Over 12 Months	3,894	38.56	2,017	16.24	33,812.43	21.92
New Parts No Sales	1,320	13.07	474	3.81	26,140.86	16.94
Inventory Movement - Receipts						
0 to 3 Months	2,279	22.57	6,189	49.85	91,964.17	59.63
4 to 6 Months	1,175	11.63	1,965	15.82	14,758.41	9.56
7 to 12 Months	1,634	16.18	1,366	11.00	13,480.56	8.74
Over 12 Months	3,904	38.66	2,822	22.73	32,217.64	20.89
New Parts No Receipts	1,105	10.94	73	0.58	1,802.69	1.16
Outstanding Orders	942	9.32	1,943		172,217.30	
Stockorders	292	30.99	604	31.08	75,265.19	43.70
Supplemental Orders						
Customer Orders	350	37.15	680	34.99	43,519.54	25.27
Backorders	325	34.50	659	33.91	53,432.57	31.02
Stockorder Backorders	24	2.54	32	1.64	1,398.14	0.81
Supplemntl Backorders						
Customer Backorders	308	32.69	627	32.26	52,034.43	30.21
Outstanding Forced Orders						

DEAN ARBOUR FORD MERCURY
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	844	8.35	6,727		106,245.78		3,157
Regular	825	97.74	6,696	99.53	104,356.89	98.22	3,132
No History							
Drop Ship							
Wholesale	25	2.96	31	0.46	1,888.89	1.77	25
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	69	0.68	423		8,697.79		261
Regular	69	100.00	423	100.00	8,697.79	100.00	261
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	792	7.84	4,560		113,337.28		988
Stockorders	271	34.21	779	17.08	19,708.83	17.38	325
Supplemental Orders							
Customer Orders	353	44.57	749	16.42	34,298.47	30.26	373
Emergency Purchases							
Other Receipts	236	29.79	3,032	66.49	59,329.98	52.34	290
Overages							
Net Adjustments	43	0.42	1,409		-3,950.25		47
Plus	24	55.81	1,011	71.75	2,009.24		27
Minus	19	44.18	398	28.24	-5,959.49		20
Factory Returns	17	0.16	17		-2,052.21		17
Net Appreciation	448	4.43	924	7.44	516.61		2,845
Positive	318	70.98	552	59.74	1,477.91		2,214
Negative	130	29.01	372	40.25	-961.30		631
Parts Updated With Cost	8	0.07					8
Parts With Comments	509						
Misc & Sublet Items							
Gross Sales			2		5.75		2
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			179		7,078.40		117
Lost Sales							
Return Sales			10		627.84		9