

CLAWSON HONDA OF FRESNO PARTS
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JUNE 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	17,142	100,652	16,775	199,002	16,584
Parts Pieces	81,226	708,273	118,046	1,484,960	123,747
Parts Cost	458,835.83	2,830,896.57	471,816.10	5,579,061.31	464,921.78
Parts With Negative OH	0.00	0.00	0.00	-4,661.70	-388.48
Core/Exchange	5,983.09	32,715.81	5,452.64	79,384.59	6,615.38
Gross Sales	718,355.70	4,312,142.15	718,690.36	8,420,952.72	701,746.06
Net Sales	597,282.30	3,182,943.05	530,490.51	6,211,717.13	517,643.09
Lost Sales	1,879.82	8,138.95	1,356.49	10,428.60	869.05
Outstanding Orders	174,533.49	910,898.13	151,816.36	1,720,463.02	143,371.92
Total Receipts	624,873.84	3,265,658.04	544,276.34	6,394,843.84	532,903.65
Customer Orders	290,014.57	1,581,837.42	263,639.57	3,177,193.95	264,766.16
Emergency Purchases	524.31	2,409.27	401.55	8,857.29	738.11
Net Adjustments	5,128.39	29,828.92	4,971.49	71,141.61	5,928.47
Net Appreciation	436.14	10,126.42	1,687.74	16,821.32	1,401.78
NS Parts					
Number of Parts	12,744	74,757	12,460	147,575	12,298
Parts Pieces	868	4,285	714	8,249	687
Parts Cost	30,491.19	215,267.63	35,877.94	461,779.26	38,481.61
Gross Sales	211,761.31	1,489,097.76	248,182.96	2,645,419.17	220,451.60
Net Sales	183,380.94	998,399.88	166,399.98	1,953,060.49	162,755.04
Lost Sales	259.99	4,364.57	727.43	5,133.67	427.81
Outstanding Orders	59,243.57	332,192.04	55,365.34	600,492.73	50,041.06
Receipts	195,976.68	1,094,889.44	182,481.57	2,146,894.22	178,907.85
Inventory Movement - Sales					
0 to 3 Months	409,379.64	2,473,811.95	412,301.99	4,854,367.84	404,530.65
4 to 6 Months	19,086.96	151,037.82	25,172.97	302,620.99	25,218.42
7 to 12 Months	16,340.24	95,264.13	15,877.36	200,363.35	16,696.95
Over 12 Months	1,232.10	6,487.85	1,081.31	16,310.89	1,359.24
New Parts No Sales	12,796.89	104,294.82	17,382.47	205,398.24	17,116.52
Non-Productive Parts					
Excess Stock MNS < 12	230,415.93	1,354,692.21	225,782.04	2,697,878.42	224,823.20
Stock MNS > 11	1,421.37	6,521.63	1,086.94	20,453.07	1,704.42
NS Parts Not Sold	19,706.12	116,155.35	19,359.23	248,665.97	20,722.16
New Obsolescence					
Stock 9 Months	2,199.33	16,592.84	2,765.47	30,687.39	2,557.28
NS Parts 2 Months	8,131.24	43,671.97	7,278.66	87,418.37	7,284.86
Early Phase In					
NS Parts With YRSL > 2	4,854.13	34,813.63	5,802.27	79,993.34	6,666.11
True Turn	8.02		6.78		6.51
Purchase to Stock Ratio					
By Number of Parts	37.48		39.19		38.16
By Piece	85.87		82.94		85.23
By Cost	53.50		51.48		50.17
Sales Closing Ratio					
By Number of Parts	99.65		99.52		99.61
By Piece	99.92		99.91		99.92
By Cost	99.68		99.74		99.83
Demand Filled from Stock Ratio					
By Number of Parts	34.65		37.99		34.60
By Piece	89.66		89.15		89.24
By Cost	51.19		50.09		48.62
NS Parts Sales Efficiency	108.05		136.00		123.22

