

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	22,042		77,387		1,924,714.07	
Active Parts	6,646	30.15	62,691	81.00	1,594,350.18	82.83
NS Parts	13,230	60.02	2,439	3.15	151,282.81	7.86
MO Parts	246	1.11	1,128	1.45	9,390.05	0.48
AP Parts	1,882	8.53	10,847	14.01	163,401.16	8.48
DP Parts	13	0.05	282	0.36	6,289.87	0.32
SP Parts						
DEL Parts	25	0.11				
Parts With No Cost	222	1.00	161	0.20		
Parts With Negative On-Hand	2	0.00	3		-180.41	
Core/Exchange	201	0.91	1,632	2.10	138,554.71	
Memos On File	3,306					
Parts Added	740	3.35	296	0.38	5,280.12	0.27
Active Parts	15	2.02	135	45.60	3,186.54	60.34
NS Parts	724	97.83	141	47.63	1,760.18	33.33
MO Parts						
AP Parts	1	0.13	20	6.75	333.40	6.31
DP Parts						
SP Parts						
Parts & Memos Deleted	975					
Inventory Movement - Sales						
0 to 3 Months	6,978	31.65	59,553	76.95	1,446,867.90	75.17
4 to 6 Months	2,250	10.20	6,830	8.82	232,516.51	12.08
7 to 12 Months	3,557	16.13	5,027	6.49	139,635.05	7.25
Over 12 Months	3,690	16.74	5,151	6.65	79,046.16	4.10
New Parts No Sales	5,567	25.25	826	1.06	26,648.45	1.38
Inventory Movement - Receipts						
0 to 3 Months	5,809	26.35	43,822	56.62	1,313,358.87	68.23
4 to 6 Months	2,232	10.12	6,892	8.90	246,992.10	12.83
7 to 12 Months	3,527	16.00	8,832	11.41	209,387.59	10.87
Over 12 Months	4,606	20.89	17,621	22.76	149,851.31	7.78
New Parts No Receipts	5,868	26.62	220	0.28	5,124.20	0.26
Outstanding Orders	446	2.02	3,598		239,651.43	
Stockorders	289	64.79	2,109	58.61	156,068.12	65.12
Supplemental Orders	14	3.13	325	9.03	10,850.11	4.52
Customer Orders	105	23.54	967	26.87	57,974.40	24.19
Backorders	53	11.88	197	5.47	14,758.80	6.15
Stockorder Backorders	46	10.31	184	5.11	13,768.71	5.74
Supplemntl Backorders						
Customer Backorders	8	1.79	13	0.36	990.09	0.41
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	3,418	15.50	18,522		921,223.54		7,366
Regular	3,262	95.43	15,862	85.63	848,564.76	92.11	7,054
No History	250	7.31	2,592	13.99	72,608.11	7.88	289
Drop Ship	2	0.05	68	0.36	50.67	0.00	23
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	110	0.49	171		24,701.48		115
Return Sales	857	3.88	3,828		168,972.11		1,024
Regular	792	92.41	3,383	88.37	153,480.03	90.83	943
No History	78	9.10	445	11.62	15,492.08	9.16	81
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,129	9.65	13,837		856,620.95		2,878
Stockorders	1,319	61.95	9,445	68.25	491,177.98	57.33	1,824
Supplemental Orders	76	3.56	513	3.70	59,023.45	6.89	76
Customer Orders	889	41.75	3,318	23.97	298,697.06	34.86	973
Emergency Purchases							
Other Receipts	5	0.23	561	4.05	7,722.46	0.90	5
Overages							
Net Adjustments	64	0.29	457		-6,253.23		64
Plus	33	51.56	323	70.67	4,577.67		33
Minus	31	48.43	134	29.32	-10,830.90		31
Factory Returns							
Net Appreciation	510	2.31	3,063	3.95	-10,707.56		6,146
Positive	107	20.98	742	24.22	3,276.86		3,279
Negative	403	79.01	2,321	75.77	-13,984.42		2,867
Parts Updated With Cost	8	0.03	1,539		105.54		18
Parts With Comments	315						
Misc & Sublet Items							
Gross Sales			2		50.00		2
Lost Sales							
Return Sales			1		30.00		1
Parts Not On File, But Sold							
Gross Sales							1
Lost Sales							
