

MERCEDES BENZ OF EUGENE PARTS  
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	28,644		23,327		542,794.20	
Active Parts	2,885	10.07	16,195	69.42	364,680.74	67.18
NS Parts	24,834	86.69	4,567	19.57	125,706.33	23.15
MO Parts						
AP Parts	719	2.51	1,096	4.69	18,246.67	3.36
DP Parts	206	0.71	1,469	6.29	34,160.46	6.29
SP Parts						
DEL Parts						
Parts With No Cost	33	0.11	1	0.00		
Parts With Negative On-Hand	4	0.01	53		-964.08	
Core/Exchange	111	0.38	267	1.14	22,605.86	
Memos On File	2,229					
Parts Added	478	1.66	289	1.23	18,535.21	3.41
Active Parts	78	16.31	143	49.48	10,718.94	57.83
NS Parts	392	82.00	130	44.98	7,377.84	39.80
MO Parts						
AP Parts	4	0.83	1	0.34	58.99	0.31
DP Parts	4	0.83	15	5.19	379.44	2.04
SP Parts						
Parts & Memos Deleted	154					
Inventory Movement - Sales						
0 to 3 Months	3,084	10.76	13,798	59.15	328,877.02	60.58
4 to 6 Months	1,363	4.75	2,081	8.92	62,405.72	11.49
7 to 12 Months	2,262	7.89	2,392	10.25	59,799.70	11.01
Over 12 Months	19,871	69.37	3,640	15.60	47,275.38	8.70
New Parts No Sales	2,064	7.20	1,416	6.07	44,436.38	8.18
Inventory Movement - Receipts						
0 to 3 Months	3,084	10.76	11,160	47.84	309,484.82	57.01
4 to 6 Months	1,642	5.73	2,861	12.26	92,545.86	17.04
7 to 12 Months	2,769	9.66	3,095	13.26	86,964.76	16.02
Over 12 Months	19,410	67.76	5,979	25.63	40,376.80	7.43
New Parts No Receipts	1,739	6.07	232	0.99	13,421.96	2.47
Outstanding Orders	95	0.33	309		41,966.42	
Stockorders	25	26.31	45	14.56	2,307.72	5.49
Supplemental Orders						
Customer Orders	49	51.57	167	54.04	22,795.45	54.31
Backorders	26	27.36	97	31.39	16,863.25	40.18
Stockorder Backorders	5	5.26	40	12.94	1,329.35	3.16
Supplemntl Backorders						
Customer Backorders	21	22.10	57	18.44	15,533.90	37.01
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,370	4.78	9,117		295,017.96		4,394
Regular	1,311	95.69	8,741	95.87	271,711.98	92.10	4,295
No History	97	7.08	376	4.12	23,305.98	7.89	99
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	5	0.01	12		951.58		5
Return Sales	415	1.44	1,357		66,764.68		585
Regular	415	100.00	1,356	99.92	66,345.68	99.37	584
No History	1	0.24	1	0.07	419.00	0.62	1
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	923	3.22	5,488		221,728.50		1,361
Stockorders	326	35.31	2,461	44.84	54,255.37	24.46	571
Supplemental Orders							
Customer Orders	605	65.54	1,519	27.67	142,195.75	64.13	715
Emergency Purchases	7	0.75	8	0.14	3,928.49	1.77	8
Other Receipts	63	6.82	1,500	27.33	21,348.89	9.62	67
Overages							
Net Adjustments	22	0.07	1,576		5,785.05		25
Plus	11	50.00	1,539	97.65	8,685.43		13
Minus	11	50.00	37	2.34	-2,900.38		12
Factory Returns							
Net Appreciation	1,096	3.82	8,332	35.71	11,259.35		4,122
Positive	1,092	99.63	8,330	99.97	12,192.62		4,093
Negative	4	0.36	2	0.02	-933.27		29
Parts Updated With Cost	31	0.10					31
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			8		32.58		5
Lost Sales							
Return Sales			3		0.01		3

