

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	23,221		174,746		2,167,441.68	
Active Parts	4,903	21.11	78,569	44.96	790,356.68	36.46
NS Parts	10,152	43.71	9,767	5.58	340,850.58	15.72
MO Parts	254	1.09	1,001	0.57	56,905.57	2.62
AP Parts	7,674	33.04	79,955	45.75	953,147.82	43.97
DP Parts	237	1.02	5,454	3.12	26,181.03	1.20
SP Parts						
DEL Parts	1	0.00				
Parts With No Cost	8	0.03	16	0.00		
Parts With Negative On-Hand	46	0.19	182		-14,863.64	
Core/Exchange	349	1.50	988	0.56	115,486.29	
Memos On File	2,459					
Parts Added	415	1.78	536	0.30	5,323.19	0.24
Active Parts	90	21.68	8	1.49	899.37	16.89
NS Parts	325	78.31	528	98.50	4,423.82	83.10
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	337					
Inventory Movement - Sales						
0 to 3 Months	5,482	23.60	76,342	43.68	725,494.03	33.47
4 to 6 Months	1,953	8.41	14,601	8.35	159,679.68	7.36
7 to 12 Months	2,963	12.76	13,492	7.72	220,528.41	10.17
Over 12 Months	10,968	47.23	67,997	38.91	966,017.98	44.56
New Parts No Sales	1,855	7.98	2,314	1.32	95,721.58	4.41
Inventory Movement - Receipts						
0 to 3 Months	4,322	18.61	34,713	19.86	644,368.40	29.72
4 to 6 Months	1,852	7.97	11,364	6.50	196,274.54	9.05
7 to 12 Months	2,715	11.69	16,353	9.35	223,064.73	10.29
Over 12 Months	12,573	54.14	109,172	62.47	1,070,242.24	49.37
New Parts No Receipts	1,759	7.57	3,144	1.79	33,491.77	1.54
Outstanding Orders	461	1.98	3,227	6.81	244,377.20	10.89
Stockorders	82	17.78	220		26,629.14	
Supplemental Orders						
Customer Orders	241	52.27	2,497	77.37	163,622.17	66.95
Backorders	153	33.18	510	15.80	54,125.89	22.14
Stockorderl Backorders	104	22.55	294	9.11	33,801.06	13.83
Supplemntl Backorders						
Customer Backorders	54	11.71	216	6.69	20,324.83	8.31
Outstanding Forced Orders						

LOWE & MOYER GARAGE
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	2,528	10.88	11,980	99.99	733,549.22	99.88	5,322
Regular	2,528	100.00	11,979	99.99	732,719.96	99.88	5,321
No History	1	0.03	1	0.00	829.26	0.11	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	19	0.08	35		7,665.02		22
Return Sales							
Regular	544	2.34	1,774	100.00	145,975.85	100.00	654
No History	544	100.00	1,774	100.00	145,975.85	100.00	654
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,591	6.85	9,524	37.75	565,457.18	32.58	2,178
Stockorders	792	49.78	3,596	37.75	184,245.95	32.58	1,089
Supplemental Orders							
Customer Orders	928	58.32	5,928	62.24	381,211.23	67.41	1,089
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	206	0.88	1,489	53.45	21,508.50		236
Plus	89	43.20	796	46.54	44,365.41		105
Minus	117	56.79	693	46.54	-22,856.91		131
Factory Returns	86	0.37	188		-18,153.59		86
Net Appreciation	481	2.07	3,018	1.72	-6,067.40		1,079
Positive	159	33.05	1,091	36.14	6,280.76		338
Negative	322	66.94	1,927	63.85	-12,348.16		741
Parts Updated With Cost	38	0.16					38
Parts With Comments	801						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1,009		140,671.77		520
Lost Sales			1		125.10		1
Return Sales			123		29,259.40		63

LOWE & MOYER GARAGE
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	MARCH 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	23,221	69,418	23,139	285,497	23,791
