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MONTHLY SUMMARY REPORT

Sort Source: 101

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	1,338		7,433		110,291.17	
Active Parts	1,031	77.05	5,243	70.53	85,378.16	77.41
NS Parts	142	10.61	23	0.30	440.99	0.39
MO Parts	24	1.79	1,816	24.43	14,143.35	12.82
AP Parts	129	9.64	337	4.53	8,858.28	8.03
DP Parts	10	0.74	14	0.18	1,470.39	1.33
SP Parts						
DEL Parts	2	0.14				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange	8	0.59	10	0.13	725.01	
Memos On File	361					
Parts Added	64	4.78	2	0.02	8.53	0.00
Active Parts	1	1.56				
NS Parts	63	98.43	2	100.00	8.53	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	9					
Inventory Movement - Sales						
0 to 3 Months	988	73.84	6,824	91.80	91,917.07	83.34
4 to 6 Months	141	10.53	349	4.69	11,644.82	10.55
7 to 12 Months	52	3.88	124	1.66	4,506.67	4.08
Over 12 Months	42	3.13	124	1.66	1,890.74	1.71
New Parts No Sales	115	8.59	12	0.16	331.87	0.30
Inventory Movement - Receipts						
0 to 3 Months	922	68.90	6,557	88.21	89,244.34	80.91
4 to 6 Months	154	11.50	351	4.72	12,047.08	10.92
7 to 12 Months	93	6.95	297	3.99	7,001.33	6.34
Over 12 Months	65	4.85	228	3.06	1,998.42	1.81
New Parts No Receipts	104	7.77				
Outstanding Orders	180	13.45	291		25,706.02	
Stockorders	154	85.55	251	86.25	21,739.39	84.56
Supplemental Orders						
Customer Orders	18	10.00	24	8.24	2,045.58	7.95
Backorders	11	6.11	16	5.49	1,921.05	7.47
Stockorder Backorders	9	5.00	14	4.81	1,782.23	6.93
Supplemntl Backorders						
Customer Backorders	2	1.11	2	0.68	138.82	0.54
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 101

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	701	52.39	8,582		188,469.85		5,632
Regular	701	100.00	8,581	99.98	188,462.25	99.99	5,631
No History	1	0.14	1	0.01	7.60	0.00	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	4	0.29	4		382.98		4
Return Sales	316	23.61	1,022		29,458.41		651
Regular	316	100.00	1,022	100.00	29,458.41	100.00	651
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	567	42.37	6,818		137,190.45		1,702
Stockorders	332	58.55	3,787	55.54	61,874.67	45.10	947
Supplemental Orders							
Customer Orders	365	64.37	3,031	44.45	75,315.78	54.89	755
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	284	21.22	1,278		6,488.74		381
Plus	177	62.32	395	30.90	15,566.71		245
Minus	107	37.67	883	69.09	-9,077.97		136
Factory Returns	9	0.67	9		-652.42		9
Net Appreciation	50	3.73	73	0.98	1,641.82		105
Positive	49	98.00	72	98.63	1,666.52		101
Negative	1	2.00	1	1.36	-24.70		4
Parts Updated With Cost	2	0.14	1		4.58		2
Parts With Comments	3						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales			2		127.30		1
Return Sales							

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MONTHLY SUMMARY REPORT

Sort Source: 102

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	114		160,303		39,986.79	
Active Parts	87	76.31	3,714	2.31	5,787.91	14.47
NS Parts						
MO Parts	5	4.38	156,460	97.60	33,241.55	83.13
AP Parts	20	17.54	101	0.06	551.05	1.37
DP Parts	1	0.87	28	0.01	406.28	1.01
SP Parts						
DEL Parts	1	0.87				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	62					
Parts Added	1	0.87	37	0.02	560.55	1.40
Active Parts	1	100.00	37	100.00	560.55	100.00
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	79	69.29	160,110	99.87	37,146.11	92.89
4 to 6 Months	11	9.64	23	0.01	387.06	0.96
7 to 12 Months	7	6.14	31	0.01	822.83	2.05
Over 12 Months	15	13.15	103	0.06	1,076.99	2.69
New Parts No Sales	2	1.75	36	0.02	553.80	1.38
Inventory Movement - Receipts						
0 to 3 Months	68	59.64	3,650	2.27	5,503.71	13.76
4 to 6 Months	13	11.40	78	0.04	544.60	1.36
7 to 12 Months	7	6.14	156,390	97.55	31,352.08	78.40
Over 12 Months	23	20.17	132	0.08	1,271.85	3.18
New Parts No Receipts	3	2.63	53	0.03	1,314.55	3.28
Outstanding Orders	10	8.77	50		746.27	
Stockorders	9	90.00	30	60.00	443.27	59.39
Supplemental Orders						
Customer Orders	1	10.00	20	40.00	303.00	40.60
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 102