Sort Source: 099

	MAY 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	1,545	7,813	1,563	19,569	1,631
Parts Pieces	70	277	55	695	58
Parts Cost	7,097.62	31,248.86	6,249.77	53,322.58	4,443.55
Parts With Negative OH	0.00	-48.00	-9.60	-241.00	-20.08
Core/Exchange	137.00	327.00	65.40	361.50	30.13
Gross Sales	5,752.12	19,588.79	3,917.76	47,774.79	3,981.23
Net Sales	3,994.32	16,143.79	3,228.76	32,121.85	2,676.82
Lost Sales	0.00	356.00	71.20	356.00	29.67
Outstanding Orders	81.00	1,843.50	368.70	2,765.60	230.47
Total Receipts	4,335.15	17,907.82	3,581.56	40,412.18	3,367.68
Customer Orders	4,213.20	14,754.57	2,950.91	32,186.89	2,682.24
Emergency Purchases	0.00	203.00	40.60	214.24	17.85
Net Adjustments	0.00	0.00	0.00	-1,819.30	-151.61
Net Appreciation	175.95	176.19	35.24	393.99	32.83
NS Parts					
Number of Parts	1,463	7,449	1,490	18,938	1,578
Parts Pieces	27	123	25	413	34
Parts Cost	1,057.23	4,313.63	862.73	14,471.53	1,205.96
Gross Sales	4,299.42	14,926.29	2,985.26	32,738.77	2,728.23
Net Sales	2,801.62	12,466.29	2,493.26	24,030.43	2,002.54
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	810.50	162.10	1,580.60	131.72
Receipts	3,439.45	13,237.42	2,647.48	27,929.66	2,327.47
Inventory Movement - Sales					
0 to 3 Months	4,436.89	18,624.43	3,724.89	31,537.65	2,628.14
4 to 6 Months	384.75	7,647.45	1,529.49	9,667.85	805.65
7 to 12 Months	1,263.40	2,493.60	498.72	3,375.60	281.30
Over 12 Months	965.58	2,436.38	487.28	7,287.08	607.26
New Parts No Sales	47.00	47.00	9.40	1,454.40	121.20
Non-Productive Parts					
Excess Stock MNS < 12	3,738.87	13,922.69	2,784.54	19,057.21	1,588.10
Stock MNS > 11	2.60	13.00	2.60	1,450.60	120.88
NS Parts Not Sold	259.20	1,905.80	381.16	8,786.90	732.24
New Obsolescence					
Stock 9 Months	43.40	99.40	19.88	99.40	8.28
NS Parts 2 Months	131.80	717.40	143.48	1,732.40	144.37
Early Phase In					
NS Parts With YRSL > 2	0.00	119.00	23.80	628.00	52.33
True Turn	-.37		0.46		-.06
Purchase to Stock Ratio					
By Number of Parts	11.11		9.78		8.81
By Piece	8.82		16.08		13.48
By Cost	2.81		16.47		19.82
Sales Closing Ratio					
By Number of Parts	100.00		98.83		99.53
By Piece	100.00		99.20		99.66
By Cost	100.00		97.84		98.90
Demand Filled from Stock Ratio					
By Number of Parts	-26.31		2.32		2.34
By Piece	-40.90		3.20		0.00
By Cost	-5.47		7.18		-.85
NS Parts Sales Efficiency	125.00		112.75		117.21

Sort Source: 099

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2021	JUNE 2021
Number of Parts	1,594	1,574	1,553	1,547	1,765	1,753
Parts Pieces	52	49	48	58	78	82
Parts Cost	5,430.40	5,417.40	6,722.60	6,580.84	4,648.06	3,233.16
Parts With Negative OH	0.00	0.00	-48.00	0.00	0.00	0.00
Core/Exchange	150.00	0.00	20.00	20.00	34.50	34.50
Gross Sales	5,500.60	2,753.20	2,275.62	3,307.25	2,878.70	4,559.62
Net Sales	5,476.60	1,763.20	1,724.42	3,185.25	677.04	1,998.92
Lost Sales	0.00	356.00	0.00	0.00	102.00	0.00
Outstanding Orders	164.00	979.50	619.00	0.00	0.00	164.00
Total Receipts	5,805.60	1,744.20	2,931.62	3,091.25	2,586.96	2,538.02
Customer Orders	5,795.70	1,635.70	1,856.72	1,253.25	2,500.96	2,140.02
Emergency Purchases	0.00	0.00	203.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	-1,397.66	-1,858.00
Net Appreciation	0.00	0.00	0.00	0.24	-24.00	36.00
NS Parts						
Number of Parts	1,532	1,494	1,487	1,473	1,744	1,727
Parts Pieces	28	28	24	16	65	70
Parts Cost	869.30	1,062.30	905.40	419.40	4,435.90	3,082.00
Gross Sales	5,487.70	1,702.20	1,859.72	1,577.25	2,810.70	3,636.30
Net Sales	5,463.70	1,389.20	1,308.52	1,503.25	2,334.20	1,759.60
Lost Sales	0.00	0.00	0.00	0.00	102.00	0.00
Outstanding Orders	164.00	27.50	619.00	0.00	0.00	164.00
Receipts	5,786.90	1,576.20	1,103.62	1,331.25	2,411.80	2,298.70
Inventory Movement - Sales						
0 to 3 Months	3,814.40	4,051.40	1,661.50	4,660.24	626.66	1,143.86
4 to 6 Months	1,048.60	343.60	4,682.00	1,188.50	857.50	856.00
7 to 12 Months	91.00	642.00	97.60	399.60	255.00	0.00
Over 12 Months	476.40	380.40	281.50	332.50	2,096.30	624.70
New Parts No Sales	0.00	0.00	0.00	0.00	812.60	608.60
Non-Productive Parts						
Excess Stock MNS < 12	2,182.60	1,907.60	2,773.70	3,319.92	153.16	92.16
Stock MNS > 11	2.60	2.60	2.60	2.60	0.00	0.00
NS Parts Not Sold	501.50	250.30	604.40	290.40	4,184.90	2,148.60
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	56.00	0.00	0.00
NS Parts 2 Months	33.80	95.80	456.00	0.00	1,999.50	177.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	119.00	0.00	0.00	28.80
True Turn	-.71	0.28	-.60	3.52	-4.71	-.52
Purchase to Stock Ratio						
By Number of Parts	4.54	7.14	12.50	15.38	5.88	4.76
By Piece	4.16	14.81	12.00	36.36	25.58	2.85
By Cost	0.17	6.22	29.74	59.45	3.32	15.68
Sales Closing Ratio						
By Number of Parts	100.00	93.75	100.00	100.00	95.00	100.00
By Piece	100.00	96.77	100.00	100.00	97.14	100.00
By Cost	100.00	83.20	100.00	100.00	86.90	100.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	12.50	22.22	8.33	15.00	-5.26
By Piece	0.00	22.58	18.51	4.54	5.71	-30.76
By Cost	-5.82	6.01	-19.44	60.65	-234.12	-7.05
NS Parts Sales Efficiency	94.82	107.99	168.51	118.47	116.53	158.18

