AUBURN CHRYSLER DODGE JEEP RAM
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	16,653		24,036		535,275.90	
Active Parts	10,291	61.79	21,528	89.56	448,084.27	83.71
NS Parts	5,235	31.43	656	2.72	38,433.50	7.18
MO Parts	230	1.38				
AP Parts	588	3.53	234	0.97	13,364.66	2.49
DP Parts	110	0.66	245	1.01	20,305.30	3.79
SP Parts	199	1.19	1,373	5.71	15,088.17	2.81
DEL Parts						
Parts With No Cost	60	0.36	105	0.43		
Parts With Negative On-Hand	9	0.05	119		-378.41	
Core/Exchange	103	0.61	167	0.69	26,894.00	
Memos On File	5,445					
Parts Added	546	3.27	96	0.39	5,937.02	1.10
Active Parts	83	15.20	53	55.20	1,893.50	31.89
NS Parts	455	83.33	30	31.25	3,672.37	61.85
MO Parts						
AP Parts						
DP Parts	2	0.36	3	3.12	213.15	3.59
SP Parts	6	1.09	10	10.41	158.00	2.66
Parts & Memos Deleted	453					
Inventory Movement - Sales						
0 to 3 Months	4,207	25.26	19,175	79.77	342,145.54	63.91
4 to 6 Months	1,589	9.54	1,649	6.86	67,559.37	12.62
7 to 12 Months	2,621	15.73	1,809	7.52	73,172.28	13.67
Over 12 Months	6,036	36.24	1,114	4.63	31,987.36	5.97
New Parts No Sales	2,200	13.21	289	1.20	20,411.35	3.81
Inventory Movement - Receipts						
0 to 3 Months	3,993	23.97	17,701	73.64	358,455.52	66.96
4 to 6 Months	1,736	10.42	1,594	6.63	81,526.64	15.23
7 to 12 Months	2,795	16.78	2,109	8.77	65,071.36	12.15
Over 12 Months	6,101	36.63	2,596	10.80	28,980.72	5.41
New Parts No Receipts	2,028	12.17	36	0.14	1,241.66	0.23
Outstanding Orders	420	2.52	1,514		155,519.16	
Stockorders	3	0.71	4	0.26	575.95	0.37
Supplemental Orders						
Customer Orders	113	26.90	252	16.64	68,106.65	43.79
Backorders	326	77.61	1,258	83.09	86,836.56	55.83
Stockorder Backorders	304	72.38	1,186	78.33	70,011.62	45.01
Supplemntl Backorders						
Customer Backorders	29	6.90	72	4.75	16,824.94	10.81
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,794	10.77	12,212		399,359.13		4,132
Regular	1,739	96.93	12,104	99.11	389,837.41	97.61	4,048
No History	48	2.67	69	0.56	5,976.05	1.49	51
Drop Ship	7	0.39	9	0.07	760.97	0.19	7
Wholesale	16	0.89	30	0.24	2,784.70	0.69	26
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	6	0.03	8		676.90		6
Return Sales	276	1.65	2,283		49,483.50		342
Regular	272	98.55	2,277	99.73	48,905.37	98.83	336
No History	3	1.08	3	0.13	305.13	0.61	3
Defective							
Wholesale	2	0.72	3	0.13	273.00	0.55	3
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,255	7.53	12,906		373,771.66		1,672
Stockorders	521	41.51	2,004	15.52	99,963.08	26.74	708
Supplemental Orders							
Customer Orders	640	50.99	1,331	10.31	186,877.80	49.99	711
Emergency Purchases	87	6.93	143	1.10	9,565.80	2.55	92
Other Receipts	146	11.63	9,428	73.05	77,364.98	20.69	161
Overages							
Net Adjustments	76	0.45	1,639		-19,153.25		80
Plus	5	6.57	8	0.48	47.00		5
Minus	71	93.42	1,631	99.51	-19,200.25		75
Factory Returns							
Net Appreciation	41	0.24	3,420	14.22	1,059.10		196
Positive	37	90.24	3,100	90.64	1,381.60		185
Negative	4	9.75	320	9.35	-322.50		11
Parts Updated With Cost	6	0.03	2,100				124
Parts With Comments	2						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			103		7,323.86		94
