

PD3011R
JBUSH9509

HOFFMAN HONDA
Inventory Analysis

12/14/22 13:09:22

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	9.6	1329	1238	35231.25
Active Parts: With Excess Stock	48.7	915	12860	178308.33
Active Parts: Understocked	2.5	1835	189	9327.67
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	60.9	4079	14287	222867.25
Superceded With On Hand	4.1	8	270	15003.25
Inactive With On Hand	35.0	1292	2037	128306.85
Total Inventory To Sell	100.0	5379	16594	366177.35
Cores on Hand		8	29	682.00
Negative On Hand		0	0	.00
Total of Inventory		5387	16623	366859.35
Parts on Open Repair Orders		180	266	9781.60
Value of Inventory		5567	16889	376640.95
Not on Factory Master		5635	3296	39491.70
Parts Without Cost		127	0	.00

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HOFFMAN HONDA
Inventory Aging by Last Sold

12/14/22

All Manf. All OEM Cd. All SGrp. All Parts

	Parts	%	Acum%	Value	%	Acum%
Never Sold	320	12.5	12.5	42249	11.5	11.5
2021 December or Older	92	3.6	16.1	3421	.9	12.5
2022 January	28	1.1	17.2	1997	.5	13.0
2022 February	49	1.9	19.1	5115	1.4	14.4
2022 March	76	3.0	22.1	6504	1.8	16.2
2022 April	80	3.1	25.2	6300	1.7	17.9
2022 May	88	3.4	28.7	8180	2.2	20.2
2022 June	107	4.2	32.9	11009	3.0	23.2
2022 July	152	5.9	38.8	13896	3.8	27.0
2022 August	139	5.4	44.2	15362	4.2	31.2
2022 September	202	7.9	52.1	22970	6.3	37.4
2022 October	251	9.8	61.9	27414	7.5	44.9
2022 November	452	17.7	79.6	66206	18.1	63.0
2022 December	521	20.4	100.0	135378	37.0	100.0
Totals	2557	100.0		366003	100.0	
Cores With On Hand	8			682		

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HOFFMAN HONDA
Sales Analysis

12/14/22 13:10:59

All Manf, All OEM Cd, All SGrp

	From	11/14/22	11/14/22	11/14/22	11/14/22
	To	12/14/22	12/14/22	12/14/22	12/14/22
		Sales	Cost	Gross	GP %
Counter Retail Sales		15678.81	12527.03	3151.78	20.1
Counter Internal Sales					
Counter Wholesale Sales		200534.26	179699.19	20835.07	10.4
Total Counter Sales		216213.07	192226.22	23986.85	11.1
RO Customer Pay Sales		149645.40	93896.83	55748.57	37.3
RO Internal Pay Sales		29567.38	23043.38	6524.00	22.1
RO Warranty Sales		15274.73	8596.71	6678.02	43.7
RO Service Contract Sales		6802.19	4691.73	2110.46	31.0
Total RO Sales		201289.70	130228.65	71061.05	35.3
Total Sales		417502.77	322454.87	95047.90	22.8
Total Returns		-26502.74	-21013.63	-5489.11	-20.7
Total Net Sales		391000.03	301441.24	89558.79	22.9

All Manf. All Stocking Groups, All Parts, All Sales Types				
	From 11/14/22	11/14/22	11/14/22	11/14/22
	To 12/14/22	12/14/22	12/14/22	12/14/22
	Sales	Cost	Gross	GP %
Sales Filled From Shelf	190153.77	134937.99	55215.78	29.0
Sales Filled By NG	5615.44	4473.70	1141.74	20.3
Sales Filled By EP	16121.10	11437.52	4683.58	29.1
Sales Filled By SO	205612.46	171605.66	34006.80	16.5
Total Sales	417502.77	322454.87	95047.90	22.8
Returns To Inventory	-26502.74	-21013.63	-5489.11	-20.7
Returns Not To Inventory				
Total Returns	-26502.74	-21013.63	-5489.11	-20.7
Net Sales	391000.03	301441.24	89558.79	22.9
Filled From Shelf-Counter	23.7%	23.4%	26.3%	
Filled From Shelf-Service	71.8%	72.5%	70.4%	
Filled Same Day--Counter	24.5%	24.3%	26.6%	
Filled Same Day--Service	78.9%	80.0%	76.9%	

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All Manf. All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
December	2022			152	99
August	2022	To November	2022	485	470
May	2022	To August	2022	521	429
February	2022	To May	2022	445	385
November	2021	To February	2022	286	346
August	2021	To November	2021	225	291
August	2021	and Older		1948	6151

Inactive Parts to Phase-In

Parts to Phase-Out

Parts Excluded From Phase-In

Non-Stocked Parts with On Hand 1292

Superceded Parts with On Hand 8

Active Parts with No Sales 2

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HOFFMAN HONDA
Inventory Adjustments

12/14/22 13:16:33

From 11/14/22 to 12/14/22 All Manf, All Stocking Groups			
	#	Pieces	Value
Manual Increases	34	2166	7811.02
Manual Decreases	52	-107	-3943.99
Net Manual Adjustments	86	2059	3867.03
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	58	4709	1975.27
LIFO Decreases	12	1867	-1289.68
Net LIFO Adjustments	70	6576	685.59

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HOFFMAN HONDA
Stock Order Analysis

12/14/22 13:17:39

From 11/14/22 to 12/14/22	All Manf.	All OEM Cd.	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	377	2102	19223.27	50001.32	
Stock Orders Received	487	4038	31784.64	108277.68	
Special Orders Placed	1981	2393	183772.85	188712.43	
Special Orders Received	1907	2292	181583.36	186373.78	
Parts Canceled	29	361	3752.07	7556.53	
Factory Returns					
Core Returns					
Parts On Order		673	18551.08	24041.26	
Parts On Backorder		228	22639.54	22885.95	
Parts Referred		12	11.78	141.36	

	Value
(1)Idle Parts Total	3119.37
(2)Current Parts Total	322882.58
(3)Total Parts	326001.95
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	.96%
Off the Shelf Fill Rate	

	Quantity
(1)Total Off the Shelf	3710
(2)Total Other	76
(3)Total Quantity Sold	3786
Off the Shelf Fill Rate (1)/(3)	97.9%
True Turn	

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	285757.00
(3) Annualized Stock Orders	3364502.92
(4) Inventory Value	326001.95
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	10.32

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	53.96	2-	107.92-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	0

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00