Sort Source: 099

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	1,732	1,699	1,676	1,646	1,645	1,605
Parts Pieces	96	42	46	54	47	51
Parts Cost	3,139.26	1,578.60	1,317.70	2,593.50	5,110.10	5,101.40
Parts With Negative OH	0.00	-193.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	2,364.00	3,476.70	3,018.50	2,433.40	9,019.80	3,313.98
Net Sales	274.50	3,476.70	2,552.30	1,650.20	2,988.10	3,037.34
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	80.00	150.10	402.00	0.00	126.00	0.00
Total Receipts	2,134.60	3,479.00	2,433.40	2,939.80	6,100.70	2,878.84
Customer Orders	2,025.60	2,951.00	2,207.50	2,802.80	2,679.20	2,626.20
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	11.24
Net Adjustments	28.00	31.00	25.50	-45.80	0.00	0.00
Net Appreciation	0.00	0.00	0.00	32.00	0.00	149.80
<b>NS Parts</b>						
Number of Parts	1,699	1,661	1,643	1,621	1,577	1,561
Parts Pieces	82	30	23	29	27	29
Parts Cost	2,947.20	1,439.60	199.00	1,086.70	665.30	738.10
Gross Sales	2,223.00	2,532.80	2,382.50	2,324.40	2,252.10	2,461.38
Net Sales	207.00	2,532.80	2,134.30	1,541.20	1,204.50	2,184.74
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	80.00	119.10	293.00	0.00	114.00	0.00
Receipts	2,036.10	2,607.00	2,005.50	2,470.70	1,015.10	2,259.14
<b>Inventory Movement - Sales</b>						
0 to 3 Months	520.46	532.80	512.70	1,452.90	4,283.90	4,466.60
4 to 6 Months	158.00	150.50	69.50	36.90	358.90	390.60
7 to 12 Months	776.00	78.00	28.00	0.00	0.00	0.00
Over 12 Months	1,076.20	639.70	694.90	1,103.70	467.30	244.20
New Parts No Sales	608.60	177.60	12.60	0.00	0.00	0.00
<b>Non-Productive Parts</b>						
Excess Stock MNS < 12	102.06	58.00	55.80	423.90	2,270.90	2,131.70
Stock MNS > 11	31.00	0.00	576.00	596.00	232.00	2.60
NS Parts Not Sold	2,227.30	929.60	152.00	97.20	662.70	663.70
<b>New Obsolescence</b>						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	54.50	121.80	8.20	45.00	608.50	0.00
<b>Early Phase In</b>						
NS Parts With YRSL > 2	86.40	393.80	0.00	0.00	0.00	0.00
True Turn	-6.69	4.00	3.14	-5.33	0.73	0.94
<b>Purchase to Stock Ratio</b>						
By Number of Parts	6.25	0.00	14.28	4.54	14.28	13.04
By Piece	6.66	11.53	10.71	3.84	25.00	24.32
By Cost	5.10	15.17	9.28	4.66	56.08	8.38
<b>Sales Closing Ratio</b>						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
<b>Demand Filled from Stock Ratio</b>						
By Number of Parts	-25.00	37.93	10.00	-133.33	14.28	16.66
By Piece	-366.66	48.88	0.00	-66.66	42.85	15.15
By Cost	-637.92	15.12	13.50	-69.84	10.33	13.16
NS Parts Sales Efficiency	109.17	97.15	118.79	94.07	221.85	108.95