Parts pieces	174,746	524,341	174,780	2,139,638	178,303
Parts Cost	2,167,441.68	6,534,458.73	2,178,152.91	26,066,535.46	2,172,211.29
Parts With Negative OH	-14,863.64	-31,688.54	-10,562.85	-113,399.17	-9,449.93
Core/Exchange	115,486.29	348,285.62	116,095.21	1,398,414.38	116,534.53
Gross Sales	733,549.22	2,324,096.94	774,698.98	9,156,946.50	763,478.88
Net Sales	587,573.37	1,904,606.58	634,868.86	7,421,641.08	618,070.09
Lost Sales	7,665.02	23,184.89	7,728.30	195,371.03	16,280.92
Outstanding Orders	244,377.20	754,200.58	251,400.19	3,535,168.22	294,597.35
Total Receipts	565,457.18	1,874,492.57	624,830.86	7,388,734.50	615,727.88
Customer Orders	381,211.23	1,286,183.21	428,727.74	5,142,445.27	428,537.11
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	21,508.50	34,270.26	11,423.42	72,186.35	6,015.53
Net Appreciation	-6,067.40	3,301.39	1,100.46	33,699.20	2,808.27
NS Parts					
Number of Parts	10,152	30,172	10,057	121,993	10,166
Parts pieces	9,767	30,311	10,104	126,544	10,545
Parts Cost	340,850.58	1,019,396.06	339,798.69	4,073,267.01	339,438.92
Gross Sales	163,543.47	550,430.05	183,476.68	2,433,362.19	202,780.18
Net Sales	133,654.42	443,214.16	147,738.05	1,931,392.31	160,949.36
Lost Sales	359.72	1,914.34	638.11	14,223.75	1,185.31
Outstanding Orders	81,988.61	260,007.29	86,669.10	865,454.31	72,121.19
Receipts	136,911.20	468,985.57	156,328.52	2,113,384.28	176,115.36
Inventory Movement - Sales					
0 to 3 Months	725,494.03	2,213,137.23	737,712.41	9,247,230.95	770,602.58
4 to 6 Months	159,679.68	539,497.18	179,832.39	2,145,409.17	178,784.10
7 to 12 Months	220,528.41	615,031.88	205,010.63	2,490,192.64	207,516.05
Over 12 Months	966,017.98	2,887,037.26	962,345.75	11,398,829.86	949,902.49
New Parts No Sales	95,721.58	279,755.18	93,251.73	784,872.84	65,406.07
Non-Productive Parts					
Excess Stock MNS < 12	533,744.95	1,674,180.11	558,060.04	7,289,619.44	607,468.29
Stock MNS > 11	834,588.55	2,467,530.26	822,510.09	9,647,477.01	803,956.42
NS Parts Not Sold	322,747.63	964,631.36	321,543.79	3,778,903.08	314,908.59
New Obsolescence					
Stock 9 Months	24,234.67	79,666.32	26,555.44	329,999.56	27,499.96
NS Parts 2 Months	26,327.76	71,898.37	23,966.12	260,503.35	21,708.61
Early Phase In					
NS Parts With YRSL > 2	31,504.55	85,808.01	28,602.67	378,654.04	31,554.50
True Turn	1.14		1.14		1.05
Purchase to Stock Ratio					
By Number of Parts	41.67		43.37		43.20
By Piece	37.75		33.36		33.14
By Cost	32.58		31.38		30.40
Sales Closing Ratio					
By Number of Parts	99.05		98.93		98.52
By Piece	99.65		98.91		98.77
By Cost	98.71		98.79		97.43
Demand Filled from Stock Ratio					
By Number of Parts	52.72		56.31		54.96
By Piece	41.77		37.73		33.60
By Cost	34.66		32.07		29.92
NS Parts Sales Efficiency	119.45		117.36		115.14

LOWE & MOYER GARAGE
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Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	23,013	23,184	25,393	25,606	25,599	25,278
Parts Pieces	174,089	175,506	181,993	182,068	182,292	182,850
Parts Cost	2,176,914.72	2,190,102.33	2,180,741.92	2,197,296.86	2,172,620.10	2,217,087.21
Parts With Negative OH	-5,457.42	-11,367.48	-9,390.44	-10,340.03	-16,349.36	-181.04