Return Sales							

Grand Total

	MARCH 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	22,043	66,466	22,155	250,783	20,899
Parts Pieces	77,387	231,737	77,246	916,324	76,360
Parts Cost	1,924,714.07	5,621,721.50	1,873,907.17	23,109,400.55	1,925,783.38
Parts With Negative OH	-180.41	-2,800.19	-933.40	-8,549.90	-712.49
Core/Exchange	138,554.71	366,360.43	122,120.14	1,481,616.63	123,468.05
Gross Sales	921,223.54	3,085,820.72	1,028,606.91	12,668,176.11	1,055,681.34
Net Sales	752,251.43	2,557,198.16	852,399.39	10,382,717.39	865,226.45
Lost Sales	24,701.48	77,745.31	25,915.10	368,464.99	30,705.42
Outstanding Orders	239,651.43	751,403.59	250,467.86	3,602,039.02	300,169.92
Total Receipts	856,620.95	2,609,655.41	869,885.14	10,405,445.89	867,120.49
Customer Orders	298,697.06	1,004,218.79	334,739.60	4,256,029.21	354,669.10
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-6,253.23	-11,116.63	-3,705.54	-63,628.18	-5,302.35
Net Appreciation	-10,707.56	6,125.76	2,041.92	6,043.37	503.61
NS Parts					
Number of Parts	13,231	40,168	13,389	153,927	12,827
Parts Pieces	2,439	7,369	2,456	35,485	2,957
Parts Cost	151,282.81	364,102.84	121,367.61	1,554,532.17	129,544.35
Gross Sales	253,578.03	753,782.78	251,260.93	3,369,838.98	280,819.92
Net Sales	220,094.29	659,481.45	219,827.15	2,817,582.79	234,798.57
Lost Sales	16,974.83	53,519.81	17,839.94	243,729.29	20,310.77
Outstanding Orders	48,118.24	226,110.93	75,370.31	1,114,471.56	92,872.63
Receipts	256,540.74	675,354.65	225,118.22	2,981,602.72	248,466.89
Inventory Movement - Sales					
0 to 3 Months	1,446,867.90	4,220,145.13	1,406,715.04	17,747,390.75	1,478,949.23
4 to 6 Months	232,516.51	677,644.69	225,881.56	2,301,877.13	191,823.09
7 to 12 Months	139,635.05	401,461.64	133,820.55	1,728,061.72	144,005.14
Over 12 Months	79,046.16	234,483.54	78,161.18	868,024.06	72,335.34
New Parts No Sales	26,648.45	87,986.50	29,328.83	464,046.89	38,670.57
Non-Productive Parts					
Excess Stock MNS < 12	826,964.88	2,356,841.78	785,613.93	10,448,944.83	870,745.40
Stock MNS > 11	82,387.33	253,085.80	84,361.93	949,880.40	79,156.70
NS Parts Not Sold	73,367.63	246,581.73	82,193.91	1,162,185.95	96,848.83
New Obsolescence					
Stock 9 Months	26,504.50	60,216.96	20,072.32	257,172.29	21,431.02
NS Parts 2 Months	9,478.23	42,121.88	14,040.63	222,476.08	18,539.67
Early Phase In					
NS Parts With YRSL > 2	79,846.67	119,287.53	39,762.51	359,271.29	29,939.27
True Turn	2.83		3.31		3.18
Purchase to Stock Ratio					
By Number of Parts	58.24		58.02		57.27
By Piece	76.02		77.17		77.86
By Cost	65.13		61.51		59.09
Sales Closing Ratio					
By Number of Parts	95.88		96.65		95.99
By Piece	98.84		98.92		98.67
By Cost	96.82		97.04		96.57
Demand Filled from Stock Ratio					
By Number of Parts	62.59		63.90		63.74
By Piece	76.52		78.34		77.58
By Cost	58.37		58.93		56.98
NS Parts Sales Efficiency	98.84		111.61		113.02

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	22,130	22,293	18,316	18,638	19,181	19,516
Parts Pieces	76,713	77,637	80,901	80,020	77,739	77,473
Parts Cost	1,845,501.00	1,851,506.43	2,045,917.75	2,066,492.75	1,944,186.37	1,931,730.65