Lost Sales							
Return Sales			14		723.34		14

AUBURN CHRYSLER DODGE JEEP RAM
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	APRIL 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	16,653	66,344	16,586	197,218	16,435
Parts Pieces	24,036	92,246	23,062	272,580	22,715
Parts Cost	535,275.90	2,094,789.70	523,697.43	6,026,357.03	502,196.42
Parts With Negative OH	-378.41	-3,933.22	-983.31	-16,337.68	-1,361.47
Core/Exchange	26,894.00	92,133.00	23,033.25	297,823.00	24,818.58
Gross Sales	399,359.13	1,489,395.28	372,348.82	4,042,812.18	336,901.02
Net Sales	349,875.63	1,317,911.50	329,477.88	3,584,337.82	298,694.82
Lost Sales	676.90	10,303.54	2,575.89	23,525.90	1,960.49
Outstanding Orders	155,519.16	593,030.62	148,257.66	1,341,663.35	111,805.28
Total Receipts	373,771.66	1,430,882.42	357,720.61	3,794,423.39	316,201.95
Customer Orders	186,877.80	639,483.74	159,870.94	1,633,489.77	136,124.15
Emergency Purchases	9,565.80	73,752.68	18,438.17	153,673.80	12,806.15
Net Adjustments	-19,153.25	-123,864.64	-30,966.16	-241,492.86	-20,124.41
Net Appreciation	1,059.10	28,249.83	7,062.46	49,173.27	4,097.77
NS Parts					
Number of Parts	5,235	21,274	5,319	65,896	5,491
Parts Pieces	656	2,511	628	6,459	538
Parts Cost	38,433.50	168,121.16	42,030.29	466,363.38	38,863.62
Gross Sales	97,504.51	370,995.18	92,748.80	949,181.23	79,098.44
Net Sales	90,198.31	335,944.92	83,986.23	849,492.28	70,791.02
Lost Sales	129.00	580.05	145.01	6,350.36	529.20
Outstanding Orders	33,826.15	128,946.85	32,236.71	252,050.00	21,004.17
Receipts	93,640.87	366,667.15	91,666.79	958,231.68	79,852.64
Inventory Movement - Sales					
0 to 3 Months	342,145.54	1,290,855.30	322,713.83	3,774,100.13	314,508.34
4 to 6 Months	67,559.37	311,817.55	77,954.39	883,153.25	73,596.10
7 to 12 Months	73,172.28	278,566.16	69,641.54	749,737.55	62,478.13
Over 12 Months	31,987.36	132,072.98	33,018.25	375,960.13	31,330.01
New Parts No Sales	20,411.35	81,477.71	20,369.43	243,405.97	20,283.83
Non-Productive Parts					
Excess Stock MNS < 12	152,064.68	544,244.00	136,061.00	1,307,781.04	108,981.75
Stock MNS > 11	31,815.58	131,205.76	32,801.44	382,531.42	31,877.62
NS Parts Not Sold	29,166.08	114,019.72	28,504.93	321,418.71	26,784.89
New Obsolescence					
Stock 9 Months	12,629.25	49,663.40	12,415.85	130,684.99	10,890.42
NS Parts 2 Months	5,563.98	19,954.60	4,988.65	68,829.57	5,735.80
Early Phase In					
NS Parts With YRSL > 2	3,265.15	12,826.16	3,206.54	29,764.11	2,480.34
True Turn	3.44		3.46		3.58
Purchase to Stock Ratio					
By Number of Parts	42.07		40.76		46.33
By Piece	88.57		87.16		85.99
By Cost	47.44		50.15		52.90
Sales Closing Ratio					
By Number of Parts	99.60		99.15		99.10
By Piece	99.91		99.80		99.75
By Cost	99.80		99.22		99.34
Demand Filled from Stock Ratio					
By Number of Parts	51.90		46.84		50.66
By Piece	85.08		84.64		84.36
By Cost	43.76		45.52		49.81
NS Parts Sales Efficiency	104.12		101.18		99.05

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	16,524	16,503	16,664	16,202	16,198	16,252
Parts Pieces	22,976	22,524	22,710	23,701	24,235	20,356
