TAMERON HONDA EASTERN SHORE
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	MARCH 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	30,641	91,183	30,394	353,469	29,456
Parts Pieces	27,992	93,728	31,243	450,405	37,534
Parts Cost	372,853.06	1,091,320.47	363,773.49	4,310,009.18	359,167.43
Parts With Negative OH	-476.13	-1,434.96	-478.32	-4,086.92	-340.58
Core/Exchange	4,262.06	12,188.15	4,062.72	50,178.21	4,181.52
Gross Sales	331,286.96	917,073.01	305,691.00	3,946,625.83	328,885.49
Net Sales	291,569.36	788,566.66	262,855.55	3,415,929.53	284,660.79
Lost Sales	6,671.24	15,927.79	5,309.26	68,826.94	5,735.58
Outstanding Orders	43,446.37	148,068.33	49,356.11	657,861.41	54,821.78
Total Receipts	329,130.70	829,358.40	276,452.80	3,654,855.63	304,571.30
Customer Orders	104,969.48	251,328.21	83,776.07	1,198,361.97	99,863.50
Emergency Purchases	600.07	1,870.38	623.46	4,996.41	416.37
Net Adjustments	-18,230.33	-49,793.44	-16,597.81	-222,875.98	-18,573.00
Net Appreciation	2,375.18	5,164.09	1,721.36	27,303.52	2,275.29
NS Parts					
Number of Parts	27,557	81,992	27,331	318,180	26,515
Parts Pieces	282	871	290	4,589	382
Parts Cost	34,928.57	85,425.16	28,475.05	389,494.46	32,457.87
Gross Sales	93,381.66	244,689.65	81,563.22	1,140,756.27	95,063.02
Net Sales	80,044.83	198,869.20	66,289.73	963,151.84	80,262.65
Lost Sales	6,625.24	14,726.83	4,908.94	65,022.80	5,418.57
Outstanding Orders	16,562.66	55,961.66	18,653.89	284,827.80	23,735.65
Receipts	101,372.00	247,361.14	82,453.71	1,132,998.63	94,416.55
Inventory Movement - Sales					
0 to 3 Months	257,185.07	772,375.03	257,458.34	3,189,635.08	265,802.92
4 to 6 Months	50,105.86	142,213.86	47,404.62	421,033.72	35,086.14
7 to 12 Months	38,032.77	95,670.21	31,890.07	366,567.65	30,547.30
Over 12 Months	16,922.07	44,468.64	14,822.88	189,817.56	15,818.13
New Parts No Sales	10,607.29	36,592.73	12,197.58	142,955.17	11,912.93
Non-Productive Parts					
Excess Stock MNS < 12	121,916.08	369,159.46	123,053.15	1,557,098.48	129,758.21
Stock MNS > 11	8,799.36	26,647.34	8,882.45	119,778.64	9,981.55
NS Parts Not Sold	17,339.76	47,121.72	15,707.24	241,004.00	20,083.67
New Obsolescence					
Stock 9 Months	5,619.81	17,738.97	5,912.99	49,560.55	4,130.05
NS Parts 2 Months	4,385.09	12,097.51	4,032.50	53,461.39	4,455.12
Early Phase In					
NS Parts With YRSL > 2	494.89	1,301.97	433.99	13,381.18	1,115.10
True Turn	5.99		5.89		6.16
Purchase to Stock Ratio					
By Number of Parts	55.59		54.24		48.77
By Piece	90.43		90.07		86.17
By Cost	67.92		69.47		67.07
Sales Closing Ratio					
By Number of Parts	98.15		97.96		98.13
By Piece	99.72		99.71		99.70
By Cost	97.76		98.02		98.02
Demand Filled from Stock Ratio					
By Number of Parts	53.53		53.19		48.48
By Piece	92.86		91.99		86.52
By Cost	62.36		66.54		63.49
NS Parts Sales Efficiency	92.11		98.92		100.68

