CLAWSON HONDA OF FRESNO PARTS
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	16,299		142,466		472,823.73	
Active Parts	2,573	15.78	19,464	13.66	341,227.61	72.16
NS Parts	12,060	73.99	623	0.43	29,291.89	6.19
MO Parts	318	1.95	121,779	85.47	75,306.96	15.92
AP Parts	1,342	8.23	596	0.41	26,473.72	5.59
DP Parts	5	0.03	4	0.00	523.55	0.11
SP Parts						
DEL Parts	1	0.00				
Parts With No Cost	1	0.00				
Parts With Negative On-Hand						
Core/Exchange	46	0.28	158	0.11	5,459.18	
Memos On File	909					
Parts Added	884	5.42	112	0.07	9,892.35	2.09
Active Parts	1	0.11				
NS Parts	874	98.86	101	90.17	9,305.35	94.06
MO Parts	9	1.01	11	9.82	587.00	5.93
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1,080					
Inventory Movement - Sales						
0 to 3 Months	6,841	41.97	140,958	98.94	411,149.61	86.95
4 to 6 Months	2,160	13.25	747	0.52	27,299.62	5.77
7 to 12 Months	2,431	14.91	406	0.28	16,761.73	3.54
Over 12 Months	744	4.56	35	0.02	1,134.72	0.23
New Parts No Sales	4,123	25.29	320	0.22	16,478.05	3.48
Inventory Movement - Receipts						
0 to 3 Months	6,717	41.21	134,589	94.47	397,188.06	84.00
4 to 6 Months	2,261	13.87	4,491	3.15	43,851.44	9.27
7 to 12 Months	2,437	14.95	1,024	0.71	23,028.06	4.87
Over 12 Months	869	5.33	2,334	1.63	8,424.79	1.78
New Parts No Receipts	4,015	24.63	28	0.01	331.38	0.07
Outstanding Orders	541	3.31	1,422		107,102.86	
Stockorders	103	19.03	604	42.47	10,388.11	9.69
Supplemental Orders						
Customer Orders	177	32.71	224	15.75	29,247.51	27.30
Backorders	311	57.48	594	41.77	67,467.24	62.99
Stockorder Backorders	113	20.88	216	15.18	15,872.40	14.81
Supplemntl Backorders						
Customer Backorders	246	45.47	378	26.58	51,594.84	48.17
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	3,347	20.53	17,678		587,832.67		13,563
Regular	3,347	100.00	17,678	100.00	587,832.67	100.00	13,563
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	10	0.06	25		668.13		11
Return Sales	1,191	7.30	3,648		130,170.74		2,257
Regular	1,191	100.00	3,640	99.78	129,287.71	99.32	2,249
No History							
Defective	8	0.67	8	0.21	883.03	0.67	8
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,615	16.04	46,244		460,027.58		4,476
Stockorders	1,126	43.05	5,431	11.74	155,337.68	33.76	2,332
Supplemental Orders							
Customer Orders	1,568	59.96	2,081	4.50	234,871.64	51.05	1,945
Emergency Purchases	15	0.57	17	0.03	364.43	0.07	17
Other Receipts	130	4.97	38,715	83.71	69,453.83	15.09	182
Overages							
Net Adjustments	447	2.74	6,763		9,568.09		733
Plus	207	46.30	3,206	47.40	34,469.40		359
Minus	240	53.69	3,557	52.59	-24,901.31		374
Factory Returns	181	1.11	231		-27,199.60		181
Net Appreciation	81	0.49	1,038	0.72	-390.46		288
Positive	72	88.88	894	86.12	1,124.87		264
Negative	9	11.11	144	13.87	-1,515.33		24
Parts Updated With Cost	9	0.05					9
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			437		46,328.57		277
Lost Sales							
Return Sales			38		3,402.97		30

Grand Total

	DECEMBER 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	16,299	195,815	16,318	195,815	16,318
Parts Pieces	142,466	1,533,999	127,833	1,533,999	127,833
Parts Cost	472,823.73	5,470,892.49	455,907.71	5,470,892.49	455,907.71
Parts With Negative OH	0.00	-4,733.29	-394.44	-4,733.29	-394.44
Core/Exchange	5,459.18	84,616.35	7,051.36	84,616.35	7,051.36
Gross Sales	587,832.67	7,618,732.39	634,894.37	7,618,732.39	634,894.37
Net Sales	457,661.93	5,633,178.34	469,431.53	5,633,178.34	469,431.53
Lost Sales	668.13	5,507.87	458.99	5,507.87	458.99
Outstanding Orders	107,102.86	1,717,208.28	143,100.69	1,717,208.28	143,100.69
Total Receipts	460,027.58	5,907,633.60	492,302.80	5,907,633.60	492,302.80
Customer Orders	234,871.64	2,911,052.16	242,587.68	2,911,052.16	242,587.68
Emergency Purchases	364.43	16,233.28	1,352.77	16,233.28	1,352.77
Net Adjustments	9,568.09	47,412.82	3,951.07	47,412.82	3,951.07
Net Appreciation	-390.46	25,866.49	2,155.54	25,866.49	2,155.54
NS Parts					
Number of Parts	12,060	144,895	12,075	144,895	12,075
Parts Pieces	623	8,757	730	8,757	730
Parts Cost	29,291.89	555,159.19	46,263.27	555,159.19	46,263.27
Gross Sales	171,704.75	2,268,576.21	189,048.02	2,268,576.21	189,048.02
Net Sales	148,775.30	1,801,090.09	150,090.84	1,801,090.09	150,090.84
Lost Sales	256.27	1,454.64	121.22	1,454.64	121.22
Outstanding Orders	39,093.26	545,886.72	45,490.56	545,886.72	45,490.56
Receipts	160,856.07	2,006,891.66	167,240.97	2,006,891.66	167,240.97
Inventory Movement - Sales					
0 to 3 Months	411,149.61	4,696,633.63	391,386.14	4,696,633.63	391,386.14
4 to 6 Months	27,299.62	301,817.30	25,151.44	301,817.30	25,151.44
7 to 12 Months	16,761.73	221,872.11	18,489.34	221,872.11	18,489.34
Over 12 Months	1,134.72	38,402.56	3,200.21	38,402.56	3,200.21
New Parts No Sales	16,478.05	212,166.89	17,680.57	212,166.89	17,680.57
Non-Productive Parts					
Excess Stock MNS < 12	226,800.80	2,768,610.60	230,717.55	2,768,610.60	230,717.55
Stock MNS > 11	1,613.70	52,454.12	4,371.18	52,454.12	4,371.18
NS Parts Not Sold	14,531.28	270,912.90	22,576.08	270,912.90	22,576.08
New Obsolescence					
Stock 9 Months	2,417.09	28,517.17	2,376.43	28,517.17	2,376.43
NS Parts 2 Months	5,503.75	97,132.09	8,094.34	97,132.09	8,094.34
Early Phase In					
NS Parts With YRSL > 2	4,200.52	117,520.40	9,793.37	117,520.40	9,793.37
True Turn	5.65		5.94		5.94
Purchase to Stock Ratio					
By Number of Parts	39.46		36.95		36.95
By Piece	95.46		92.53		92.53
By Cost	48.86		50.44		50.44
Sales Closing Ratio					
By Number of Parts	99.53		99.70		99.70
By Piece	99.82		99.91		99.91
By Cost	99.85		99.90		99.90
Demand Filled from Stock Ratio					
By Number of Parts	26.45		30.08		30.08
By Piece	84.89		90.14		90.14
By Cost	48.52		47.98		47.98
NS Parts Sales Efficiency	106.74		113.03		113.03