

ASTON MARTIN WASHINGTON DC LLC
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	DECEMBER 2017	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	4,142	53,023	4,419	53,023	4,419
Parts Pieces	11,463	130,820	10,902	130,820	10,902
Parts Cost	272,821.79	3,256,920.54	271,410.05	3,256,920.54	271,410.05
Parts With Negative OH	-55,549.52	-653,778.37	-54,481.53	-653,778.37	-54,481.53
Core/Exchange	0.00	5,906.59	492.22	5,906.59	492.22
Gross Sales	115,119.23	1,810,577.45	150,881.45	1,810,577.45	150,881.45
Net Sales	100,961.37	1,656,162.46	138,013.54	1,656,162.46	138,013.54
Lost Sales	1.79	8,515.48	709.62	8,515.48	709.62
Outstanding Orders	21,958.89	235,959.98	19,663.33	235,959.98	19,663.33
Total Receipts	108,496.24	1,683,312.09	140,276.01	1,683,312.09	140,276.01
Customer Orders	43,294.04	540,705.71	45,058.81	540,705.71	45,058.81
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00
Net Appreciation	965.26	841.65	70.14	841.65	70.14
NS Parts					
Number of Parts	2,100	28,354	2,363	28,354	2,363
Parts Pieces	632	9,690	808	9,690	808
Parts Cost	48,024.88	623,311.12	51,942.59	623,311.12	51,942.59
Gross Sales	48,365.40	832,885.43	69,407.12	832,885.43	69,407.12
Net Sales	41,490.39	769,244.51	64,103.71	769,244.51	64,103.71
Lost Sales	0.00	422.89	35.24	422.89	35.24
Outstanding Orders	10,932.47	145,153.42	12,096.12	145,153.42	12,096.12
Receipts	55,130.00	801,166.20	66,763.85	801,166.20	66,763.85
Inventory Movement - Sales					
0 to 3 Months	113,747.84	1,381,772.87	115,147.74	1,381,772.87	115,147.74
4 to 6 Months	26,366.94	248,729.84	20,727.49	248,729.84	20,727.49
7 to 12 Months	23,896.53	259,986.07	21,665.51	259,986.07	21,665.51
Over 12 Months	73,985.05	921,786.88	76,815.57	921,786.88	76,815.57
New Parts No Sales	34,825.43	444,644.91	37,053.74	444,644.91	37,053.74
Non-Productive Parts					
Excess Stock MNS < 12	67,075.99	717,370.10	59,780.84	717,370.10	59,780.84
Stock MNS > 11	75,794.31	928,646.49	77,387.21	928,646.49	77,387.21
NS Parts Not Sold	38,472.49	510,571.45	42,547.62	510,571.45	42,547.62
New Obsolescence					
Stock 9 Months	5,448.27	37,342.13	3,111.84	37,342.13	3,111.84
NS Parts 2 Months	5,039.26	64,704.34	5,392.03	64,704.34	5,392.03
Early Phase In					
NS Parts With YRSL > 2	4,561.97	34,853.26	2,904.44	34,853.26	2,904.44
True Turn	2.54		4.11		4.11
Purchase to Stock Ratio					
By Number of Parts	58.86		68.65		68.65
By Piece	88.08		90.37		90.37
By Cost	60.09		67.87		67.87
Sales Closing Ratio					
By Number of Parts	99.71		99.62		99.62
By Piece	99.93		99.72		99.72
By Cost	99.99		99.48		99.48
Demand Filled from Stock Ratio					
By Number of Parts	66.57		73.39		73.39
By Piece	82.69		90.15		90.15
By Cost	57.11		67.00		67.00
NS Parts Sales Efficiency	87.72		103.95		103.95

