

*Honda All*

HENLEY MOTORS LTD  
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----		-----		-----	-----
Inventory Balance	6,594		15,380		194,342.86	
Active Parts	1,110	16.83	9,823	63.86	139,472.31	71.76
NS Parts	4,446	67.42	135	0.87	5,206.69	2.67
MO Parts	544	8.24	5,011	32.58	42,896.91	22.07
AP Parts	484	7.34	371	2.41	6,321.10	3.25
DP Parts	6	0.09	40	0.26	445.85	0.22
SP Parts						
DEL Parts	4	0.06				
Parts With No Cost	1	0.01				
Parts With Negative On-Hand	2	0.03	2		-96.55	
Core/Exchange						
Memos On File	1,403					
Parts Added	384	5.82	269	1.74	1,603.96	0.82
Active Parts	5	1.30	252	93.68	1,336.49	83.32
NS Parts	369	96.09	17	6.31	267.47	16.67
MO Parts	10	2.60				
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	363					
Inventory Movement - Sales						
0 to 3 Months	2,250	34.12	14,718	95.69	158,545.63	81.58
4 to 6 Months	1,059	16.06	186	1.20	13,562.11	6.97
7 to 12 Months	1,285	19.48	154	1.00	8,270.36	4.25
Over 12 Months	652	9.88	222	1.44	4,941.67	2.54
New Parts No Sales	1,348	20.44	100	0.65	9,023.09	4.64
Inventory Movement - Receipts						
0 to 3 Months	1,701	25.79	11,024	71.67	94,258.08	48.50
4 to 6 Months	850	12.89	1,702	11.06	17,048.49	8.77
7 to 12 Months	1,003	15.21	1,464	9.51	26,185.52	13.47
Over 12 Months	795	12.05	789	5.13	36,006.52	18.52
New Parts No Receipts	2,245	34.04	401	2.60	20,844.25	10.72
Outstanding Orders	108	1.63	174		25,672.19	
Stockorders	20	18.51	35	20.11	1,496.91	5.83
Supplemental Orders						
Customer Orders	94	87.03	139	79.88	24,175.28	94.16
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	844	12.79	6,580		177,251.90		3,488
Regular	844	100.00	6,580	100.00	177,251.90	100.00	3,488
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.01	1		206.88		1
Return Sales	138	2.09	393		16,342.52		236
Regular	138	100.00	393	100.00	16,342.52	100.00	236
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	582	8.82	3,203		92,535.47		939
Stockorders	209	35.91	1,678	52.38	37,561.14	40.59	499
Supplemental Orders							
Customer Orders	336	57.73	470	14.67	39,845.48	43.05	369
Emergency Purchases							
Other Receipts	52	8.93	1,055	32.93	15,128.85	16.34	71
Overages							
Net Adjustments	115	1.74	5,564		45,214.07		152
Plus	92	80.00	5,517	99.15	48,295.26		120
Minus	23	20.00	47	0.84	-3,081.19		32
Factory Returns							
Net Appreciation	4	0.06	4	0.02	33.00		14
Positive	3	75.00	4	100.00	34.52		13
Negative	1	25.00			-1.52		1
Parts Updated With Cost	93	1.41	135		16,924.94		93
Parts With Comments	39						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1		431.43		1
Lost Sales							
Return Sales							