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	55	48.24	69,024		19,755.62		1,642
Regular	55	100.00	69,024	100.00	19,755.62	100.00	1,642
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	2	1.75	2		59.11		2
Return Sales	19	16.66	19,290		4,652.42		137
Regular	19	100.00	19,290	100.00	4,652.42	100.00	137
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	46	40.35	357		4,424.62		126
Stockorders	33	71.73	201	56.30	3,054.56	69.03	92
Supplemental Orders							
Customer Orders	26	56.52	156	43.69	1,370.06	30.96	34
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	28	24.56	82		4.78		32
Plus	8	28.57	25	30.48	575.33		10
Minus	20	71.42	57	69.51	-570.55		22
Factory Returns							
Net Appreciation	1	0.87	1	0.00	8.94		1
Positive	1	100.00	1	100.00	8.94		1
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 103

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	135		1,534		3,755.72	
Active Parts	25	18.51	270	17.60	2,510.90	66.85
NS Parts	9	6.66	22	1.43	55.27	1.47
MO Parts	3	2.22	48	3.12	427.56	11.38
AP Parts	98	72.59	1,194	77.83	761.99	20.28
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	1	0.74				
Parts With Negative On-Hand						
Core/Exchange	1	0.74	1	0.06	29.95	
Memos On File	8					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	31	22.96	373	24.31	2,995.33	79.75
4 to 6 Months	5	3.70	3	0.19	87.27	2.32
7 to 12 Months	13	9.62	56	3.65	150.53	4.00
Over 12 Months	80	59.25	1,082	70.53	480.28	12.78
New Parts No Sales	6	4.44	20	1.30	42.31	1.12
Inventory Movement - Receipts						
0 to 3 Months	9	6.66	56	3.65	117.02	3.11
4 to 6 Months	9	6.66	208	13.55	1,637.84	43.60
7 to 12 Months	17	12.59	75	4.88	797.03	21.22
Over 12 Months	91	67.40	1,129	73.59	733.98	19.54
New Parts No Receipts	9	6.66	66	4.30	469.85	12.51
Outstanding Orders	1	0.74	18		0.18	
Stockorders	1	100.00	6	33.33	0.06	33.33
Supplemental Orders						
Customer Orders	1	100.00	12	66.66	0.12	66.66
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 103

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	21	15.55	175		1,752.02		174
Regular	21	100.00	175	100.00	1,752.02	100.00	174
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	4	2.96	14		155.82		14
Regular	4	100.00	14	100.00	155.82	100.00	14
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	7	5.18	23		-23.01		9
Plus	3	42.85	12	52.17	37.10		4
Minus	4	57.14	11	47.82	-60.11		5
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			90		10,230.31		82
Lost Sales							
Return Sales			2		1.43		2

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MONTHLY SUMMARY REPORT

Sort Source: 105

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	12		63		6,985.37	
Active Parts	11	91.66	61	96.82	6,806.81	97.44
NS Parts						
MO Parts	1	8.33	2	3.17	178.56	2.55
AP Parts						
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange	12	100.00	63	100.00	1,008.00	
Memos On File	1					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	12	100.00	63	100.00	6,985.37	100.00
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months	12	100.00	63	100.00	6,985.37	100.00
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 105