Core/Exchange	118,440.79	114,358.54	110,580.44	112,214.44	107,818.19	130,923.69
Gross Sales	780,880.74	809,666.98	984,611.38	772,111.29	896,463.50	817,740.97
Net Sales	648,929.73	668,103.48	815,339.66	612,191.23	725,549.04	680,843.82
Lost Sales	12,290.63	3,229.24	6,261.07	18,211.80	18,438.84	7,108.29
Outstanding Orders	253,835.55	255,987.83	338,052.70	333,829.64	429,538.43	279,745.91
Total Receipts	635,227.45	673,807.94	778,476.76	613,181.91	697,809.16	723,448.47
Customer Orders	432,945.36	472,026.62	551,729.45	411,871.74	482,910.96	531,006.50
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	5,132.83	7,628.93	-32,838.53	14,174.45	4,903.32	3,951.14
Net Appreciation	9,440.89	-72.10	1,459.59	-230.53	-11,269.90	16,756.74
NS Parts						
Number of Parts	9,951	10,069	11,351	11,248	11,195	10,901
Parts Pieces	10,730	9,814	9,796	10,710	11,600	11,429
Parts Cost	346,329.09	332,216.39	317,873.71	331,783.15	364,571.16	356,929.89
Gross Sales	211,696.22	175,190.36	219,683.30	191,353.15	226,264.07	226,918.66
Net Sales	163,956.68	145,523.16	188,963.00	139,742.11	176,975.65	189,472.51
Lost Sales	1,031.60	82,450.13	1,206.02	288.27	1,475.30	151.74
Outstanding Orders	95,568.55	82,450.13	63,462.45	67,323.63	98,947.49	59,966.70
Receipts	182,741.94	149,332.43	185,249.78	167,278.22	186,622.84	221,317.23
Inventory Movement - Sales						
0 to 3 Months	733,610.04	754,033.16	812,760.88	819,751.47	807,780.30	817,252.61
4 to 6 Months	191,824.08	187,993.42	200,623.00	181,443.39	174,583.07	163,905.54
7 to 12 Months	195,729.40	198,774.07	236,195.47	232,952.24	221,569.76	229,632.64
Over 12 Months	963,674.25	957,345.03	887,782.73	911,246.26	917,924.91	956,165.27
New Parts No Sales	92,076.95	91,956.65	43,379.84	51,903.50	50,762.06	50,131.15
Non-Productive Parts						
Excess Stock MNS < 12	555,276.89	585,158.27	682,665.32	665,656.21	698,721.58	629,861.15
Stock MNS > 11	814,976.40	817,965.31	755,568.03	772,049.31	755,749.87	811,614.03
NS Parts Not Sold	323,718.25	318,165.48	303,712.54	307,807.27	336,224.52	317,881.86
New Obsolescence						
Stock 9 Months	24,790.62	30,641.03	30,187.67	28,032.70	32,194.10	34,641.79
NS Parts 2 Months	25,970.19	19,600.42	18,065.49	20,270.85	22,972.77	20,184.48
Early Phase In						
NS Parts With YRSL > 2	32,511.36	21,792.10	34,842.48	30,754.45	39,809.31	44,402.97
True Turn	1.19	1.07	1.45	1.09	1.34	0.81
Purchase to Stock Ratio						
By Number of Parts	43.83	44.64	37.91	43.92	43.52	44.36
By Piece	34.68	28.88	35.69	35.96	34.51	33.22
By Cost	31.84	29.94	29.12	32.83	30.79	26.60
Sales Closing Ratio						
By Number of Parts	98.76	98.99	98.90	98.94	98.99	98.31
By Piece	98.57	98.61	99.66	99.07	98.13	99.19
By Cost	98.14	99.51	99.23	97.11	97.52	98.96
Demand Filled from Stock Ratio						
By Number of Parts	59.10	56.85	50.97	54.15	58.18	54.63
By Piece	49.11	21.38	42.31	38.40	37.82	28.61
By Cost	32.66	29.20	32.08	31.77	32.61	21.78
NS Parts Sales Efficiency	115.84	117.31	118.58	114.39	121.24	102.53

Grand Total

LOWE & MOYER GARAGE
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	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	24,454	22,802	22,803	23,042	23,313	23,313
Parts Pieces	178,692	178,526	176,501	176,931	179,462	177,982