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	17,142		81,226		458,835.83	
Active Parts	2,716	15.84	21,662	26.66	315,117.67	68.67
NS Parts	12,744	74.34	868	1.06	30,491.19	6.64
MO Parts	323	1.88	57,745	71.09	82,553.91	17.99
AP Parts	1,340	7.81	694	0.85	25,929.62	5.65
DP Parts	16	0.09	257	0.31	4,743.44	1.03
SP Parts						
DEL Parts	3	0.01				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange	52	0.30	166	0.20	5,983.09	
Memos On File	944					
Parts Added	1,295	7.55	387	0.47	4,005.65	0.87
Active Parts	4	0.30				
NS Parts	1,279	98.76	318	82.17	3,251.00	81.16
MO Parts	11	0.84	69	17.82	754.65	18.83
AP Parts						
DP Parts	1	0.07				
SP Parts						
Parts & Memos Deleted	1,002					
Inventory Movement - Sales						
0 to 3 Months	7,486	43.67	79,806	98.25	409,379.64	89.22
4 to 6 Months	2,038	11.88	672	0.82	19,086.96	4.15
7 to 12 Months	2,684	15.65	459	0.56	16,340.24	3.56
Over 12 Months	819	4.77	9	0.01	1,232.10	0.26
New Parts No Sales	4,115	24.00	280	0.34	12,796.89	2.78
Inventory Movement - Receipts						
0 to 3 Months	7,357	42.91	24,754	30.47	363,389.45	79.19
4 to 6 Months	2,129	12.41	53,088	65.35	60,398.42	13.16
7 to 12 Months	2,756	16.07	1,062	1.30	25,438.36	5.54
Over 12 Months	936	5.46	2,310	2.84	9,344.59	2.03
New Parts No Receipts	3,964	23.12	12	0.01	265.01	0.05
Outstanding Orders	714	4.16	2,887		174,533.49	
Stockorders	135	18.90	1,147	39.72	15,352.11	8.79
Supplemental Orders						
Customer Orders	264	36.97	1,023	35.43	63,129.39	36.17
Backorders	378	52.94	717	24.83	96,051.99	55.03
Stockorder Backorders	116	16.24	187	6.47	20,675.88	11.84
Supplemntl Backorders						
Customer Backorders	314	43.97	530	18.35	75,376.11	43.18
Outstanding Forced Orders						

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	4,033	23.52	44,746		718,355.70		17,484
Regular	4,033	100.00	44,745	99.99	718,163.07	99.97	17,483
No History							
Drop Ship	1	0.02	1	0.00	192.63	0.02	1
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	11	0.06	29		1,879.82		13
Return Sales	850	4.95	7,495		121,073.40		1,585
Regular	844	99.29	7,487	99.89	119,954.20	99.07	1,577
No History							
Defective	7	0.82	8	0.10	1,119.20	0.92	8
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	3,321	19.37	27,069		624,873.84		6,618
Stockorders	1,391	41.88	8,337	30.79	233,483.94	37.36	3,628
Supplemental Orders							
Customer Orders	2,063	62.11	3,798	14.03	290,014.57	46.41	2,754
Emergency Purchases	13	0.39	26	0.09	524.31	0.08	26
Other Receipts	150	4.51	14,908	55.07	100,851.02	16.13	210
Overages							
Net Adjustments	37	0.21	256		5,128.39		44
Plus	11	29.72	101	39.45	7,217.57		14
Minus	26	70.27	155	60.54	-2,089.18		30
Factory Returns	211	1.23	258		-23,681.88		213
Net Appreciation	49	0.28	222	0.27	436.14		322
Positive	39	79.59	98	44.14	581.54		296
Negative	10	20.40	124	55.85	-145.40		26
Parts Updated With Cost	11	0.06					11
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			987		71,629.42		492
Lost Sales							
Return Sales			88		8,660.10		46