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	11	91.66	83		9,228.55		82
Regular	11	100.00	83	100.00	9,228.55	100.00	82
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	5	41.66	10		1,179.35		9
Regular	5	100.00	10	100.00	1,179.35	100.00	9
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	11	91.66	86		9,355.29		28
Stockorders							
Supplemental Orders							
Customer Orders	11	100.00	86	100.00	9,355.29	100.00	28
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	3	25.00	6		-893.56		3
Plus							
Minus	3	100.00	6	100.00	-893.56		3
Factory Returns							
Net Appreciation	11	91.66	61	96.82	158.43		36
Positive	10	90.90	57	93.44	160.22		24
Negative	1	9.09	4	6.55	-1.79		12
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 111

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	191		372		34,098.27	
Active Parts	57	29.84	251	67.47	22,451.60	65.84
NS Parts	108	56.54	19	5.10	2,596.39	7.61
MO Parts	7	3.66	7	1.88	813.40	2.38
AP Parts	15	7.85	19	5.10	3,258.58	9.55
DP Parts	4	2.09	76	20.43	4,978.30	14.59
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange	1	0.52	2	0.53	2.30	
Memos On File	13					
Parts Added	16	8.37	9	2.41	936.20	2.74
Active Parts	1	6.25	2	22.22	159.20	17.00
NS Parts	15	93.75	7	77.77	777.00	82.99
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	8					
Inventory Movement - Sales						
0 to 3 Months	94	49.21	337	90.59	28,200.58	82.70
4 to 6 Months	21	10.99	3	0.80	237.80	0.69
7 to 12 Months	31	16.23	14	3.76	3,218.20	9.43
Over 12 Months	6	3.14	7	1.88	933.50	2.73
New Parts No Sales	39	20.41	11	2.95	1,508.19	4.42
Inventory Movement - Receipts						
0 to 3 Months	86	45.02	331	88.97	27,803.68	81.53
4 to 6 Months	35	18.32	17	4.56	2,520.55	7.39
7 to 12 Months	30	15.70	14	3.76	2,522.20	7.39
Over 12 Months	8	4.18	9	2.41	1,241.10	3.63
New Parts No Receipts	32	16.75	1	0.26	10.74	0.03
Outstanding Orders	13	6.80	21		2,885.48	
Stockorders	2	15.38	3	14.28	151.54	5.25
Supplemental Orders	1	7.69	1	4.76	153.00	5.30
Customer Orders	10	76.92	16	76.19	1,784.94	61.85
Backorders	1	7.69	1	4.76	796.00	27.58
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders	1	7.69	1	4.76	796.00	27.58
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 111

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	63	32.98	435		40,013.22		452
Regular	63	100.00	435	100.00	40,013.22	100.00	452
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	22	11.51	30		3,714.58		30
Regular	22	100.00	30	100.00	3,714.58	100.00	30
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	47	24.60	517		44,453.24		401
Stockorders	21	44.68	175	33.84	13,245.90	29.79	113
Supplemental Orders							
Customer Orders	45	95.74	342	66.15	31,207.34	70.20	288
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	27	14.13	171		-3,610.54		28
Plus	13	48.14	46	26.90	5,493.96		10
Minus	14	51.85	125	73.09	-9,104.50		18
Factory Returns	4	2.09	11		-1,033.80		4
Net Appreciation	1	0.52	1	0.26	22.50		3
Positive	1	100.00	1	100.00	22.50		1
Negative							2
Parts Updated With Cost	1	0.52					1
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1		21.50		2
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 112

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	1		1		7.50	
Active Parts						
NS Parts						
MO Parts						
AP Parts	1	100.00	1	100.00	7.50	100.00
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	1					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	1	100.00	1	100.00	7.50	100.00
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	1	100.00	1	100.00	7.50	100.00
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 112

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales							
Regular							
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 113

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	1		1		0.01	
Active Parts						
NS Parts						
MO Parts						
AP Parts	1	100.00	1	100.00	0.01	100.00
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	1	100.00	1	100.00	0.01	100.00
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	1	100.00	1	100.00	0.01	100.00
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 113

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales							
Regular							
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 115