Parts With Negative OH	-1,225.00	-1,394.78	-179.09	-116.98	-736.31	-233.04
Core/Exchange	118,015.34	109,790.38	120,048.45	126,757.63	109,709.49	125,643.34
Gross Sales	1,130,414.73	1,034,182.45	1,210,363.56	1,062,279.67	1,117,270.24	1,098,231.57
Net Sales	938,456.47	866,490.26	983,692.15	849,092.68	960,798.53	917,076.23
Lost Sales	31,474.00	21,569.83	38,145.95	37,741.30	40,760.82	49,230.35
Outstanding Orders	213,689.47	298,062.69	295,758.76	265,576.21	360,485.95	529,315.24
Total Receipts	876,157.02	876,877.44	1,135,418.96	873,241.96	843,830.28	914,696.79
Customer Orders	362,079.65	343,442.08	485,906.75	362,547.64	380,652.73	363,486.21
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-2,915.00	-1,948.40	38,752.22	-588.78	-134.46	-5,440.97
Net Appreciation	12,043.41	4,789.91	-7,582.94	-2,130.48	-1,980.46	-3,378.08
NS Parts						
Number of Parts	13,599	13,338	11,073	11,491	11,203	11,974
Parts Pieces	2,769	2,161	3,522	2,715	2,681	3,100
Parts Cost	111,413.32	101,406.71	103,774.48	104,140.53	106,980.13	153,827.51
Gross Sales	227,559.71	272,645.04	367,295.51	264,320.74	343,596.50	307,452.70
Net Sales	200,928.11	238,459.05	295,605.38	212,836.48	295,784.31	264,365.77
Lost Sales	20,988.18	15,556.80	25,939.41	25,461.26	21,153.07	34,226.23
Outstanding Orders	48,987.73	129,004.96	92,431.37	89,951.07	162,323.70	144,554.90
Receipts	185,794.99	233,018.92	306,568.15	230,312.36	294,344.53	301,578.91
Inventory Movement - Sales						
0 to 3 Months	1,392,166.72	1,381,110.51	1,574,596.92	1,603,311.71	1,512,063.63	1,468,613.49
4 to 6 Months	214,802.22	230,325.96	254,369.23	206,822.19	169,191.23	195,482.21
7 to 12 Months	135,362.64	126,463.95	143,282.86	162,739.12	161,193.43	150,425.34
Over 12 Months	76,763.39	78,673.99	51,909.34	60,471.72	64,247.74	54,474.11
New Parts No Sales	26,406.03	34,932.02	21,759.40	33,148.01	37,490.34	62,735.50
Non-Productive Parts						
Excess Stock MNS < 12	748,227.44	781,649.46	1,078,201.73	1,043,764.61	955,137.42	1,072,472.96
Stock MNS > 11	85,355.51	85,342.96	65,000.89	63,200.16	69,927.90	65,163.71
NS Parts Not Sold	93,224.25	79,989.85	83,681.23	85,193.58	72,324.95	93,445.72
New Obsolescence						
Stock 9 Months	12,466.96	21,245.50	29,806.28	23,820.33	15,955.50	19,092.82
NS Parts 2 Months	20,865.36	11,778.29	27,810.12	17,933.50	11,535.96	16,462.13
Early Phase In						
NS Parts With YRSL > 2	16,921.70	22,519.16	27,377.05	11,607.49	19,944.02	35,877.58
True Turn	3.75	3.39	2.92	2.83	3.58	3.44
Purchase to Stock Ratio						
By Number of Parts	58.35	57.50	57.92	57.01	56.81	56.65
By Piece	73.11	81.67	74.61	76.57	68.86	82.96
By Cost	58.67	60.83	57.20	58.48	54.88	60.26
Sales Closing Ratio						
By Number of Parts	96.88	97.12	95.19	95.08	94.79	94.92
By Piece	99.08	98.81	98.71	98.57	98.17	98.62
By Cost	96.75	97.57	96.26	95.74	95.93	94.90
Demand Filled from Stock Ratio						
By Number of Parts	66.63	62.14	64.40	63.60	63.97	61.35
By Piece	78.22	80.13	68.77	76.99	72.39	82.20
By Cost	59.42	58.89	48.71	54.86	57.92	57.28
NS Parts Sales Efficiency	122.47	117.00	119.80	114.76	116.73	101.94

Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	20,317	20,768	21,144	21,362	21,589	21,802
Parts Pieces	75,618	71,743	74,738	72,785	74,025	80,446