Grand Total

	JANUARY 2017	FEBRUARY 2017	MARCH 2017	APRIL 2017	MAY 2017	JUNE 2017
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Number of Parts	4,438	4,374	4,477	4,522	4,495	4,570
Parts Pieces	10,945	11,518	10,987	10,670	10,074	10,018
Parts Cost	254,171.54	261,872.07	266,852.15	268,577.86	268,018.13	274,146.57
Parts With Negative OH	-48,796.20	-48,173.16	-50,539.50	-54,203.04	-56,775.76	-56,034.30
Core/Exchange	467.35	467.35	467.35	467.35	467.35	467.35
Gross Sales	130,553.95	144,084.17	139,261.36	176,701.84	133,301.52	180,450.08
Net Sales	118,885.42	127,653.64	127,680.72	168,526.34	119,926.68	158,691.87
Lost Sales	3.00	0.00	333.00	19.98	227.05	219.23
Outstanding Orders	21,480.91	24,130.10	10,283.16	10,604.94	18,496.09	24,554.94
Total Receipts	102,556.09	136,939.55	136,130.73	170,418.61	118,678.22	174,314.40
Customer Orders	45,028.02	36,142.97	40,753.62	44,437.38	43,395.23	46,445.09
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	-2,958.46	-338.47	108.98	-48.20	438.69	792.76
NS Parts						
Number of Parts	2,423	2,390	2,477	2,533	2,553	2,455
Parts Pieces	872	936	913	931	629	805
Parts Cost	54,164.62	48,111.37	47,740.29	44,789.68	52,299.27	57,046.20
Gross Sales	62,654.42	69,534.62	63,263.12	93,242.77	51,348.76	90,517.99
Net Sales	56,602.97	60,901.08	59,350.65	92,538.44	47,084.79	82,663.61
Lost Sales	3.00	0.00	0.00	0.00	227.05	0.00
Outstanding Orders	13,920.66	13,304.04	8,155.82	7,914.21	11,136.97	18,666.64
Receipts	59,490.59	56,289.58	60,018.83	90,590.12	52,573.69	96,591.76
Inventory Movement - Sales						
0 to 3 Months	92,387.27	105,654.81	114,277.60	112,659.78	107,822.34	109,413.95
4 to 6 Months	24,588.31	19,891.88	14,943.82	17,889.67	19,664.69	21,817.29
7 to 12 Months	10,371.00	15,469.61	18,112.73	21,813.84	19,322.07	21,507.08
Over 12 Months	82,276.36	82,374.13	82,655.78	81,019.96	80,611.50	81,364.35
New Parts No Sales	44,548.62	38,481.64	36,862.22	35,194.61	40,597.52	40,043.91
Non-Productive Parts						
Excess Stock MNS < 12	46,055.14	57,028.02	56,402.63	55,044.50	53,860.03	52,488.21
Stock MNS > 11	83,380.17	83,710.71	83,946.01	81,958.07	81,675.59	81,886.51
NS Parts Not Sold	43,798.74	43,029.22	42,251.17	40,702.76	41,771.54	48,671.82
New Obsolescence						
Stock 9 Months	916.44	4,649.58	1,304.71	3,478.71	3,424.23	4,771.41
NS Parts 2 Months	9,693.93	2,128.42	3,914.22	1,116.25	1,855.98	9,083.05
Early Phase In						
NS Parts With YRSL > 2	374.19	1,404.19	1,319.42	1,497.39	1,520.70	2,938.94
True Turn	3.49	4.19	3.91	5.54	3.43	4.91
Purchase to Stock Ratio						
By Number of Parts	60.20	63.58	70.05	75.20	67.98	74.53
By Piece	83.25	91.03	89.40	88.87	88.21	89.16
By Cost	56.09	73.60	70.06	73.92	63.43	73.35
Sales Closing Ratio						
By Number of Parts	99.73	100.00	99.74	99.81	99.45	99.21
By Piece	99.74	100.00	99.94	99.96	99.75	99.61
By Cost	99.99	100.00	99.73	99.98	99.81	99.86
Demand Filled from Stock Ratio						
By Number of Parts	69.23	63.25	74.03	77.50	75.00	74.47
By Piece	88.37	87.86	92.34	90.26	91.47	89.16
By Cost	62.12	71.68	67.90	73.62	63.69	70.63
NS Parts Sales Efficiency	105.31	123.53	105.40	102.92	97.67	93.71

