

*MCR  
 DEC 2023*

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	29,217		35,350		944,317.43	
Active Parts	7,988	27.34	21,898	61.94	745,939.48	78.99
NS Parts	18,042	61.75	1,281	3.62	63,772.18	6.75
MO Parts	1,272	4.35	11,653	32.96	126,433.63	13.38
AP Parts	1,903	6.51	498	1.40	7,644.21	0.80
DP Parts	11	0.03	20	0.05	527.93	0.05
SP Parts						
DEL Parts	1	0.00				

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange	41	0.14	42	0.11	12,600.00	
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Memos On File	4,316					
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Parts Added	1,356	4.64	202	0.57	15,378.55	1.62
Active Parts	10	0.73	1	0.49	80.29	0.52
NS Parts	1,346	99.26	201	99.50	15,298.26	99.47
MO Parts						
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted	1,158					
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Inventory Movement - Sales

0 to 3 Months	11,624	39.78	31,217	88.30	699,995.94	74.12
4 to 6 Months	4,322	14.79	2,045	5.78	129,199.38	13.68
7 to 12 Months	5,285	18.08	1,454	4.11	77,948.24	8.25
Over 12 Months	1,740	5.95	113	0.31	4,826.12	0.51
New Parts No Sales	6,246	21.37	521	1.47	32,347.75	3.42

Inventory Movement - Receipts

0 to 3 Months	11,602	39.70	25,850	73.12	718,757.10	76.11
4 to 6 Months	4,485	15.35	3,031	8.57	134,678.79	14.26
7 to 12 Months	5,541	18.96	4,111	11.62	72,268.74	7.65
Over 12 Months	1,747	5.97	2,309	6.53	16,006.61	1.69
New Parts No Receipts	5,842	19.99	49	0.13	2,606.19	0.27

Outstanding Orders	255	0.87	609		99,481.64	
Stockorders	14	5.49	98	16.09	6,677.98	6.71
Supplemental Orders						
Customer Orders	11	4.31	22	3.61	5,051.91	5.07
Backorders	236	92.54	489	80.29	87,751.75	88.20
Stockorder Backorders	150	58.82	205	33.66	28,707.94	28.85
Supplementl Backorders						
Customer Backorders	140	54.90	284	46.63	59,043.81	59.35

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	5,138	17.58	49,884		933,834.74		24,148
Regular	5,051	98.30	49,693	99.61	913,778.96	97.85	24,036
No History	109	2.12	191	0.38	20,055.78	2.14	112
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	113	0.38	145		14,025.74		114
Return Sales	1,229	4.20	7,035		141,276.85		1,983
Regular	1,227	99.83	7,033	99.97	140,821.41	99.67	1,981
No History	2	0.16	2	0.02	455.44	0.32	2
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	4,436	15.18	35,114		782,210.37		8,304
Stockorders	2,484	55.99	15,189	43.25	347,267.93	44.39	5,178
Supplemental Orders							
Customer Orders	2,368	53.38	4,174	11.88	327,834.94	41.91	2,896
Emergency Purchases	27	0.60	53	0.15	2,136.97	0.27	31
Other Receipts	102	2.29	15,698	44.70	104,970.53	13.41	199
Overages							
Net Adjustments	903	3.09	7,080		45,469.69		2,686
Plus	656	72.64	6,163	87.04	58,457.98		1,952
Minus	247	27.35	917	12.95	-12,988.29		734
Factory Returns	680	2.32	837		-85,106.11		688
Net Appreciation	6,234	21.33	17,397	49.21	4,270.26		21,624
Positive	5,075	81.40	11,530	66.27	9,884.52		17,803
Negative	1,159	18.59	5,867	33.72	-5,614.26		3,821
Parts Updated With Cost	11	0.03	1		2.36		13
Parts With Comments	48						
Misc & Sublet Items							
Gross Sales			53		79,794.42		53
Lost Sales							
Return Sales			21		5,246.38		21
Parts Not On File, But Sold							
Gross Sales			5,557		216,522.27		446
Lost Sales							
Return Sales			4,961		175,116.00		43