Parts Cost	2,002,394.21	1,910,716.22	1,898,900.85	1,922,408.31	1,901,123.66	1,909,726.03
Parts With Negative OH	-167.52	-.01	-3,938.01	-331.89	0.00	-225.95
Core/Exchange	127,262.28	129,098.40	124,311.68	133,678.08	125,023.27	113,772.03
Gross Sales	985,310.94	1,298,159.87	961,395.97	1,110,194.98	982,807.56	966,704.59
Net Sales	792,190.41	1,036,007.98	823,556.80	862,077.17	822,979.00	761,740.43
Lost Sales	27,790.88	32,015.73	15,835.76	28,332.25	33,530.82	25,481.77
Outstanding Orders	332,597.80	240,024.49	289,390.06	304,678.08	291,333.60	237,234.00
Total Receipts	861,912.01	953,138.56	810,020.43	898,856.68	866,331.03	773,762.74
Customer Orders	348,433.95	443,077.14	312,723.75	349,057.08	345,708.39	346,123.53
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-1,704.77	-2,354.76	1,365.11	-1,993.03	-51,581.39	9,921.50
Net Appreciation	12,653.38	-1,404.32	1,677.14	2,760.32	-1,020.99	-7,258.90
NS Parts						
Number of Parts	12,636	13,058	13,202	13,278	13,458	13,459
Parts Pieces	3,083	3,422	3,806	3,401	2,776	3,132
Parts Cost	192,722.35	137,978.29	131,333.18	121,034.95	110,017.94	132,394.45
Gross Sales	210,456.92	395,545.59	263,436.67	306,758.76	251,599.26	272,889.06
Net Sales	161,659.37	318,117.60	226,509.95	256,462.96	208,822.94	213,541.96
Lost Sales	16,200.73	22,896.37	9,581.27	19,953.09	19,399.69	21,337.77
Outstanding Orders	144,705.90	88,366.38	82,351.80	58,354.96	59,405.02	58,346.90
Receipts	188,965.88	323,180.20	219,289.50	265,354.78	233,890.81	249,331.10
Inventory Movement - Sales						
0 to 3 Months	1,502,846.92	1,478,051.97	1,504,620.09	1,500,480.54	1,491,142.70	1,466,114.57
4 to 6 Months	210,270.85	173,433.81	142,536.50	161,565.77	169,250.42	195,679.46
7 to 12 Months	158,306.85	154,380.66	152,405.57	147,726.43	121,649.73	117,772.95
Over 12 Months	65,836.89	60,659.86	69,963.34	82,244.50	84,698.38	90,943.98
New Parts No Sales	65,132.70	44,189.92	29,375.35	30,391.07	34,382.43	39,215.07
Non-Productive Parts						
Excess Stock MNS < 12	907,131.56	856,776.07	828,051.44	818,585.24	827,812.58	782,371.17
Stock MNS > 11	75,136.26	62,152.25	71,419.73	106,016.04	87,581.00	96,197.55
NS Parts Not Sold	157,973.61	104,478.07	116,332.66	106,812.89	84,349.85	94,692.89
New Obsolescence						
Stock 9 Months	42,744.77	17,647.88	20,587.28	17,990.82	21,485.97	17,629.96
NS Parts 2 Months	61,029.32	2,515.92	23,112.84	10,651.03	16,581.23	20,532.27
Early Phase In						
NS Parts With YRSL > 2	59,771.02	15,720.64	12,640.76	44,072.16	17,184.58	23,165.51
True Turn	2.66	3.72	3.23	3.20	3.01	2.61
Purchase to Stock Ratio						
By Number of Parts	57.35	53.99	58.93	60.14	57.00	55.25
By Piece	73.47	76.44	80.57	77.11	78.77	84.08
By Cost	59.57	53.51	61.39	61.16	60.09	55.26
Sales Closing Ratio						
By Number of Parts	95.93	95.70	96.73	96.73	96.27	96.01
By Piece	98.43	98.93	98.76	98.11	99.03	98.73
By Cost	96.61	97.00	98.11	96.81	96.08	96.76
Demand Filled from Stock Ratio						
By Number of Parts	64.00	61.16	65.91	66.72	62.31	64.56
By Piece	75.83	80.22	75.95	78.30	76.14	76.43
By Cost	54.11	55.51	60.85	57.61	55.72	52.79
NS Parts Sales Efficiency	111.37	122.39	120.13	115.60	107.57	109.44