

CHANTILLY PARTS
 MONTHLY SUMMARY REPORT

Grand Total *Total*

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	21,571		40,471		619,264.73	
Active Parts	2,011	9.32	31,526	77.89	329,876.03	53.26
NS Parts	17,288	80.14	2,061	5.09	150,388.24	24.28
MO Parts	236	1.09	3,549	8.76	38,810.60	6.26
AP Parts	1,988	9.21	3,329	8.22	99,462.79	16.06
DP Parts	48	0.22	6	0.01	727.07	0.11
SP Parts						
DEL Parts						
Parts With No Cost	132	0.61	9	0.02		
Parts With Negative On-Hand						
Core/Exchange	54	0.25	207	0.51	7,179.50	
Memos On File	1,646					
Parts Added	311	1.44	31	0.07	3,699.89	0.59
Active Parts	4	1.28	1	3.22	137.19	3.70
NS Parts	306	98.39	27	87.09	3,514.22	94.98
MO Parts	1	0.32	3	9.67	48.48	1.31
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	521					
Inventory Movement - Sales						
0 to 3 Months	4,158	19.27	35,105	86.74	381,273.66	61.56
4 to 6 Months	1,533	7.10	1,347	3.32	39,117.62	6.31
7 to 12 Months	2,435	11.28	1,142	2.82	58,429.35	9.43
Over 12 Months	10,591	49.09	2,551	6.30	108,858.88	17.57
New Parts No Sales	2,854	13.23	326	0.80	31,585.22	5.10
Inventory Movement - Receipts						
0 to 3 Months	3,632	16.83	25,895	63.98	327,428.76	52.87
4 to 6 Months	1,671	7.74	5,323	13.15	68,726.58	11.09
7 to 12 Months	2,535	11.75	1,868	4.61	81,764.96	13.20
Over 12 Months	10,910	50.57	7,287	18.00	131,674.69	21.26
New Parts No Receipts	2,823	13.08	98	0.24	9,669.74	1.56
Outstanding Orders	2,066	9.57	12,700		597,586.61	
Stockorders	1,078	52.17	7,041	55.44	286,386.66	47.92
Supplemental Orders						
Customer Orders	557	26.96	822	6.47	113,776.52	19.03
Backorders	824	39.88	4,837	38.08	197,423.43	33.03
Stockorder Backorders	685	33.15	4,619	36.37	159,205.99	26.64
Supplemntl Backorders						
Customer Backorders	183	8.85	218	1.71	38,217.44	6.39
Outstanding Forced Orders	4	0.01	6		205.38	

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 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,407	6.52	29,702		342,494.87		11,894
Regular	1,407	100.00	29,702	100.00	342,494.87	100.00	11,894
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	5	0.02	9		429.79		5
Return Sales	332	1.53	2,054		41,661.95		771
Regular	332	100.00	2,054	100.00	41,661.95	100.00	771
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	718	3.32	13,149		219,499.02		892
Stockorders	209	29.10	4,088	31.08	55,597.17	25.32	265
Supplemental Orders							
Customer Orders	416	57.93	491	3.73	55,726.51	25.38	449
Emergency Purchases							
Other Receipts	116	16.15	8,570	65.17	108,175.34	49.28	178
Overages							
Net Adjustments	103	0.47	9,239		46,508.80		143
Plus	76	73.78	8,817	95.43	51,205.48		103
Minus	27	26.21	422	4.56	-4,696.68		40
Factory Returns							
Net Appreciation	68	0.31	228	0.56	736.75		400
Positive	57	83.82	176	77.19	1,144.22		374
Negative	11	16.17	52	22.80	-407.47		26
Parts Updated With Cost	7	0.03					7
Parts With Comments	102						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			169		7,872.54		124
Lost Sales							
Return Sales			21		2,329.30		14