Grand Total

	JULY 2017	AUGUST 2017	SEPTEMBER 2017	OCTOBER 2017	NOVEMBER 2017	DECEMBER 2016
Number of Parts	4,473	4,527	4,394	4,360	4,251	4,401
Parts Pieces	9,774	11,718	11,548	11,362	10,743	11,453
Parts Cost	280,322.63	270,152.83	286,938.15	277,853.82	275,193.00	270,461.76
Parts With Negative OH	-50,504.33	-59,042.24	-53,903.04	-53,625.26	-66,632.02	-46,848.29
Core/Exchange	2,439.89	331.30	331.30	0.00	0.00	453.74
Gross Sales	122,717.58	203,717.40	129,484.84	164,838.97	170,346.51	128,165.27
Net Sales	118,850.52	189,644.84	115,320.08	150,930.77	159,090.21	114,587.85
Lost Sales	6,026.68	751.91	0.00	740.00	192.84	86.31
Outstanding Orders	20,166.40	22,220.61	20,494.43	18,726.94	22,842.57	16,463.85
Total Receipts	133,061.77	169,077.17	141,208.72	145,894.90	146,535.69	134,338.04
Customer Orders	37,328.62	49,514.06	38,507.84	57,173.14	58,685.70	34,411.61
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	398.93	3,366.04	-730.25	-673.23	-480.40	-128.14
NS Parts						
Number of Parts	2,434	2,404	2,302	2,175	2,108	2,446
Parts Pieces	864	836	819	829	624	829
Parts Cost	61,270.13	59,887.30	53,708.72	53,374.89	42,893.77	52,646.12
Gross Sales	52,143.28	91,976.57	65,858.48	72,135.24	71,844.78	73,992.83
Net Sales	50,315.08	84,486.10	59,985.46	65,557.74	68,268.20	66,351.63
Lost Sales	0.00	0.00	0.00	0.00	192.84	0.00
Outstanding Orders	12,557.76	8,246.93	9,867.17	11,947.36	18,503.39	10,666.57
Receipts	59,466.83	73,960.34	63,983.89	72,658.45	60,412.12	71,148.03
Inventory Movement - Sales						
0 to 3 Months	112,540.83	125,418.49	145,029.04	124,443.44	118,377.48	113,976.76
4 to 6 Months	20,587.89	22,277.90	19,501.28	20,648.68	20,551.49	20,553.44
7 to 12 Months	27,202.80	26,210.11	24,036.33	25,613.11	26,430.86	11,884.49
Over 12 Months	79,430.17	58,647.82	63,471.00	77,312.20	78,638.56	82,544.34
New Parts No Sales	40,560.94	37,598.50	34,900.52	29,836.39	31,194.61	41,502.74
Non-Productive Parts						
Excess Stock MNS < 12	53,543.82	67,686.44	76,382.55	67,388.22	64,414.56	53,483.67
Stock MNS > 11	79,565.00	60,915.73	66,239.37	68,282.62	81,292.40	85,420.33
NS Parts Not Sold	49,006.95	40,218.45	43,654.24	41,828.66	37,165.40	37,965.30
New Obsolescence						
Stock 9 Months	2,045.96	3,234.32	1,204.41	3,183.17	3,680.93	2,790.20
NS Parts 2 Months	6,561.96	4,607.48	7,411.44	4,903.11	8,389.24	10,157.99
Early Phase In						
NS Parts With YRSL > 2	3,355.69	6,493.35	3,957.40	3,727.16	3,702.83	326.52
True Turn	3.49	6.22	3.21	4.05	4.38	3.56
Purchase to Stock Ratio						
By Number of Parts	68.00	73.06	69.67	65.07	70.90	75.93
By Piece	91.13	95.40	90.09	89.42	90.91	97.46
By Cost	71.94	70.71	72.72	60.81	59.95	74.38
Sales Closing Ratio						
By Number of Parts	99.71	99.63	100.00	99.76	98.61	99.72
By Piece	99.88	99.91	100.00	99.95	98.23	99.81
By Cost	95.17	99.60	100.00	99.51	99.87	99.92
Demand Filled from Stock Ratio						
By Number of Parts	74.57	81.37	70.98	71.97	74.51	78.39
By Piece	92.31	91.68	91.15	90.32	91.81	93.71
By Cost	65.28	73.59	66.60	61.81	63.03	69.91
NS Parts Sales Efficiency	87.68	124.35	102.92	99.27	118.92	103.99