

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	18,594		27,749		491,383.62	
Active Parts	3,965	21.32	22,558	81.29	299,983.79	61.04
NS Parts	12,699	68.29	2,642	9.52	127,449.03	25.93
MO Parts	215	1.15	98	0.35	23,824.08	4.84
AP Parts	1,642	8.83	1,941	6.99	35,565.90	7.23
DP Parts	46	0.24	510	1.83	4,560.82	0.92
SP Parts						
DEL Parts	27	0.14				
Parts With No Cost	59	0.31	11	0.03		
Parts With Negative On-Hand	43	0.23	112		-4,585.51	
Core/Exchange	114	0.61	214	0.77	33,328.00	
Memos On File	1,106					
Parts Added	1,134	6.09	293	1.05	18,391.90	3.74
Active Parts	20	1.76	27	9.21	505.26	2.74
NS Parts	1,111	97.97	265	90.44	17,686.64	96.16
MO Parts						
AP Parts	1	0.08				
DP Parts	2	0.17	1	0.34	200.00	1.08
SP Parts						
Parts & Memos Deleted	1,027					
Inventory Movement - Sales						
0 to 3 Months	6,752	36.31	22,388	80.68	336,504.39	68.48
4 to 6 Months	3,141	16.89	2,554	9.20	55,574.29	11.30
7 to 12 Months	4,320	23.23	1,979	7.13	54,742.91	11.14
Over 12 Months	1,543	8.29	107	0.38	3,025.41	0.61
New Parts No Sales	2,838	15.26	721	2.59	41,536.62	8.45
Inventory Movement - Receipts						
0 to 3 Months	6,562	35.29	19,332	69.66	358,591.91	72.97
4 to 6 Months	3,230	17.37	2,186	7.87	66,796.31	13.59
7 to 12 Months	4,575	24.60	3,571	12.86	45,996.33	9.36
Over 12 Months	1,746	9.39	2,539	9.14	15,195.62	3.09
New Parts No Receipts	2,481	13.34	121	0.43	4,803.45	0.97
Outstanding Orders	341	1.83	892		87,384.61	
Stockorders	283	82.99	663	74.32	66,487.56	76.08
Supplemental Orders	11	3.22	76	8.52	1,745.74	1.99
Customer Orders						
Backorders	64	18.76	153	17.15	19,151.31	21.91
Stockorder Backorders	64	18.76	153	17.15	19,151.31	21.91
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	2,816	15.14	17,634		485,087.71		7,006
Regular	2,479	88.03	16,564	93.93	422,029.51	87.00	6,454
No History							
Drop Ship							
Wholesale	439	15.58	1,070	6.06	63,058.20	12.99	552
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	120	0.64	140		17,416.85		120
Return Sales	431	2.31	3,470		71,128.01		634
Regular	392	90.95	3,400	97.98	65,013.91	91.40	588
No History							
Defective							
Wholesale	41	9.51	70	2.01	6,114.10	8.59	46
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,340	12.58	15,926		457,261.11		3,184
Stockorders	1,005	42.94	3,932	24.68	119,068.73	26.03	1,423
Supplemental Orders							
Customer Orders							
Emergency Purchases	8	0.34	12	0.07	276.94	0.06	10
Other Receipts	1,518	64.87	11,982	75.23	337,915.44	73.89	1,751
Overages							
Net Adjustments	339	1.82	1,274		350.05		430
Plus	167	49.26	704	55.25	7,340.27		222
Minus	172	50.73	570	44.74	-6,990.22		208
Factory Returns	132	0.70	225		-28,496.25		134
Net Appreciation	1,143	6.14	10,935	39.40	2,475.19		3,499
Positive	744	65.09	9,084	83.07	8,599.43		2,439
Negative	399	34.90	1,851	16.92	-6,124.24		1,060
Parts Updated With Cost	69	0.37					69
Parts With Comments	520						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			2		620.23		2
Lost Sales							
Return Sales			1				1

Grand Total