TAMERON HONDA EASTERN SHORE
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	30,641		27,992		372,853.06	
Active Parts	2,769	9.03	26,766	95.62	309,987.63	83.13
NS Parts	27,557	89.93	282	1.00	34,928.57	9.36
MO Parts	19	0.06	357	1.27	1,244.80	0.33
AP Parts	286	0.93	536	1.91	25,614.31	6.86
DP Parts	8	0.02	51	0.18	1,077.75	0.28
SP Parts						
DEL Parts	2	0.00				
Parts With No Cost	155	0.50	321	1.14		
Parts With Negative On-Hand	14	0.04	60		-476.13	
Core/Exchange	53	0.17	129	0.46	4,262.06	
Memos On File	2,240					
Parts Added	348	1.13	124	0.44	5,179.00	1.38
Active Parts	10	2.87	98	79.03	1,232.28	23.79
NS Parts	336	96.55	26	20.96	3,946.72	76.20
MO Parts						
AP Parts	2	0.57				
DP Parts						
SP Parts						
Parts & Memos Deleted	69					
Inventory Movement - Sales						
0 to 3 Months	4,132	13.48	26,068	93.12	257,185.07	68.97
4 to 6 Months	1,676	5.46	1,080	3.85	50,105.86	13.43
7 to 12 Months	2,870	9.36	571	2.03	38,032.77	10.20
Over 12 Months	20,662	67.43	187	0.66	16,922.07	4.53
New Parts No Sales	1,301	4.24	86	0.30	10,607.29	2.84
Inventory Movement - Receipts						
0 to 3 Months	4,127	13.46	10,203	36.44	269,077.73	72.16
4 to 6 Months	1,778	5.80	15,752	56.27	52,678.32	14.12
7 to 12 Months	3,165	10.32	1,000	3.57	40,088.62	10.75
Over 12 Months	20,270	66.15	1,017	3.63	9,293.36	2.49
New Parts No Receipts	1,301	4.24	20	0.07	1,715.03	0.45
Outstanding Orders	247	0.80	475		43,446.37	
Stockorders	219	88.66	443	93.26	40,914.71	94.17
Supplemental Orders						
Customer Orders	22	8.90	22	4.63	1,590.33	3.66
Backorders	8	3.23	10	2.10	941.33	2.16
Stockorder Backorders	5	2.02	7	1.47	462.33	1.06
Supplemntl Backorders						
Customer Backorders	3	1.21	3	0.63	479.00	1.10
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,955	6.38	15,446		331,286.96		9,127
Regular	1,955	100.00	15,446	100.00	331,286.96	100.00	9,127
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	30	0.09	41		6,671.24		30
Return Sales	358	1.16	672		39,717.60		544
Regular	358	100.00	672	100.00	39,717.60	100.00	544
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,635	5.33	10,626		329,130.70		3,042
Stockorders	929	56.81	8,803	82.84	215,140.18	65.36	2,068
Supplemental Orders							
Customer Orders	721	44.09	1,011	9.51	104,969.48	31.89	846
Emergency Purchases	5	0.30	5	0.04	600.07	0.18	5
Other Receipts	68	4.15	807	7.59	8,420.97	2.55	123
Overages							
Net Adjustments	146	0.47	634		-18,230.33		164
Plus	9	6.16	341	53.78	1,305.48		17
Minus	137	93.83	293	46.21	-19,535.81		147
Factory Returns							
Net Appreciation	93	0.30	1,153	4.11	2,375.18		451
Positive	89	95.69	1,144	99.21	2,478.65		417
Negative	4	4.30	9	0.78	-103.47		34
Parts Updated With Cost							
Parts With Comments	72						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			361		28,380.15		254
Lost Sales			1				1
Return Sales			34		7,371.86		19

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TAMERON HONDA EASTERN SHORE
MONTHLY SUMMARY REPORT

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Source: 200 HA ACCESSORIES

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	105		126		20,344.03	
Active Parts	85	80.95	107	84.92	17,572.50	86.37
NS Parts	5	4.76	3	2.38	369.00	1.81
MO Parts	1	0.95				
AP Parts	14	13.33	16	12.69	2,402.53	11.80
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	1	0.95				
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	40					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	6					

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TAMERON HONDA EASTERN SHORE
MONTHLY SUMMARY REPORT

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Source: 250 HA ACC.FIXED MSRP

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	53		780		14,813.26	
Active Parts	52	98.11	777	99.61	14,520.13	98.02
NS Parts						
MO Parts						
AP Parts	1	1.88	3	0.38	293.13	1.97
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	3					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						

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TIRES

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TAMERON HONDA EASTERN SHORE
MONTHLY SUMMARY REPORT

Source: 500 GN TIRES

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	97		22		2,423.56	
Active Parts	19	19.58	16	72.72	1,707.50	70.45
NS Parts	73	75.25	2	9.09	332.06	13.70
MO Parts						
AP Parts	5	5.15	4	18.18	384.00	15.84
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand	1	1.03	1		-227.50	
Core/Exchange						
Memos On File						
Parts Added	3	3.09				
Active Parts						
NS Parts	2	66.66				
MO Parts						
AP Parts	1	33.33				
DP Parts						
SP Parts						
Parts & Memos Deleted	5					

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TAMERON HONDA EASTERN SHORE
MONTHLY SUMMARY REPORT

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Source: 525 HA TIRES-OEM STK

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	47		337		52,945.56	
Active Parts	44	93.61	323	95.84	51,282.54	96.85
NS Parts						
MO Parts						
AP Parts	3	6.38	14	4.15	1,663.02	3.14
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	2					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						