

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	11,296		47,519		926,520.38	
Active Parts	4,575	40.50	28,448	59.86	658,917.92	71.11
NS Parts	3,547	31.40	2,340	4.92	72,707.89	7.84
MO Parts	64	0.56	295	0.62	961.65	0.10
AP Parts	2,943	26.05	15,644	32.92	189,839.90	20.48
DP Parts	149	1.31	792	1.66	4,093.02	0.44
SP Parts						
DEL Parts	18	0.15				
Parts With No Cost	26	0.23	314	0.66		
Parts With Negative On-Hand	7	0.06	21		-3,074.21	
Core/Exchange	129	1.14	381	0.80	61,410.26	
Memos On File	1,892					
Parts Added	300	2.65	102	0.21	4,025.59	0.43
Active Parts	2	0.66				
NS Parts	298	99.33	102	100.00	4,025.59	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	443					
Inventory Movement - Sales						
0 to 3 Months	4,731	41.88	24,719	52.01	518,229.64	55.93
4 to 6 Months	1,766	15.63	5,593	11.77	129,675.44	13.99
7 to 12 Months	2,436	21.56	6,027	12.68	136,153.97	14.69
Over 12 Months	2,011	17.80	10,465	22.02	124,445.65	13.43
New Parts No Sales	352	3.11	715	1.50	18,015.68	1.94
Inventory Movement - Receipts						
0 to 3 Months	3,923	34.72	16,811	35.37	513,146.62	55.38
4 to 6 Months	1,712	15.15	5,040	10.60	123,942.86	13.37
7 to 12 Months	2,528	22.37	7,168	15.08	138,301.54	14.92
Over 12 Months	2,892	25.60	18,255	38.41	150,342.86	16.22
New Parts No Receipts	241	2.13	245	0.51	786.50	0.08
Outstanding Orders	304	2.69	1,492		80,240.64	
Stockorders	89	29.27	602	40.34	22,354.74	27.85
Supplemental Orders						
Customer Orders	36	11.84	102	6.83	11,869.06	14.79
Backorders	183	60.19	788	52.81	46,016.84	57.34
Stockorder Backorders	179	58.88	781	52.34	45,732.96	56.99
Supplemntl Backorders						
Customer Backorders	4	1.31	7	0.46	283.88	0.35
Outstanding Forced Orders						

R & H TRUCK & TRAILER SALES
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,941	17.18	9,613		378,766.79		3,762
Regular	1,887	97.21	9,320	96.95	337,019.63	88.97	3,652
No History	83	4.27	293	3.04	41,747.16	11.02	110
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	6	0.05	6		454.15		6
Return Sales	252	2.23	1,748		32,385.58		315
Regular	250	99.20	1,730	98.97	29,929.34	92.41	304
No History	4	1.58	18	1.02	2,456.24	7.58	11
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,232	10.90	7,725		351,213.97		1,484
Stockorders	937	76.05	6,614	85.61	249,310.67	70.98	1,089
Supplemental Orders							
Customer Orders	381	30.92	960	12.42	101,903.30	29.01	394
Emergency Purchases	1	0.08	151	1.95			1
Other Receipts							
Overages							
Net Adjustments	32	0.28	141		208.24		43
Plus	15	46.87	93	65.95	2,397.05		18
Minus	17	53.12	48	34.04	-2,188.81		25
Factory Returns	101	0.89	299		-13,521.96		101
Net Appreciation	62	0.54	422	0.88	-43.65		130
Positive	26	41.93	230	54.50	166.81		44
Negative	36	58.06	192	45.49	-210.46		86
Parts Updated With Cost	52	0.46					52
Parts With Comments	188						
Misc & Sublet Items							
Gross Sales			1				1
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			105		3,112.76		63
Lost Sales							
Return Sales			8		786.79		6