Parts Cost	2,215,569.64	2,138,452.43	2,133,067.47	2,096,633.24	2,152,194.05	2,209,155.73
Parts With Negative OH	-3,110.11	-15,164.81	-7,041.15	-8,710.79	-11,966.61	-8,846.73
Core/Exchange	127,258.44	118,756.05	113,082.69	107,917.94	111,411.91	120,746.41
Gross Sales	753,140.84	724,071.16	642,505.19	812,274.01	793,473.43	621,069.17
Net Sales	596,339.82	596,873.31	505,931.93	631,978.69	647,062.28	520,264.38
Lost Sales	11,274.82	40,945.80	9,690.84	13,858.07	40,701.69	11,955.99
Outstanding Orders	285,968.28	292,292.98	266,740.61	268,988.23	339,100.98	284,762.58
Total Receipts	616,056.60	545,590.27	509,829.37	591,792.58	674,122.10	542,411.47
Customer Orders	433,512.49	365,458.11	347,295.91	401,008.29	498,518.45	384,679.61
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-1,989.59	-21,959.30	5,097.28	4,879.02	26,313.33	2,546.44
Net Appreciation	-3,994.59	-17,606.64	3,583.16	-404.75	-173.62	43,737.94
NS Parts						
Number of Parts	10,826	9,307	9,317	9,510	9,709	9,808
Parts Pieces	10,751	10,222	9,604	9,972	10,840	11,105
Parts Cost	355,183.51	320,538.92	314,647.89	324,445.85	332,828.00	352,942.58
Gross Sales	216,801.64	218,749.77	166,330.02	201,593.64	245,024.48	189,896.71
Net Sales	173,251.44	176,777.32	131,308.41	154,813.66	187,072.08	158,764.97
Lost Sales	498.14	3,148.64	1,893.81	43.73	4,521.62	288.16
Outstanding Orders	50,246.27	44,491.89	47,392.78	60,572.65	103,337.87	73,167.74
Receipts	181,417.23	178,594.75	144,923.93	177,786.37	205,377.45	181,080.69
Inventory Movement - Sales						
0 to 3 Months	829,068.69	783,629.35	749,562.24	714,437.78	758,055.25	754,556.03
4 to 6 Months	174,933.16	164,786.34	186,612.86	181,118.92	183,984.30	194,544.41
7 to 12 Months	213,236.76	197,165.99	198,227.83	190,001.37	186,816.62	205,557.55
Over 12 Months	946,715.67	945,638.69	951,855.94	955,310.38	953,274.50	973,660.98
New Parts No Sales	51,615.36	47,232.06	46,808.60	55,764.79	70,063.38	80,836.96
Non-productive Parts						
Excess Stock MNS < 12	675,378.47	620,917.99	591,113.62	544,048.60	608,070.31	581,671.40
Stock MNS > 11	792,762.71	796,348.93	808,752.17	804,029.17	813,383.40	825,257.16
NS Parts Not Sold	328,624.94	304,253.01	297,154.54	296,765.64	304,695.16	320,864.78
New Obsolescence						
Stock 9 Months	24,782.29	23,090.99	21,978.70	24,812.67	32,174.07	28,625.93
NS Parts 2 Months	27,170.80	19,232.95	10,149.83	15,170.74	32,087.04	21,365.52
Early Phase In						
NS Parts With YRSL > 2	43,081.32	22,343.15	24,293.77	22,146.44	28,630.17	37,384.45
True Turn	0.88	1.30	0.89	1.32	0.83	0.74
Purchase to Stock Ratio						
By Number of Parts	40.35	43.67	46.73	42.67	39.80	43.37
By Piece	29.03	34.99	34.40	32.15	29.87	34.15
By Cost	29.63	33.01	31.87	32.23	26.04	29.07
Sales Closing Ratio						
By Number of Parts	98.87	96.57	98.55	98.61	98.06	98.61
By Piece	99.38	97.44	99.38	98.30	98.90	99.04
By Cost	98.14	93.58	98.12	97.85	94.08	97.75
Demand Filled from Stock Ratio						
By Number of Parts	54.28	55.29	58.30	51.53	51.51	51.89
By Piece	23.54	36.29	37.92	33.71	20.52	30.04
By Number of Parts	26.79	36.28	30.76	35.76	21.59	25.47
By Cost	119.50	122.48	114.77	113.39	119.30	104.86
NS Parts Sales Efficiency						