POHANKA HONDA OF SALISBURY
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	13,440		13,249		176,618.15	
Active Parts	1,177	8.75	11,599	87.54	140,698.86	79.66
NS Parts	11,352	84.46	117	0.88	6,734.92	3.81
MO Parts	64	0.47	857	6.46	12,898.72	7.30
AP Parts	836	6.22	666	5.02	14,627.13	8.28
DP Parts	7	0.05	10	0.07	1,658.52	0.93
SP Parts						
DEL Parts	4	0.02				
Parts With No Cost	4	0.02	26	0.19		
Parts With Negative On-Hand	31	0.23	37		-5,410.89	
Core/Exchange	20	0.14	65	0.49	1,629.00	
Memos On File	949					
Parts Added	613	4.56	566	4.27	3,575.30	2.02
Active Parts	6	0.97	534	94.34	1,185.42	33.15
NS Parts	481	78.46	32	5.65	2,389.88	66.84
MO Parts						
AP Parts	126	20.55				
DP Parts						
SP Parts						
Parts & Memos Deleted	666					
Inventory Movement - Sales						
0 to 3 Months	3,436	25.56	12,102	91.34	141,531.25	80.13
4 to 6 Months	1,363	10.14	467	3.52	11,724.31	6.63
7 to 12 Months	2,133	15.87	308	2.32	12,377.33	7.00
Over 12 Months	4,494	33.43	251	1.89	4,196.42	2.37
New Parts No Sales	2,014	14.98	121	0.91	6,788.84	3.84
Inventory Movement - Receipts						
0 to 3 Months	3,148	23.42	11,484	86.67	138,331.26	78.32
4 to 6 Months	1,254	9.33	595	4.49	14,147.58	8.01
7 to 12 Months	2,024	15.05	600	4.52	15,270.04	8.64
Over 12 Months	4,689	34.88	559	4.21	7,885.33	4.46
New Parts No Receipts	2,325	17.29	11	0.08	983.94	0.55
Outstanding Orders	260	1.93	801		46,157.47	
Stockorders	75	28.84	519	64.79	11,652.24	25.24
Supplemental Orders						
Customer Orders	25	9.61	41	5.11	968.30	2.09
Backorders	174	66.92	241	30.08	33,536.93	72.65
Stockorder Backorders	33	12.69	55	6.86	3,439.36	7.45
Supplemntl Backorders						
Customer Backorders	153	58.84	186	23.22	30,097.57	65.20
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,375	10.23	17,410		252,548.99		9,209
Regular	1,375	100.00	17,410	100.00	252,548.99	100.00	9,209
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	145	1.07	166		21,701.90		163
Return Sales	294	2.18	1,184		37,188.69		555
Regular	294	100.00	1,184	100.00	37,188.69	100.00	555
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,152	8.57	17,194		222,801.84		1,916
Stockorders	455	39.49	7,214	41.95	108,895.87	48.87	980
Supplemental Orders							
Customer Orders	601	52.17	1,082	6.29	68,839.99	30.89	728
Emergency Purchases							
Other Receipts	139	12.06	8,898	51.75	45,065.98	20.22	208
Overages							
Net Adjustments	67	0.49	368		-114.03		135
Plus	18	26.86	63	17.11	1,543.04		38
Minus	49	73.13	305	82.88	-1,657.07		97
Factory Returns	73	0.54	112		-7,681.18		73
Net Appreciation	49	0.36	159	1.20	56.14		350
Positive	46	93.87	155	97.48	375.56		341
Negative	3	6.12	4	2.51	-319.42		9
Parts Updated With Cost							
Parts With Comments	12						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			526		41,844.81		315
Lost Sales							
Return Sales			55		4,332.63		36