	AUGUST 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	18,594	147,663	18,458	217,938	18,162
Parts Pieces	27,749	208,709	26,089	312,701	26,058
Parts Cost	491,383.62	3,580,204.43	447,525.55	5,174,125.58	431,177.13
Parts With Negative OH	-4,585.51	-38,234.08	-4,779.26	-54,266.29	-4,522.19
Core/Exchange	33,328.00	224,077.00	28,009.63	326,593.00	27,216.08
Gross Sales	485,087.71	3,391,921.63	423,990.20	4,971,148.26	414,262.36
Net Sales	413,959.70	2,901,278.00	362,659.75	4,240,737.02	353,394.75
Lost Sales	17,416.85	101,940.59	12,742.57	134,008.13	11,167.34
Outstanding Orders	87,384.61	667,269.14	83,408.64	901,278.84	75,106.57
Total Receipts	457,261.11	3,149,553.11	393,694.14	4,632,745.96	386,062.16
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	276.94	1,663.05	207.88	3,233.44	269.45
Net Adjustments	350.05	2,213.70	276.71	25,216.16	2,101.35
Net Appreciation	2,475.19	22,077.65	2,759.71	33,401.62	2,783.47
NS Parts					
Number of Parts	12,699	102,320	12,790	152,251	12,688
Parts Pieces	2,642	19,779	2,472	29,187	2,432
Parts Cost	127,449.03	848,905.84	106,113.23	1,224,075.47	102,006.29
Gross Sales	206,156.14	1,553,194.20	194,149.28	2,364,426.05	197,035.50
Net Sales	179,895.50	1,358,083.85	169,760.48	2,049,084.13	170,757.01
Lost Sales	16,677.44	98,447.57	12,305.95	128,260.95	10,688.41
Outstanding Orders	38,904.29	280,160.27	35,020.03	399,640.02	33,303.34
Receipts	205,468.32	1,571,063.79	196,382.97	2,363,395.58	196,949.63
Inventory Movement - Sales					
0 to 3 Months	336,504.39	2,456,119.88	307,014.99	3,594,169.79	299,514.15
4 to 6 Months	55,574.29	466,686.33	58,335.79	656,264.81	54,688.73
7 to 12 Months	54,742.91	353,954.72	44,244.34	474,969.24	39,580.77
Over 12 Months	3,025.41	14,774.22	1,846.78	20,727.32	1,727.28
New Parts No Sales	41,536.62	288,669.27	36,083.66	427,994.41	35,666.20
Non-Productive Parts					
Excess Stock MNS < 12	183,382.16	1,312,274.12	164,034.27	1,893,088.34	157,757.36
Stock MNS > 11	5,536.13	25,572.53	3,196.57	35,143.39	2,928.62
NS Parts Not Sold	78,499.10	494,593.46	61,824.18	697,221.60	58,101.80
New Obsolescence					
Stock 9 Months	5,910.40	44,294.04	5,536.76	58,736.11	4,894.68
NS Parts 2 Months	25,792.43	179,604.28	22,450.54	242,903.77	20,241.98
Early Phase In					
NS Parts With YRSL > 2	34,664.96	205,028.70	25,628.59	274,084.66	22,840.39
True Turn	10.10		9.72		9.83
Purchase to Stock Ratio					
By Number of Parts	99.65		99.82		99.75
By Piece	99.92		99.95		99.93
By Cost	99.93		99.94		99.93
Sales Closing Ratio					
By Number of Parts	95.20		97.04		97.35
By Piece	99.02		99.16		99.28
By Cost	95.96		96.60		96.93
Demand Filled from Stock Ratio					
By Number of Parts	94.89		96.87		97.11
By Piece	98.93		99.11		99.22
By Cost	95.89		96.55		96.86
NS Parts Sales Efficiency	100.33		98.86		100.04

PRESTON FORD PARTS
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	18,113	18,251	18,408	18,631	18,529	18,586
Parts Pieces	27,184	23,140	24,330	25,682	27,542	26,999
Parts Cost	410,003.51	416,406.14	413,890.73	457,470.33	440,523.97	471,360.05
Parts With Negative OH	-3,226.38	-5,647.99	-4,190.62	-4,020.47	-4,667.69	-8,330.28