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	11,181		1,200		68,511.74	
Active Parts	961	8.59	183	15.25	16,794.52	24.51
NS Parts	9,391	83.99	507	42.25	31,207.62	45.55
MO Parts	4	0.03	65	5.41	125.80	0.18
AP Parts	795	7.11	438	36.50	18,306.41	26.72
DP Parts	11	0.09	7	0.58	2,077.39	3.03
SP Parts						
DEL Parts	19	0.16				
Parts With No Cost	15	0.13				
Parts With Negative On-Hand	7	0.06	7		-2,153.55	
Core/Exchange	12	0.10	15	1.25	4,325.00	
Memos On File	426					
Parts Added	960	8.58	37	3.08	2,935.09	4.28
Active Parts	4	0.41				
NS Parts	956	99.58	37	100.00	2,935.09	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	611					
Inventory Movement - Sales						
0 to 3 Months	3,334	29.81	458	38.16	32,270.13	47.10
4 to 6 Months	1,983	17.73	165	13.75	14,659.32	21.39
7 to 12 Months	1,732	15.49	174	14.50	10,859.89	15.85
Over 12 Months	654	5.84	281	23.41	3,917.17	5.71
New Parts No Sales	3,478	31.10	122	10.16	6,805.23	9.93
Inventory Movement - Receipts						
0 to 3 Months	3,237	28.95	492	41.00	38,628.04	56.38
4 to 6 Months	2,055	18.37	184	15.33	15,989.54	23.33
7 to 12 Months	1,725	15.42	173	14.41	10,618.64	15.49
Over 12 Months	638	5.70	323	26.91	1,040.07	1.51
New Parts No Receipts	3,526	31.53	28	2.33	2,235.45	3.26
Outstanding Orders	159	1.42	195		74,291.42	
Stockorders	28	17.61	33	16.92	24,890.94	33.50
Supplemental Orders						
Customer Orders	122	76.72	141	72.30	38,848.17	52.29
Backorders	19	11.94	21	10.76	10,552.31	14.20
Stockorder Backorders	7	4.40	8	4.10	8,429.12	11.34
Supplemntl Backorders						
Customer Backorders	12	7.54	13	6.66	2,123.19	2.85
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 115

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,508	13.48	2,136		190,263.90		2,671
Regular	1,508	100.00	2,136	100.00	190,263.90	100.00	2,671
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	8	0.07	19		1,635.28		9
Return Sales	233	2.08	345		27,775.67		279
Regular	233	100.00	345	100.00	27,775.67	100.00	279
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,137	10.16	1,397		141,861.48		1,251
Stockorders	75	6.59	96	6.87	11,547.59	8.14	68
Supplemental Orders							
Customer Orders	1,074	94.45	1,301	93.12	130,313.89	91.85	1,183
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	416	3.72	583		37,921.74		393
Plus	354	85.09	506	86.79	47,004.01		331
Minus	62	14.90	77	13.20	-9,082.27		62
Factory Returns	18	0.16	18		-2,718.28		18
Net Appreciation	32	0.28	32	2.66	672.01		465
Positive	27	84.37	28	87.50	1,197.76		441
Negative	5	15.62	4	12.50	-525.75		24
Parts Updated With Cost	4	0.03					4
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 120

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	31		79		4,846.92	
Active Parts	16	51.61	49	62.02	3,008.02	62.06
NS Parts						
MO Parts						
AP Parts	15	48.38	30	37.97	1,838.90	37.93
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	3					
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	18	58.06	46	58.22	2,821.44	58.21
4 to 6 Months	1	3.22	4	5.06	241.60	4.98
7 to 12 Months	3	9.67	10	12.65	614.76	12.68
Over 12 Months	9	29.03	19	24.05	1,169.12	24.12
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months	13	41.93	36	45.56	2,206.68	45.52
4 to 6 Months	3	9.67	9	11.39	554.36	11.43
7 to 12 Months	4	12.90	12	15.18	740.94	15.28
Over 12 Months	11	35.48	22	27.84	1,344.94	27.74
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 120

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	9	29.03	14		859.05		14
Regular	9	100.00	14	100.00	859.05	100.00	14
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	2	6.45	2		123.49		2
Regular	2	100.00	2	100.00	123.49	100.00	2
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	4	12.90	9		551.67		9
Stockorders							
Supplemental Orders							
Customer Orders	4	100.00	9	100.00	551.67	100.00	9
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 121