CHANTILLY PARTS
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JUNE 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	21,571	129,736	21,623	256,424	21,369
Parts Pieces	40,471	252,249	42,042	510,476	42,540
Parts Cost	619,264.73	3,896,926.11	649,487.69	7,622,927.29	635,243.94
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	7,179.50	40,328.00	6,721.33	80,834.03	6,736.17
Gross Sales	342,494.87	3,021,946.96	503,657.83	6,051,196.25	504,266.35
Net Sales	300,832.92	2,560,842.86	426,807.14	5,225,937.97	435,494.83
Lost Sales	429.79	6,553.81	1,092.30	16,737.26	1,394.77
Outstanding Orders	597,586.61	3,365,712.90	560,952.15	6,470,382.41	539,198.53
Total Receipts	219,499.02	2,486,714.35	414,452.39	5,134,083.97	427,840.33
Customer Orders	55,726.51	548,096.17	91,349.36	1,081,143.08	90,095.26
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	46,508.80	127,290.14	21,215.02	194,311.20	16,192.60
Net Appreciation	736.75	36,583.21	6,097.20	42,264.60	3,522.05
NS Parts					
Number of Parts	17,288	104,788	17,465	208,358	17,363
Parts Pieces	2,061	13,261	2,210	26,696	2,225
Parts Cost	150,388.24	871,103.26	145,183.88	1,667,283.23	138,940.27
Gross Sales	57,513.91	587,199.06	97,866.51	1,183,958.23	98,663.19
Net Sales	47,772.05	470,094.70	78,349.12	941,663.09	78,471.92
Lost Sales	60.43	4,587.17	764.53	11,086.47	923.87
Outstanding Orders	202,235.85	1,200,403.88	200,067.31	2,296,668.26	191,389.02
Receipts	39,405.17	478,444.38	79,740.73	979,620.53	81,635.04
Inventory Movement - Sales					
0 to 3 Months	381,273.66	2,546,095.44	424,349.24	5,183,028.83	431,919.07
4 to 6 Months	39,117.62	292,143.42	48,690.57	561,026.18	46,752.18
7 to 12 Months	58,429.35	343,256.09	57,209.35	586,239.59	48,853.30
Over 12 Months	108,858.88	541,592.81	90,265.47	971,052.69	80,921.06
New Parts No Sales	31,585.22	173,838.35	28,973.06	321,580.00	26,798.33
Non-Productive Parts					
Excess Stock MNS < 12	416,662.63	2,672,859.53	445,476.59	5,416,846.88	451,403.91
Stock MNS > 11	54,046.04	258,029.22	43,004.87	447,096.25	37,258.02
NS Parts Not Sold	142,041.65	782,351.13	130,391.86	1,455,510.13	121,292.51
New Obsolescence					
Stock 9 Months	5,769.83	35,384.85	5,897.48	56,402.07	4,700.17
NS Parts 2 Months	10,069.17	90,861.19	15,143.53	169,463.49	14,121.96
Early Phase In					
NS Parts With YRSL > 2	9,204.62	75,258.15	12,543.03	141,140.17	11,761.68
True Turn	4.75		6.20		6.52
Purchase to Stock Ratio					
By Number of Parts	42.06		36.39		36.77
By Piece	96.26		96.02		96.32
By Cost	74.61		77.95		78.94
Sales Closing Ratio					
By Number of Parts	99.53		99.26		99.09
By Piece	99.96		99.95		99.94
By Cost	99.85		99.74		99.68
Demand Filled from Stock Ratio					
By Number of Parts	61.01		44.86		45.40
By Piece	98.19		96.52		96.65
By Cost	81.35		78.39		79.05
NS Parts Sales Efficiency	145.95		122.73		120.85