Core/Exchange	21,447.00	22,220.00	24,666.00	32,727.00	30,258.00	28,334.00
Gross Sales	437,048.20	356,844.07	425,441.24	356,620.81	387,053.19	518,943.35
Net Sales	379,349.08	314,948.43	365,418.67	312,042.00	342,050.32	421,359.05
Lost Sales	3,676.30	20,567.03	13,725.19	8,847.54	11,755.43	19,185.29
Outstanding Orders	108,656.58	107,450.70	80,725.77	82,318.70	57,668.41	72,254.54
Total Receipts	374,888.88	337,290.44	390,456.89	379,984.69	349,128.29	470,925.54
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	142.90	152.11	135.41	0.00	0.00	845.16
Net Adjustments	100.54	25.98	367.69	699.86	330.29	17.70
Net Appreciation	1,618.00	2,990.02	357.44	5,303.77	2,534.27	6,009.46
NS Parts						
Number of Parts	12,782	12,788	12,927	12,922	12,752	12,823
Parts Pieces	2,250	2,285	2,225	2,428	2,360	2,768
Parts Cost	91,491.89	103,314.07	94,310.93	101,167.77	89,978.57	121,561.57
Gross Sales	180,124.95	184,883.69	205,942.67	166,490.90	167,860.41	258,227.50
Net Sales	164,332.20	160,642.85	176,754.41	149,085.61	140,756.45	221,421.55
Lost Sales	3,494.47	20,096.82	13,388.45	8,080.78	11,355.81	18,627.72
Outstanding Orders	42,208.30	40,893.01	31,509.02	32,105.53	25,071.23	34,810.52
Receipts	179,545.79	194,722.52	195,475.53	178,682.27	158,156.31	272,293.80
Inventory Movement - Sales						
0 to 3 Months	281,779.23	280,050.93	287,415.96	323,684.26	293,623.81	330,581.24
4 to 6 Months	51,638.94	54,172.80	52,984.36	53,599.13	64,044.05	67,355.45
7 to 12 Months	38,248.46	38,672.05	39,463.10	43,175.15	46,844.06	43,782.36
Over 12 Months	1,476.82	783.50	1,430.69	753.52	2,884.99	1,879.99
New Parts No Sales	36,860.06	42,726.85	32,596.62	36,258.27	33,127.06	27,761.01
Non-Productive Parts						
Excess Stock MNS < 12	162,245.83	154,870.33	144,433.16	163,274.74	155,937.87	173,488.68
Stock MNS > 11	1,909.92	1,517.93	2,730.77	2,411.99	5,475.44	2,751.10
NS Parts Not Sold	49,935.69	54,618.01	57,103.80	60,980.64	58,677.03	53,925.87
New Obsolescence						
Stock 9 Months	4,759.74	5,343.34	6,547.72	5,093.56	6,219.65	5,879.20
NS Parts 2 Months	17,362.60	21,991.60	25,135.07	19,414.47	15,301.88	15,918.33
Early Phase In						
NS Parts With YRSL > 2	17,342.75	21,462.34	17,539.04	16,327.20	18,310.89	48,715.05
True Turn	11.10	9.07	10.59	8.19	9.32	10.71
Purchase to Stock Ratio						
By Number of Parts	99.77	99.66	99.79	100.00	100.00	99.91
By Piece	99.90	99.88	99.95	100.00	100.00	99.97
By Cost	99.96	99.95	99.96	100.00	100.00	99.82
Sales Closing Ratio						
By Number of Parts	98.03	97.47	97.28	96.41	97.43	96.54
By Piece	99.60	99.30	98.88	98.25	99.45	99.12
By Cost	99.04	93.87	96.37	97.24	96.67	95.64
Demand Filled from Stock Ratio						
By Number of Parts	97.83	97.15	97.09	96.41	97.43	96.46
By Piece	99.51	99.22	98.83	98.25	99.45	99.09
By Cost	99.00	93.82	96.34	97.24	96.67	95.45
NS Parts Sales Efficiency	100.32	94.94	105.35	93.17	106.13	94.83

Grand Total

	JULY 2022	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	18,551	17,068	17,206	17,507	17,643	17,919
