

**Parts Inventory Monthly**

Run Date: 31Jul24

	Jan24	Feb24	Mar24	Apr24	May24	Jun24	Jul24	Aug24	Sep24	Oct24	Nov24	Dec24	AVG
<b>Investment</b>													
Frozen Capital	464,451	437,021	427,791	416,963	409,712								431,188
Frozen Capital as % of Total Inventory	25.148%	35.085%	24.886%	33.665%	42.973%								32,351
Inventory Productivity	5.41%	8.03%	5.82%	8.07%	10.49%								7.50%
Non Productive Inventory %	79.88%	79.40%	80.88%	78.59%	75.13%								78.78%
Non Productive Inventory \$	20.12%	20.60%	19.12%	21.41%	24.87%								21,22%
Inventory 12 Months and Over	93,444	90,023	81,808	89,258	101,906								91,288
Inventory Months Supply	25.148	35.085	24.886	33.665	42.973								32,351
Lost Sales Transactions	1.10	1.18	1.09	0.95	1.06								1.08
Eligible Amount													
Date Of Last Return													
<b>Investment</b>													
Inventory Balance \$	464,451	437,021	427,791	416,963	409,712								431,188
Core Inventory \$	15,585	14,270	13,440	10,465	9,690								12,690
Total Inventory \$	480,036	451,291	441,231	427,428	419,402								443,878
Active Parts %	50.38%	54.01%	54.99%	56.42%	56.89%								54.43%
Non Stock QTY	7,257	6,777	6,573	6,332	6,154								6,619
Non Stock Parts %	36.78%	31.09%	31.16%	26.90%	25.86%								30.53%
Manual Order Parts %													
Auto Phase Out Pieces	933	1,096	1,113	1,221	1,257								1,124
Auto Phase Out Parts %	11.45%	13.54%	12.18%	14.72%	15.04%								13.33%
Dealer Phase Out Parts %	1.38%	1.35%	1.68%	1.96%	2.22%								1.70%
Dollar Value of NS Parts	170,838	135,883	133,283	112,168	105,967								131,628
Dollar Value of AP/DP Parts	59,603	65,081	59,273	69,554	70,717								64,845
<b>Inventory Sales</b>													
Sales Within 0-3 Months	56.35%	56.69%	53.17%	53.38%	54.63%								54.89%
Sales Within 4-6 Months	9.94%	10.35%	13.66%	12.54%	8.34%								10.96%
Sales Within 7-12 Months	14.70%	12.57%	13.31%	13.33%	14.38%								13.67%
12 Months and Over	5.41%	8.03%	5.82%	8.07%	10.49%								7.50%
New Parts No Sales	13.59%	12.36%	14.04%	12.67%	12.16%								12.98%
Frozen Capital	25,148	35,085	24,886	33,665	42,973								32,351
<b>Receipts</b>													
Total Receipts \$	432,674	361,836	380,354	425,386	378,199								385,690
Stock Order													
Customer Order													
Emergency Purchases													
Other Purchases	100.00%	100.00%	100.00%	100.00%	100.00%								100.00%
Outstanding Orders													
Parts Backordered													
<b>Sales</b>													
Gross Sales	463,878	388,366	412,284	473,171	428,971								433,334
Net Sales	420,904	370,221	391,862	439,765	387,863								402,123
Lost Sales Transactions													
Lost Sales	42,974	18,145	20,422	33,405	41,108								31,211
Returns													
Stock Control													
Plus Adjustments				282	238								104
Minus Adjustments	(2,594)	(1,945)	(4,373)	(7,287)	(3,344)								(3,909)



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Total Adjustments	(2,584)	(1,945)	(4,091)	(7,287)	(3,106)								(3,806)
Total Pieces	108	192	247	211	389								229
Parts With No Cost	482	480	453	481	330								437
Parts With Negative On Hand	17	21	16	25	13								18
Amount of Negative On Hand	(2,176)	(1,274)	(808)	(1,223)	(1,084)								(1,313)
Parts Deleted	735	643	773	592	682								685
Appreciation													
Positive Appreciation	3,192	5,357	4,843	4,044	5,642								4,615
Negative Appreciation	(2,646)	(5,711)	(12,915)	(3,519)	(2,606)								(5,479)
Total Appreciation	546	(354)	(8,072)	525	3,036								(864)
Cycle Returns													
Eligible Amount													
Date of Last Return													
Amount of Last Return	(6,165)	(36,527)	(7,086)	(12,750)	(16,136)								(15,531)
New Obsolescence Stk Months +													
New Obsolescence NS Months +													
Total New Obsolescence													
Last Months New OBS as a %													
NS Parts Gross Sales	213,512	160,708	174,765	199,423	188,949								187,471
NS Parts Net Sales	193,228	153,990	161,621	184,346	165,637								171,765
NS Parts Receipts	211,914	153,257	170,856	178,291	174,031								177,670
Forced Stock	20,283	6,718	13,144	15,076	23,312								15,707
NS Parts Net Sales Efficiency	91.2%	100.5%	94.6%	103.4%	95.2%								96.7%
NS Parts Gross Sales Efficiency	100.8%	104.9%	102.3%	111.9%	108.6%								105.5%
Gross Turns													
True Turns													
WIP Inventory \$													
WIP as a % of Total Inventory													
Special Order Parts													
Number of Parts SOR's													
Number of Service SOR's													
Total Value of SOR Parts													