CHANTILLY PARTS
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2023
Number of Parts	21,468	21,532	21,589	21,787	21,789	20,663
Parts Pieces	42,558	38,742	43,751	41,290	45,437	45,957
Parts Cost	653,137.91	666,444.23	652,067.29	639,709.77	666,302.18	589,405.29
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	6,364.50	7,010.50	6,565.50	6,351.50	6,856.50	6,356.00
Gross Sales	491,009.32	478,921.54	585,547.44	548,144.64	575,829.15	532,023.03
Net Sales	410,910.00	406,892.84	491,469.03	461,525.43	489,212.64	472,759.55
Lost Sales	540.74	1,186.03	1,122.40	1,886.61	1,388.24	2,261.19
Outstanding Orders	543,012.05	538,495.91	540,659.96	572,110.35	573,848.02	537,271.45
Total Receipts	431,211.33	418,747.34	472,276.33	437,854.92	507,125.41	462,337.63
Customer Orders	95,149.96	66,446.63	110,733.24	107,367.46	112,672.37	97,946.38
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-1,287.85	2,487.45	17,909.30	25,574.06	36,098.38	23,880.86
Net Appreciation	10,650.81	7,970.65	9,326.25	6,931.61	967.14	1,929.92
NS Parts						
Number of Parts	17,540	17,399	17,504	17,558	17,499	17,019
Parts Pieces	2,406	2,505	2,091	2,102	2,096	3,324
Parts Cost	152,815.66	133,725.55	133,851.03	147,897.93	152,424.85	123,134.99
Gross Sales	102,023.36	77,461.07	128,713.56	111,298.52	110,188.64	113,663.00
Net Sales	82,612.46	59,361.16	96,500.32	92,799.46	91,049.25	92,672.68
Lost Sales	369.25	936.98	920.73	1,084.41	1,215.37	1,996.26
Outstanding Orders	198,937.21	196,373.51	190,841.86	207,085.17	204,930.28	186,474.92
Receipts	84,895.65	59,396.55	100,970.98	94,778.96	98,997.07	98,266.45
Inventory Movement - Sales						
0 to 3 Months	437,265.60	447,264.37	431,075.59	411,484.01	437,732.21	438,511.16
4 to 6 Months	58,549.46	63,196.54	51,977.98	43,237.48	36,064.34	30,820.33
7 to 12 Months	50,630.61	53,042.72	57,486.67	60,873.22	62,793.52	42,240.21
Over 12 Months	82,310.46	79,749.12	84,862.47	90,511.71	95,300.17	53,533.09
New Parts No Sales	24,381.78	23,191.48	26,664.58	33,603.35	34,411.94	24,300.50
Non-Productive Parts						
Excess Stock MNS < 12	461,614.57	467,629.36	458,425.91	426,853.72	441,673.34	466,754.83
Stock MNS > 11	36,737.55	36,683.76	38,434.54	43,553.33	48,574.00	23,788.92
NS Parts Not Sold	135,146.85	124,588.04	113,231.43	130,321.45	137,021.71	101,624.87
New Obsolescence						
Stock 9 Months	5,350.20	7,272.26	6,910.65	3,254.60	6,827.31	4,974.59
NS Parts 2 Months	27,603.84	14,889.12	5,099.98	21,000.47	12,198.61	23,020.32
Early Phase In						
NS Parts With YRSL > 2	28,917.85	13,091.03	6,161.81	8,730.33	9,152.51	15,146.36
True Turn	5.80	6.13	7.01	6.64	6.78	7.63
Purchase to Stock Ratio						
By Number of Parts	31.74	42.47	33.02	36.57	36.02	38.92
By Piece	94.85	95.79	96.54	96.26	96.29	96.40
By Cost	77.93	84.13	76.55	75.47	77.78	78.81
Sales Closing Ratio						
By Number of Parts	98.92	99.24	99.26	99.38	99.27	98.44
By Piece	99.92	99.95	99.97	99.96	99.96	99.91
By Cost	99.86	99.70	99.77	99.59	99.71	99.52
Demand Filled from Stock Ratio						
By Number of Parts	40.05	50.78	37.20	44.39	40.93	46.98
By Piece	95.23	96.64	96.22	96.60	96.61	96.62
By Cost	76.74	83.42	77.29	76.42	76.75	78.90
NS Parts Sales Efficiency	120.17	130.41	127.47	117.42	111.30	115.66