Parts Cost	501,156.71	528,213.73	530,143.36	503,516.42	489,421.41	470,081.18
Parts With Negative OH	-1,011.71	-739.97	-1,803.13	-3,230.63	-327.92	-977.08
Core/Exchange	23,531.00	22,198.00	19,510.00	28,753.00	26,536.00	21,494.00
Gross Sales	323,171.73	329,684.19	437,180.23	372,256.42	275,567.40	354,306.94
Net Sales	301,829.10	284,635.24	381,571.53	324,898.62	250,612.99	319,833.23
Lost Sales	1,386.75	5,178.30	3,061.59	894.45	1,146.50	481.70
Outstanding Orders	126,713.81	131,089.24	179,708.41	68,385.67	67,827.08	82,280.90
Total Receipts	298,501.11	366,518.72	392,090.93	380,084.18	250,263.67	307,921.44
Customer Orders	136,329.69	140,948.85	175,327.40	177,845.28	83,266.02	131,732.20
Emergency Purchases	27,705.35	15,824.70	20,656.83	2,158.15	4,677.25	5,136.07
Net Adjustments	-13,529.67	-60,773.34	-30,408.38	-32,403.33	-17,573.35	-13,257.39
Net Appreciation	2,014.11	4,674.62	20,502.00	6,029.72	1,554.92	3,560.60
NS Parts						
Number of Parts	5,398	5,332	5,309	5,794	5,739	5,717
Parts Pieces	554	662	639	455	418	457
Parts Cost	41,091.69	45,139.74	43,456.23	43,289.56	34,538.28	30,515.12
Gross Sales	81,474.63	70,788.23	121,227.81	104,027.22	70,142.02	84,938.35
Net Sales	75,614.11	62,140.98	107,991.52	89,882.07	62,124.37	76,692.30
Lost Sales	19.05	381.15	50.85	21.40	397.80	82.35
Outstanding Orders	26,591.35	24,404.60	44,124.75	17,815.45	18,150.50	10,015.00
Receipts	87,645.44	71,020.20	114,360.64	101,150.29	68,722.10	84,892.65
Inventory Movement - Sales						
0 to 3 Months	301,973.09	325,252.26	321,484.41	342,502.50	336,802.83	303,970.69
4 to 6 Months	79,451.34	85,922.44	78,884.40	62,264.78	58,825.48	65,740.37
7 to 12 Months	65,534.41	66,380.07	73,479.40	63,150.68	60,851.97	56,200.55
Over 12 Months	32,627.11	34,298.89	33,159.62	11,293.17	15,607.50	26,791.51
New Parts No Sales	21,570.76	16,360.07	23,135.53	24,305.29	17,333.63	17,378.06
Non-Productive Parts						
Excess Stock MNS < 12	110,617.86	136,035.75	145,525.71	108,930.66	95,423.75	89,102.22
Stock MNS > 11	33,252.87	32,656.36	33,480.95	17,360.36	17,602.14	27,629.07
NS Parts Not Sold	28,569.46	28,672.22	27,611.96	33,121.16	27,800.02	22,161.04
New Obsolescence						
Stock 9 Months	9,215.30	10,669.25	17,149.60	9,198.70	9,590.26	8,869.68
NS Parts 2 Months	4,393.95	4,739.85	5,256.82	9,300.06	5,453.20	4,874.87
Early Phase In						
NS Parts With YRSL > 2	2,739.81	2,957.75	3,863.45	1,867.65	907.19	385.25
True Turn	3.30	2.90	4.20	3.45	3.99	4.67
Purchase to Stock Ratio						
By Number of Parts	37.94	41.61	41.25	47.69	55.79	49.68
By Piece	86.42	86.07	87.16	79.35	89.10	87.33
By Cost	45.04	57.22	50.01	52.64	64.85	55.55
Sales Closing Ratio						
By Number of Parts	98.81	99.28	98.91	99.55	98.88	99.51
By Piece	99.74	99.87	99.67	99.93	99.81	99.92
By Cost	99.54	98.21	99.20	99.72	99.54	99.84
Demand Filled from Stock Ratio						
By Number of Parts	48.54	47.17	40.02	52.11	56.23	55.60
By Piece	83.76	85.87	83.89	76.05	88.10	88.57
By Cost	45.44	44.11	48.25	44.47	64.61	57.12
NS Parts Sales Efficiency	92.95	99.67	106.00	102.84	102.06	100.05

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	16,354	16,427	16,399	16,458	16,386	16,400
