

MERCEDES BENZ OF LAGUNA NIGUEL
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	5,718	6.70	34,831.9		1,513,944.43		23,934
Regular	5,664	99.05	34,287.9	98.43	1,483,353.81	97.97	23,803
No History	111	1.94	544	1.56	30,590.62	2.02	131
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	1,386	1.62	6,578.1		258,673.60		4,849
Regular	1,371	98.91	6,431.1	97.76	238,225.89	92.09	4,826
No History	21	1.51	147	2.23	20,447.71	7.90	23
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	4,232	4.96	25,231		1,301,310.30		6,262
Stockorders	2,338	55.24	19,288	76.44	724,334.21	55.66	3,524
Supplemental Orders							
Customer Orders	2,094	49.48	4,211	16.68	419,529.37	32.23	2,420
Emergency Purchases	37	0.87	60	0.23	9,727.73	0.74	39
Other Receipts	149	3.52	1,672	6.62	147,718.99	11.35	279
Overages							
Net Adjustments	81	0.09	2,962		-4,647.28		92
Plus	55	67.90	1,828	61.71	16,317.18		62
Minus	26	32.09	1,134	38.28	-20,964.46		30
Factory Returns	241	0.28	465		-41,840.14		245
Net Appreciation	5,504	6.45	22,650	37.80	36,233.54		37,341
Positive	4,383	79.63	20,023	88.40	46,759.52		22,229
Negative	1,121	20.36	2,627	11.59	-10,525.98		15,112
Parts Updated With Cost	4	0.00	1		35.00		4
Parts With Comments	2,180						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			51		5,753.40		38
Lost Sales							
Return Sales			9		360.04		8

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	85,219		59,915		2,301,619.85	
Active Parts	19,372	22.73	50,787	84.76	1,860,679.63	80.84
NS Parts	62,115	72.88	4,201	7.01	293,260.43	12.74
MO Parts	263	0.30	2,625	4.38	67,806.40	2.94
AP Parts	3,353	3.93	2,054	3.42	72,581.38	3.15
DP Parts	116	0.13	248	0.41	7,292.01	0.31
SP Parts						
DEL Parts						
Parts With No Cost	3	0.00				
Parts With Negative On-Hand	8	0.00	17		-1,676.29	
Core/Exchange	474	0.55	1,098	1.83	88,237.05	
Memos On File	8,802					
Parts Added	733	0.86	376	0.62	34,288.15	1.48
Active Parts	27	3.68	41	10.90	1,967.35	5.73
NS Parts	705	96.18	335	89.09	32,320.80	94.26
MO Parts						
AP Parts	1	0.13				
DP Parts						
SP Parts						
Parts & Memos Deleted	234					
Inventory Movement - Sales						
0 to 3 Months	12,101	14.19	46,538	77.67	1,662,506.82	72.23
4 to 6 Months	4,441	5.21	4,063	6.78	297,374.19	12.92
7 to 12 Months	6,129	7.19	3,579	5.97	184,542.33	8.01
Over 12 Months	58,121	68.20	5,046	8.42	67,179.08	2.91
New Parts No Sales	4,427	5.19	689	1.14	90,017.43	3.91
Inventory Movement - Receipts						
0 to 3 Months	11,696	13.72	35,838	59.81	1,598,512.18	69.45
4 to 6 Months	4,958	5.81	5,176	8.63	358,171.57	15.56
7 to 12 Months	6,802	7.98	5,652	9.43	235,329.53	10.22
Over 12 Months	57,883	67.92	12,799	21.36	106,775.27	4.63
New Parts No Receipts	3,880	4.55	450	0.75	2,831.30	0.12
Outstanding Orders	651	0.76	2,884		198,178.06	
Stockorders	263	40.39	1,644	57.00	59,750.93	30.15
Supplemental Orders						
Customer Orders	352	54.07	852	29.54	106,334.82	53.65
Backorders	69	10.59	388	13.45	32,092.31	16.19
Stockorder Backorders	66	10.13	374	12.96	28,925.11	14.59
Supplemntl Backorders						
Customer Backorders	3	0.46	14	0.48	3,167.20	1.59
Outstanding Forced Orders						