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	26		144		300.24	
Active Parts	23	88.46	121	84.02	251.67	83.82
NS Parts						
MO Parts						
AP Parts	3	11.53	23	15.97	48.57	16.17
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	20	76.92	111	77.08	230.13	76.64
4 to 6 Months	2	7.69	10	6.94	21.90	7.29
7 to 12 Months	3	11.53	12	8.33	24.12	8.03
Over 12 Months	1	3.84	11	7.63	24.09	8.02
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months	19	73.07	114	79.16	236.70	78.83
4 to 6 Months						
7 to 12 Months	4	15.38	20	13.88	43.80	14.58
Over 12 Months	3	11.53	10	6.94	19.74	6.57
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 121

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	10	38.46	15		31.77		14
Regular	10	100.00	15	100.00	31.77	100.00	14
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 122

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	37		56		1,361.16	
Active Parts	3	8.10	3	5.35	38.85	2.85
NS Parts						
MO Parts	32	86.48	49	87.50	1,222.51	89.81
AP Parts	2	5.40	4	7.14	99.80	7.33
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	10	27.02	14	25.00	200.74	14.74
4 to 6 Months	11	29.72	12	21.42	281.88	20.70
7 to 12 Months	6	16.21	5	8.92	121.83	8.95
Over 12 Months	1	2.70	1	1.78	24.95	1.83
New Parts No Sales	9	24.32	24	42.85	731.76	53.76
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months	5	13.51	7	12.50	138.65	10.18
New Parts No Receipts	32	86.48	49	87.50	1,222.51	89.81
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 122

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1	2.70	1		12.95		1
Regular	1	100.00	1	100.00	12.95	100.00	1
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	1	2.70	1		14.99		1
Plus	1	100.00	1	100.00	14.99		1
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 123

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	28		506		497.32	
Active Parts	3	10.71	61	12.05	87.84	17.66
NS Parts	2	7.14	2	0.39	51.00	10.25
MO Parts	4	14.28	4	0.79	101.00	20.30
AP Parts	19	67.85	439	86.75	257.48	51.77
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	2					
Inventory Movement - Sales						
0 to 3 Months	7	25.00	65	12.84	182.84	36.76
4 to 6 Months	4	14.28	3	0.59	9.96	2.00
7 to 12 Months	5	17.85	4	0.79	93.49	18.79
Over 12 Months	12	42.85	434	85.77	211.03	42.43
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months	1	3.57	2	0.39	51.00	10.25
Over 12 Months	24	85.71	503	99.40	421.82	84.81
New Parts No Receipts	3	10.71	1	0.19	24.50	4.92
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 123

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	4	14.28	6		85.86		5
Regular	4	100.00	6	100.00	85.86	100.00	5
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	1	3.57	1		1.44		1
Regular	1	100.00	1	100.00	1.44	100.00	1
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	1	3.57	1		-23.50		1
Plus							
Minus	1	100.00	1	100.00	-23.50		1
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Sort Source: 999

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	117		102		15,801.87	
Active Parts	25	21.36	92	90.19	14,050.12	88.91
NS Parts	59	50.42	1	0.98	116.85	0.73
MO Parts	32	27.35	7	6.86	1,205.20	7.62
AP Parts	1	0.85	2	1.96	429.70	2.71
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	3	2.56				
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	5					
Parts Added	10	8.54				
Active Parts						
NS Parts	8	80.00				
MO Parts	2	20.00				
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1					
Inventory Movement - Sales						
0 to 3 Months	46	39.31	93	91.17	14,383.01	91.02
4 to 6 Months	15	12.82	4	3.92	809.65	5.12
7 to 12 Months	10	8.54	5	4.90	609.21	3.85
Over 12 Months						
New Parts No Sales	46	39.31				
Inventory Movement - Receipts						
0 to 3 Months	46	39.31	99	97.05	15,305.07	96.85
4 to 6 Months	13	11.11	1	0.98	156.85	0.99
7 to 12 Months	10	8.54	2	1.96	339.95	2.15
Over 12 Months						
New Parts No Receipts	48	41.02				
Outstanding Orders	1	0.85	1		218.85	
Stockorders						
Supplemental Orders						
Customer Orders	1	100.00	1	100.00	218.85	100.00
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Sort Source: 999