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Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	20,906	21,033	21,046	21,168	21,202	21,333
Parts Pieces	41,978	42,909	44,373	41,528	43,447	43,992
Parts Cost	588,856.41	636,418.48	620,915.42	629,062.33	619,763.12	630,985.42
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	6,601.00	6,691.00	6,817.00	7,731.03	6,493.50	6,172.50
Gross Sales	547,798.15	549,971.57	447,293.62	518,657.56	477,996.20	487,532.19
Net Sales	483,967.92	463,453.44	391,290.99	467,537.98	433,686.02	425,158.76
Lost Sales	2,994.69	1,140.99	1,463.24	2,343.96	942.68	1,297.89
Outstanding Orders	527,467.05	511,890.93	501,662.77	521,559.82	525,021.39	517,067.55
Total Receipts	463,157.97	501,435.86	373,886.93	449,164.84	420,859.94	438,864.08
Customer Orders	85,449.13	102,538.84	76,618.40	93,871.99	88,921.28	85,647.27
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	8,710.87	3,958.65	8,333.16	21,755.51	11,867.84	12,395.03
Net Appreciation	1,121.16	919.78	186.04	2,115.02	1,050.68	288.71
NS Parts						
Number of Parts	17,186	17,144	17,213	17,257	17,336	17,434
Parts Pieces	2,708	2,006	2,030	2,115	2,143	2,433
Parts Cost	122,935.06	124,892.22	132,589.37	131,860.67	130,172.77	153,729.88
Gross Sales	102,791.57	116,380.56	75,678.37	117,003.33	86,887.65	98,017.69
Net Sales	79,863.27	83,897.99	58,391.58	94,912.28	78,212.08	76,291.19
Lost Sales	2,022.51	727.95	1,063.22	1,681.48	309.49	694.65
Outstanding Orders	190,458.79	176,448.02	178,165.98	188,417.21	182,125.47	180,648.91
Receipts	78,603.92	88,093.69	70,785.53	89,608.84	78,478.41	95,605.76
Inventory Movement - Sales						
0 to 3 Months	433,605.35	469,908.61	439,155.54	442,708.12	422,834.72	428,721.05
4 to 6 Months	35,413.32	37,355.73	45,849.57	48,347.34	52,884.49	49,032.31
7 to 12 Months	39,550.39	38,261.37	40,342.98	38,630.45	39,762.55	46,435.76
Over 12 Months	56,789.46	66,074.01	68,195.03	75,429.65	81,400.10	81,571.63
New Parts No Sales	23,497.89	24,818.76	27,372.30	23,946.77	22,881.26	25,224.67
Non-Productive Parts						
Excess Stock MNS < 12	447,330.31	478,391.36	454,052.34	461,973.59	458,941.80	443,297.95
Stock MNS > 11	25,584.02	28,975.91	28,773.57	32,940.00	36,313.46	36,480.07
NS Parts Not Sold	100,536.23	104,002.59	113,427.75	113,983.88	116,427.06	124,781.49
New Obsolescence						
Stock 9 Months	3,973.23	2,695.76	3,240.42	3,767.68	4,913.62	2,426.51
NS Parts 2 Months	9,408.23	9,999.62	18,318.25	12,197.85	14,207.27	14,471.08
Early Phase In						
NS Parts With YRSL > 2	14,586.42	9,095.60	7,764.71	5,905.37	6,562.31	21,967.61
True Turn	8.12	6.81	6.08	7.13	6.68	6.46
Purchase to Stock Ratio						
By Number of Parts	37.97	38.06	37.56	37.60	32.84	38.82
By Piece	96.56	96.57	96.74	95.82	96.57	97.25
By Cost	81.55	79.55	79.50	79.10	78.87	80.48
Sales Closing Ratio						
By Number of Parts	98.15	99.32	99.26	99.09	98.66	99.16
By Piece	99.89	99.96	99.95	99.93	99.92	99.95
By Cost	99.38	99.75	99.62	99.50	99.78	99.69
Demand Filled from Stock Ratio						
By Number of Parts	48.05	44.75	47.86	46.87	43.39	44.46
By Piece	96.93	96.60	96.97	96.61	96.46	97.24
By Cost	81.83	77.68	80.11	79.52	79.32	79.61
NS Parts Sales Efficiency	130.77	132.10	106.91	130.57	110.71	102.52