*Honda Parts*

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	4,673		6,981		97,361.33	
Active Parts	816	17.46	4,296	61.53	87,012.32	89.37
NS Parts	3,435	73.50	89	1.27	4,213.22	4.32
MO Parts	20	0.42	2,337	33.47	1,711.45	1.75
AP Parts	392	8.38	219	3.13	3,978.49	4.08
DP Parts	6	0.12	40	0.57	445.85	0.45
SP Parts						
DEL Parts	4	0.08				
Parts With No Cost						
Parts With Negative On-Hand	1	0.02	1		-76.55	
Core/Exchange						
Memos On File	1,285					
Parts Added	275	5.88	269	3.85	1,603.96	1.64
Active Parts	5	1.81	252	93.68	1,336.49	83.32
NS Parts	270	98.18	17	6.31	267.47	16.67
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	288					
Inventory Movement - Sales						
0 to 3 Months	1,521	32.54	6,577	94.21	85,200.52	87.50
4 to 6 Months	716	15.32	145	2.07	6,099.10	6.26
7 to 12 Months	899	19.23	124	1.77	3,708.01	3.80
Over 12 Months	334	7.14	116	1.66	1,769.95	1.81
New Parts No Sales	1,203	25.74	19	0.27	583.75	0.59
Inventory Movement - Receipts						
0 to 3 Months	1,453	31.09	4,784	68.52	49,751.21	51.09
4 to 6 Months	737	15.77	372	5.32	8,577.42	8.80
7 to 12 Months	890	19.04	1,180	16.90	21,945.74	22.54
Over 12 Months	363	7.76	365	5.22	15,548.02	15.96
New Parts No Receipts	1,230	26.32	280	4.01	1,538.94	1.58
Outstanding Orders	99	2.11	162		23,843.62	
Stockorders	20	20.20	35	21.60	1,496.91	6.27
Supplemental Orders						
Customer Orders	85	85.85	127	78.39	22,346.71	93.72
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	630	13.48	3,830		94,043.50		2,667
Regular	630	100.00	3,830	100.00	94,043.50	100.00	2,667
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	114	2.43	271		10,412.35		171
Regular	114	100.00	271	100.00	10,412.35	100.00	171
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	515	11.02	2,192		72,214.30		836
Stockorders	207	40.19	1,649	75.22	36,316.98	50.29	492
Supplemental Orders							
Customer Orders	317	61.55	438	19.98	35,063.78	48.55	338
Emergency Purchases							
Other Receipts	6	1.16	105	4.79	833.54	1.15	6
Overages							
Net Adjustments	54	1.15	3,433		8,628.37		69
Plus	43	79.62	3,410	99.33	9,227.95		52
Minus	11	20.37	23	0.66	-599.58		17
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments	24						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1		431.43		1
Lost Sales							
Return Sales							

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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----		-----		-----	-----
Inventory Balance	231		36		1,320.63	
Active Parts	51	22.07	33	91.66	1,289.93	97.67
NS Parts	158	68.39	2	5.55	20.20	1.52
MO Parts	6	2.59				
AP Parts	16	6.92	1	2.77	10.50	0.79
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File 110

Parts Added	14	6.06				
Active Parts						
NS Parts	14	100.00				
MO Parts						
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted 13

Inventory Movement - Sales

0 to 3 Months	74	32.03	34	94.44	1,300.03	98.44
4 to 6 Months	46	19.91				
7 to 12 Months	45	19.48	1	2.77	10.10	0.76
Over 12 Months	21	9.09	1	2.77	10.50	0.79
New Parts No Sales	45	19.48				

Inventory Movement - Receipts

0 to 3 Months	74	32.03	34	94.44	1,300.03	98.44
4 to 6 Months	45	19.48				
7 to 12 Months	39	16.88	1	2.77	10.10	0.76
Over 12 Months	21	9.09	1	2.77	10.50	0.79
New Parts No Receipts	52	22.51				

Outstanding Orders	9	3.89	12		1,828.57	
Stockorders						
Supplemental Orders						
Customer Orders	9	100.00	12	100.00	1,828.57	100.00
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	26	11.25	66		6,428.86		98
Regular	26	100.00	66	100.00	6,428.86	100.00	98
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	3	1.29	5		403.00		5
Regular	3	100.00	5	100.00	403.00	100.00	5
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	21	9.09	61		6,025.86		38
Stockorders	2	9.52	29	47.54	1,244.16	20.64	7
Supplemental Orders							
Customer Orders	19	90.47	32	52.45	4,781.70	79.35	31
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	1	0.43	1		-62.47		1
Plus							
Minus	1	100.00	1	100.00	-62.47		1
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost	2	0.86					2
Parts With Comments	4						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							