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	17	14.52	119		18,820.12		49
Regular	17	100.00	119	100.00	18,820.12	100.00	49
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	5	4.27	20		3,137.59		7
Regular	5	100.00	20	100.00	3,137.59	100.00	7
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	17	14.52	102		15,932.71		36
Stockorders	1	5.88	4	3.92	636.00	3.99	1
Supplemental Orders							
Customer Orders	17	100.00	98	96.07	15,296.71	96.00	35
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	8	6.83	23		1,171.60		9
Plus	6	75.00	15	65.21	2,399.68		6
Minus	2	25.00	8	34.78	-1,228.08		3
Factory Returns							
Net Appreciation	29	24.78	102	100.00	66.88		160
Positive	18	62.06	71	69.60	139.37		120
Negative	11	37.93	31	30.39	-72.49		40
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold			4		440.00		1
Gross Sales							
Lost Sales							
Return Sales							

MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	13,212		171,794		286,444.08	
Active Parts	2,242	16.96	10,048	5.84	157,166.40	54.86
NS Parts	9,711	73.50	574	0.33	34,468.12	12.03
MO Parts	112	0.84	158,458	92.23	51,458.93	17.96
AP Parts	1,099	8.31	2,589	1.50	34,418.27	12.01
DP Parts	26	0.19	125	0.07	8,932.36	3.11
SP Parts						
DEL Parts	22	0.16				
Parts With No Cost	19	0.14				
Parts With Negative On-Hand	7	0.05	7		-2,153.55	
Core/Exchange	34	0.25	91	0.05	6,090.26	
Memos On File	880					
Parts Added	1,051	7.95	85	0.04	4,440.37	1.55
Active Parts	7	0.66	39	45.88	719.75	16.20
NS Parts	1,042	99.14	46	54.11	3,720.62	83.79
MO Parts	2	0.19				
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	631					
Inventory Movement - Sales						
0 to 3 Months	4,639	35.11	168,494	98.07	217,332.75	75.87
4 to 6 Months	2,194	16.60	576	0.33	28,381.26	9.90
7 to 12 Months	1,862	14.09	435	0.25	21,021.53	7.33
Over 12 Months	822	6.22	2,064	1.20	9,735.38	3.39
New Parts No Sales	3,695	27.96	225	0.13	9,973.16	3.48
Inventory Movement - Receipts						
0 to 3 Months	4,412	33.39	11,398	6.63	186,030.61	64.94
4 to 6 Months	2,282	17.27	848	0.49	33,450.82	11.67
7 to 12 Months	1,891	14.31	156,985	91.37	53,466.97	18.66
Over 12 Months	870	6.58	2,365	1.37	8,218.08	2.86
New Parts No Receipts	3,757	28.43	198	0.11	5,277.60	1.84
Outstanding Orders	364	2.75	576		103,848.22	
Stockorders	194	53.29	323	56.07	47,225.20	45.47
Supplemental Orders	1	0.27	1	0.17	153.00	0.14
Customer Orders	153	42.03	214	37.15	43,200.66	41.59
Backorders	31	8.51	38	6.59	13,269.36	12.77
Stockorder Backorders	16	4.39	22	3.81	10,211.35	9.83
Supplemntl Backorders						
Customer Backorders	15	4.12	16	2.77	3,058.01	2.94
Outstanding Forced Orders						

MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	2,400	18.16	80,590		469,292.91		10,736
Regular	2,400	100.00	80,589	99.99	469,285.31	99.99	10,735
No History	1	0.04	1	0.00	7.60	0.00	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	14	0.10	25		2,077.37		15
Return Sales	607	4.59	20,734		70,198.77		1,130
Regular	607	100.00	20,734	100.00	70,198.77	100.00	1,130
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,829	13.84	9,286		353,769.46		3,553
Stockorders	462	25.25	4,263	45.90	90,358.72	25.54	1,221
Supplemental Orders							
Customer Orders	1,542	84.30	5,023	54.09	263,410.74	74.45	2,332
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	775	5.86	2,168		41,051.24		857
Plus	562	72.51	1,000	46.12	71,091.78		607
Minus	213	27.48	1,168	53.87	-30,040.54		250
Factory Returns	31	0.23	38		-4,404.50		31
Net Appreciation	124	0.93	270	0.15	2,570.58		770
Positive	106	85.48	230	85.18	3,195.31		688
Negative	18	14.51	40	14.81	-624.73		82
Parts Updated With Cost	7	0.05	1		4.58		7
Parts With Comments	3						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			95		10,691.81		85
Lost Sales							
Return Sales			4		128.73		3