Grand Total

	DECEMBER 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	29,217	174,835	14,570	174,835	14,570
Parts Pieces	35,350	214,970	17,914	214,970	17,914
Parts Cost	944,317.43	5,787,074.57	482,256.21	5,787,074.57	482,256.21
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	12,600.00	73,050.00	6,087.50	73,050.00	6,087.50
Gross Sales	933,834.74	5,764,667.18	480,388.93	5,764,667.18	480,388.93
Net Sales	792,557.89	4,965,654.48	413,804.54	4,965,654.48	413,804.54
Lost Sales	14,025.74	94,027.18	7,835.60	94,027.18	7,835.60
Outstanding Orders	99,481.64	657,881.13	54,823.43	657,881.13	54,823.43
Total Receipts	782,210.37	5,111,295.51	425,941.29	5,111,295.51	425,941.29
Customer Orders	327,834.94	2,114,718.37	176,226.53	2,114,718.37	176,226.53
Emergency Purchases	2,136.97	22,796.58	1,899.72	22,796.58	1,899.72
Net Adjustments	45,469.69	62,613.15	5,217.76	62,613.15	5,217.76
Net Appreciation	4,270.26	28,440.05	2,370.00	28,440.05	2,370.00
NS Parts					
Number of Parts	18,042	108,637	9,053	108,637	9,053
Parts Pieces	1,281	9,332	778	9,332	778
Parts Cost	63,772.18	479,971.41	39,997.62	479,971.41	39,997.62
Gross Sales	209,514.63	1,179,832.97	98,319.41	1,179,832.97	98,319.41
Net Sales	173,320.06	992,050.24	82,670.85	992,050.24	82,670.85
Lost Sales	10,169.34	80,704.66	6,725.39	80,704.66	6,725.39
Outstanding Orders	24,963.73	153,443.14	12,786.93	153,443.14	12,786.93
Receipts	195,701.37	1,156,884.30	96,407.03	1,156,884.30	96,407.03
Inventory Movement - Sales					
0 to 3 Months	699,995.94	4,232,335.42	352,694.62	4,232,335.42	352,694.62
4 to 6 Months	129,199.38	781,428.88	65,119.07	781,428.88	65,119.07
7 to 12 Months	77,948.24	496,482.63	41,373.55	496,482.63	41,373.55
Over 12 Months	4,826.12	47,921.95	3,993.50	47,921.95	3,993.50
New Parts No Sales	32,347.75	228,905.69	19,075.47	228,905.69	19,075.47
Non-Productive Parts					
Excess Stock MNS < 12	223,231.51	1,417,147.36	118,095.61	1,417,147.36	118,095.61
Stock MNS > 11	5,098.59	58,566.38	4,880.53	58,566.38	4,880.53
NS Parts Not Sold	27,970.05	266,629.59	22,219.13	266,629.59	22,219.13
New Obsolescence					
Stock 9 Months	22,335.27	94,418.25	7,868.19	94,418.25	7,868.19
NS Parts 2 Months	24,120.40	163,287.69	13,607.31	163,287.69	13,607.31
Early Phase In					
NS Parts With YRSL > 2	4,987.75	28,409.93	2,367.49	28,409.93	2,367.49
True Turn	5.88		5.86		5.86
Purchase to Stock Ratio					
By Number of Parts	46.00		44.28		44.28
By Piece	87.96		88.08		88.08
By Cost	57.81		58.18		58.18
Sales Closing Ratio					
By Number of Parts	97.19		97.32		97.32
By Piece	99.66		99.66		99.66
By Cost	98.26		98.14		98.14
Demand Filled from Stock Ratio					
By Number of Parts	37.64		36.98		36.98
By Piece	89.83		88.61		88.61
By Cost	57.35		55.89		55.89
NS Parts Sales Efficiency	107.05		101.98		101.98



Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2022
Number of Parts	28,984	29,336	29,297	28,977	29,024	0
Parts Pieces	32,584	33,077	39,063	36,932	37,964	0
Parts Cost	970,386.50	1,012,906.93	955,263.15	925,237.05	978,963.51	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	9,930.00	10,840.00	12,025.00	14,210.00	13,445.00	0.00
Gross Sales	727,465.10	1,103,262.87	933,071.62	1,148,673.44	918,359.41	0.00
Net Sales	621,448.95	945,550.37	804,643.39	1,005,043.24	796,410.64	0.00
Lost Sales	12,961.17	26,278.44	11,356.91	13,642.05	15,762.87	0.00
Outstanding Orders	134,658.85	105,463.50	88,297.79	123,172.85	106,806.50	0.00
Total Receipts	608,003.21	993,366.97	860,105.76	1,019,963.50	847,645.70	0.00
Customer Orders	270,391.96	416,503.10	354,591.41	424,974.16	320,422.80	0.00
Emergency Purchases	2,225.34	5,098.21	3,689.70	3,846.45	5,799.91	0.00
Net Adjustments	4,536.12	2,562.07	6,127.99	1,142.47	2,774.81	0.00
Net Appreciation	24,884.21	54.99	411.47	-1,471.90	291.02	0.00
NS Parts						
Number of Parts	18,126	18,277	18,003	18,012	18,177	0
Parts Pieces	1,423	1,784	1,586	1,598	1,660	0
Parts Cost	70,152.71	111,873.15	79,392.16	69,790.59	84,990.62	0.00
Gross Sales	156,170.25	233,236.85	201,575.65	204,276.93	175,058.66	0.00
Net Sales	136,502.10	188,436.57	167,043.12	175,586.00	151,162.39	0.00
Lost Sales	11,112.55	24,210.24	9,875.94	11,106.46	14,230.13	0.00
Outstanding Orders	37,625.48	28,224.82	17,407.89	22,618.07	22,603.15	0.00
Receipts	157,588.70	233,875.21	192,791.34	202,432.74	174,494.94	0.00
Inventory Movement - Sales						
0 to 3 Months	700,147.95	700,865.36	720,581.99	693,958.45	716,785.73	0.00
4 to 6 Months	130,910.40	142,516.91	133,200.61	119,210.29	126,391.29	0.00
7 to 12 Months	91,988.85	101,617.25	56,271.32	77,708.12	90,948.85	0.00
Over 12 Months	8,768.28	12,315.00	7,341.51	5,687.44	8,983.60	0.00
New Parts No Sales	38,571.02	55,592.41	37,867.72	28,672.75	35,854.04	0.00
Non-Productive Parts						
Excess Stock MNS < 12	263,288.07	244,827.39	234,313.22	223,555.86	227,931.31	0.00
Stock MNS > 11	11,063.43	14,910.14	10,044.47	7,307.96	10,141.79	0.00
NS Parts Not Sold	41,236.95	59,153.14	42,958.19	37,895.79	57,415.47	0.00
New Obsolescence						
Stock 9 Months	19,633.73	19,742.31	3,845.36	14,637.74	14,223.84	0.00
NS Parts 2 Months	31,398.86	21,236.31	34,121.32	31,983.89	20,426.91	0.00
Early Phase In						
NS Parts With YRSL > 2	3,408.30	3,993.21	4,036.16	5,993.71	5,990.80	0.00
True Turn	4.31	6.21	5.61	7.47	5.76	0.00
Purchase to Stock Ratio						
By Number of Parts	46.96	41.93	42.97	42.49	46.07	0.00
By Piece	87.53	86.83	88.48	87.29	90.18	0.00
By Cost	55.16	57.55	58.34	57.95	61.51	0.00
Sales Closing Ratio						
By Number of Parts	97.21	96.79	97.69	97.37	97.69	0.00
By Piece	99.55	99.64	99.73	99.64	99.73	0.00
By Cost	97.95	97.29	98.60	98.66	98.05	0.00
Demand Filled from Stock Ratio						
By Number of Parts	42.92	32.98	35.52	35.88	37.89	0.00
By Piece	89.17	87.00	88.05	87.87	90.03	0.00
By Cost	54.98	53.91	54.70	56.56	57.89	0.00
NS Parts Sales Efficiency	99.09	99.72	104.55	100.91	100.32	0.00