Parts Pieces	21,409	23,587	22,467	23,131	23,607	21,542
Parts Cost	481,826.34	476,904.37	467,438.19	515,483.35	515,273.59	515,138.90
Parts With Negative OH	-1,705.93	-1,618.29	-2,088.68	-2,421.41	-2,441.80	-823.35
Core/Exchange	21,944.00	24,716.00	25,713.00	28,859.00	31,333.00	25,095.00
Gross Sales	293,592.80	360,246.33	323,329.22	351,715.52	330,003.32	264,655.37
Net Sales	266,611.22	322,789.60	285,310.97	305,134.80	287,893.19	228,240.32
Lost Sales	2,696.35	4,221.15	2,373.15	519.81	1,366.40	417.30
Outstanding Orders	95,693.85	104,913.55	126,717.15	88,353.30	86,913.20	95,933.70
Total Receipts	286,878.07	336,760.04	288,697.33	346,461.39	299,164.87	247,394.16
Customer Orders	121,389.31	162,044.20	121,908.95	163,139.95	116,100.80	94,424.60
Emergency Purchases	12,269.50	10,678.95	28,423.65	5,428.55	7,497.40	5,809.75
Net Adjustments	-12,090.48	-19,196.58	-12,646.70	-8,286.04	-13,682.40	-20,895.28
Net Appreciation	2,492.08	290.73	-925.35	12,945.69	-773.05	1,777.82
NS Parts						
Number of Parts	5,702	5,668	5,575	5,475	5,389	5,357
Parts Pieces	490	555	458	521	523	526
Parts Cost	34,376.57	45,125.29	33,305.05	39,789.55	40,426.48	40,165.88
Gross Sales	62,497.66	69,671.74	65,811.79	76,274.48	81,897.82	66,952.19
Net Sales	55,817.24	64,803.86	55,636.75	70,604.38	70,548.62	57,319.84
Lost Sales	1,062.55	3,008.45	616.50	146.31	396.75	59.60
Outstanding Orders	18,440.95	18,463.80	20,200.90	10,980.40	12,480.65	14,370.95
Receipts	65,419.05	84,460.05	61,584.96	80,304.05	79,429.77	66,751.90
Inventory Movement - Sales						
0 to 3 Months	293,626.39	290,070.70	284,769.22	326,033.09	327,739.11	320,232.80
4 to 6 Months	75,416.56	77,107.26	69,346.31	69,755.98	70,233.18	84,910.56
7 to 12 Months	61,590.15	56,256.57	58,022.79	60,153.33	59,306.94	58,789.09
Over 12 Months	30,748.45	31,601.77	32,556.20	37,420.94	37,578.61	31,582.17
New Parts No Sales	20,444.79	21,868.07	22,743.67	22,120.01	20,415.75	19,624.28
Non-Productive Parts						
Excess Stock MNS < 12	92,725.45	95,113.88	93,567.85	98,643.72	98,231.67	100,728.50
Stock MNS > 11	34,069.69	29,143.62	33,960.27	38,877.31	37,979.31	32,064.25
NS Parts Not Sold	25,169.09	24,796.64	24,892.51	22,962.00	28,968.44	30,649.25
New Obsolescence						
Stock 9 Months	11,633.31	9,705.81	9,524.68	10,078.65	10,213.16	11,406.04
NS Parts 2 Months	6,388.91	5,093.08	4,831.55	3,598.95	10,462.77	8,171.64
Early Phase In						
NS Parts With YRSL > 2	1,917.08	6,489.18	676.48	1,619.72	2,457.39	2,485.66
True Turn	3.31	3.78	3.47	3.18	3.83	2.98
Purchase to Stock Ratio						
By Number of Parts	49.40	44.29	45.01	51.11	49.42	49.86
By Piece	84.66	79.21	83.34	86.61	87.10	86.61
By Cost	53.40	48.71	47.92	51.34	58.68	59.48
Sales Closing Ratio						
By Number of Parts	98.68	98.82	98.85	99.50	99.20	99.20
By Piece	99.62	99.28	99.71	99.83	99.85	99.84
By Cost	98.99	98.70	99.17	99.82	99.52	99.81
Demand Filled from Stock Ratio						
By Number of Parts	51.86	48.69	50.07	52.77	54.17	53.19
By Piece	82.24	73.46	85.14	85.17	86.16	85.74
By Cost	49.36	45.89	46.91	44.67	56.79	55.98
NS Parts Sales Efficiency	95.53	82.49	106.86	94.98	103.10	100.30