Parts Pieces	26,083	25,098	24,954	25,286	25,237	28,515
Parts Cost	479,166.08	365,711.54	383,640.05	392,686.16	385,522.28	432,072.66
Parts With Negative OH	-3,565.14	-2,382.97	-3,675.51	-6,265.77	-2,369.08	-3,721.85
Core/Exchange	31,097.00	25,588.00	27,573.00	25,525.00	24,802.00	24,616.00
Gross Sales	424,883.06	365,956.67	366,330.92	403,932.78	395,027.39	413,935.54
Net Sales	352,150.75	317,243.75	318,637.64	331,371.47	324,413.64	365,036.27
Lost Sales	6,766.96	9,508.05	5,725.05	9,769.34	5,784.72	10,788.43
Outstanding Orders	70,809.83	46,767.04	49,326.69	45,356.02	61,933.50	77,393.49
Total Receipts	389,617.27	367,106.13	361,100.83	360,160.27	350,291.50	411,640.25
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	110.53	148.29	1,197.16	306.94	54.44	11.85
Net Adjustments	321.59	-384.94	113.21	204.49	-12.35	22,697.11
Net Appreciation	789.50	-731.03	751.34	4,610.40	2,263.35	3,698.88
NS Parts						
Number of Parts	12,627	12,173	12,324	12,391	12,532	12,684
Parts Pieces	2,821	2,634	2,378	2,351	2,307	2,372
Parts Cost	119,632.01	90,160.24	99,248.96	93,585.95	80,427.19	101,907.53
Gross Sales	183,507.94	190,373.18	198,098.84	200,261.48	210,278.99	202,592.54
Net Sales	165,195.28	162,899.58	171,181.23	171,976.03	168,931.75	178,911.27
Lost Sales	6,726.08	9,160.18	5,180.97	9,396.11	4,468.84	10,767.46
Outstanding Orders	34,658.37	24,265.64	24,122.70	22,338.47	36,030.46	36,988.12
Receipts	186,719.25	192,464.79	199,545.56	182,912.88	194,178.35	215,695.00
Inventory Movement - Sales						
0 to 3 Months	322,480.06	266,209.06	276,450.45	280,532.72	272,642.70	308,424.04
4 to 6 Months	67,317.31	42,036.47	43,587.34	46,953.96	48,398.31	50,638.87
7 to 12 Months	49,026.63	20,070.63	24,815.38	26,500.09	30,776.91	38,922.14
Over 12 Months	2,539.30	601.73	1,062.48	1,734.06	1,920.23	1,236.33
New Parts No Sales	37,802.78	36,793.65	37,724.40	36,965.33	31,784.13	32,851.28
Non-Productive Parts						
Excess Stock MNS < 12	174,641.36	130,232.84	134,437.94	140,968.00	142,982.54	162,425.74
Stock MNS > 11	3,239.25	728.65	2,414.95	3,010.67	2,233.35	1,911.89
NS Parts Not Sold	80,853.32	53,119.10	53,910.31	59,081.84	44,019.49	45,616.50
New Obsolescence						
Stock 9 Months	4,540.43	1,317.09	3,852.42	2,402.88	2,761.47	5,425.30
NS Parts 2 Months	38,687.90	16,522.05	14,075.00	19,187.37	13,615.48	16,421.64
Early Phase In						
NS Parts With YRSL > 2	30,666.47	14,648.61	14,912.98	14,325.37	13,721.30	26,096.31
True Turn	8.82	10.40	9.93	10.12	10.10	10.14
Purchase to Stock Ratio						
By Number of Parts	99.81	99.64	99.11	99.58	99.78	99.95
By Piece	99.96	99.91	99.75	99.91	99.90	99.99
By Cost	99.97	99.95	99.66	99.91	99.98	99.99
Sales Closing Ratio						
By Number of Parts	98.05	98.17	98.07	97.43	98.35	98.19
By Piece	99.65	99.63	99.46	99.48	99.68	99.48
By Cost	98.11	97.09	98.23	97.13	98.24	97.12
Demand Filled from Stock Ratio						
By Number of Parts	97.87	97.82	97.19	97.01	98.14	98.15
By Piece	99.61	99.53	99.20	99.39	99.59	99.48
By Cost	98.08	97.04	97.86	97.04	98.23	97.12
NS Parts Sales Efficiency	98.28	98.91	99.27	109.48	108.29	93.92