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 100

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	0.00		0.00		0.00
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Demand Filled from Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 100

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 100

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	6	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	6	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 101

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	1,338	18,081	2,583	27,174	2,265
Parts Pieces	7,433	56,320	8,046	98,389	8,199
Parts Cost	110,291.17	866,500.75	123,785.82	1,547,881.28	128,990.11
Parts With Negative OH	0.00	-29,682.43	-4,240.35	-45,491.98	-3,791.00
Core/Exchange	725.01	6,495.16	927.88	11,470.26	955.86
Gross Sales	188,469.85	1,208,310.92	172,615.85	2,224,067.81	185,338.98
Net Sales	159,011.44	1,001,079.03	143,011.29	1,807,090.88	150,590.91
Lost Sales	382.98	5,115.85	730.84	8,977.91	748.16
Outstanding Orders	25,706.02	277,832.91	39,690.42	425,396.07	35,449.67
Total Receipts	137,190.45	959,251.91	137,035.99	1,809,449.63	150,787.47
Customer Orders	75,315.78	472,063.55	67,437.65	867,558.31	72,296.53
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	6,488.74	4,160.07	594.30	15,955.30	1,329.61
Net Appreciation	1,641.82	7,557.95	1,079.71	8,790.21	732.52
NS Parts					
Number of Parts	142	9,320	1,331	12,131	1,011
Parts Pieces	23	480	69	768	64
Parts Cost	440.99	23,984.90	3,426.41	34,743.44	2,895.29
Gross Sales	32,055.65	237,259.62	33,894.23	442,279.17	36,856.60
Net Sales	29,386.17	218,632.31	31,233.19	388,011.59	32,334.30
Lost Sales	0.00	540.18	77.17	651.88	54.32
Outstanding Orders	15,382.09	160,545.13	22,935.02	192,260.54	16,021.71
Receipts	27,962.84	225,789.79	32,255.68	415,063.81	34,588.65
Inventory Movement - Sales					
0 to 3 Months	91,917.07	721,878.51	103,125.50	1,322,325.79	110,193.82
4 to 6 Months	11,644.82	73,413.13	10,487.59	120,301.01	10,025.08
7 to 12 Months	4,506.67	51,444.27	7,349.18	75,404.59	6,283.72
Over 12 Months	1,890.74	10,945.27	1,563.61	15,540.19	1,295.02
New Parts No Sales	331.87	8,819.57	1,259.94	14,309.70	1,192.48
Non-Productive Parts					
Excess Stock MNS < 12	19,090.91	161,068.82	23,009.83	328,646.85	27,387.24
Stock MNS > 11	2,730.80	17,267.77	2,466.82	22,886.44	1,907.20
NS Parts Not Sold	199.55	17,144.57	2,449.22	23,014.12	1,917.84
New Obsolescence					
Stock 9 Months	532.75	8,848.85	1,264.12	12,776.43	1,064.70
NS Parts 2 Months	0.00	4,391.52	627.36	6,196.14	516.35
Early Phase In					
NS Parts With YRSL > 2	3.95	2,486.13	355.16	3,821.74	318.48
True Turn	9.11		7.33		7.28
Purchase to Stock Ratio					
By Number of Parts	35.62		42.08		42.02
By Piece	55.54		59.88		70.83
By Cost	45.10		50.78		52.05
Sales Closing Ratio					
By Number of Parts	98.97		99.06		99.13
By Piece	99.94		99.91		99.88
By Cost	99.75		99.49		99.50
Demand Filled from Stock Ratio					
By Number of Parts	5.14		22.36		19.31
By Piece	59.87		61.65		71.60
By Cost	52.50		52.57		51.73
NS Parts Sales Efficiency	114.63		105.07		106.55

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 101

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	2,437	2,563	2,666	2,873	3,073	3,131
Parts Pieces	8,503	7,724	8,630	8,131	7,179	8,720
Parts Cost	131,736.68	127,865.88	128,089.96	122,618.12	121,364.44	124,534.50
Parts With Negative OH	-12,702.52	-7,054.46	-9,461.22	-321.12	-94.00	-49.11
Core/Exchange	1,180.04	1,045.05	890.01	965.02	905.00	785.03
Gross Sales	183,696.61	183,726.20	192,972.17	179,561.18	176,252.93	103,631.98
Net Sales	156,626.00	145,180.85	159,823.78	148,962.66	148,485.04	82,989.26
Lost Sales	298.50	679.11	1,419.43	1,216.34	156.97	962.52
Outstanding Orders	48,644.88	42,857.30	37,591.58	46,519.52	37,277.91	39,235.70
Total Receipts	140,177.18	145,057.38	152,260.57	142,340.48	152,309.41	89,916.44
Customer Orders	56,197.76	60,215.39	82,921.25	74,687.71	76,260.67	46,464.99
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	756.24	902.26	2,457.95	-1,095.30	-2,871.08	-2,478.74
Net Appreciation	1,277.72	2,085.48	1,920.07	215.07	417.79	0.00
NS Parts						
Number of Parts	1,178	1,295	1,394	1,620	1,809	1,882
Parts Pieces	70	71	78	86	74	78
Parts Cost	4,267.19	3,000.40	3,811.46	3,745.14	4,188.07	4,531.65
Gross Sales	53,628.48	34,127.47	32,931.53	30,918.87	38,289.69	15,307.93
Net Sales	51,415.18	28,999.55	31,716.47	27,386.84	35,550.76	14,177.34
Lost Sales	179.70	4.11	0.00	7.98	48.13	300.26
Outstanding Orders	28,160.42	16,043.50	16,063.18	31,594.29	24,648.92	28,652.73
Receipts	49,888.85	35,816.77	28,958.59	30,104.91	37,885.35	15,172.48
Inventory Movement - Sales						
0 to 3 Months	107,375.54	105,798.40	105,971.78	102,756.29	102,522.51	105,536.92
4 to 6 Months	14,225.95	11,192.19	9,297.92	7,692.62	9,303.11	10,056.52
7 to 12 Months	7,576.19	8,127.95	8,683.18	8,779.32	7,073.11	6,697.85
Over 12 Months	1,067.69	1,381.21	2,191.30	1,851.59	1,387.12	1,175.62
New Parts No Sales	1,491.31	1,366.13	1,945.78	1,538.30	1,078.59	1,067.59
Non-Productive Parts						
Excess Stock MNS < 12	32,681.19	28,153.19	25,407.63	19,204.58	17,835.22	18,696.10
Stock MNS > 11	1,244.81	2,446.20	2,643.01	3,569.82	3,151.30	1,481.83
NS Parts Not Sold	2,309.08	1,985.87	2,798.66	3,435.99	2,746.63	3,668.79
New Obsolescence						
Stock 9 Months	1,747.70	1,990.83	1,106.41	1,172.86	1,230.34	1,067.96
NS Parts 2 Months	1,063.50	307.66	779.70	807.41	49.88	1,383.37
Early Phase In						
NS Parts With YRSL > 2	1,368.20	232.28	235.50	268.25	195.86	182.09
True Turn	9.15	7.97	7.20	7.27	7.14	3.52
Purchase to Stock Ratio						
By Number of Parts	42.81	43.63	36.27	46.76	44.01	45.97
By Piece	89.51	77.41	54.83	52.38	48.74	40.45
By Cost	59.90	58.48	45.53	47.52	49.93	48.32
Sales Closing Ratio						
By Number of Parts	99.48	99.60	98.57	99.04	99.21	98.31
By Piece	99.93	99.94	99.89	99.87	99.94	99.84
By Cost	99.80	99.53	99.11	99.19	99.89	98.85
Demand Filled from Stock Ratio						
By Number of Parts	28.83	22.75	6.09	35.89	21.69	32.04
By Piece	90.18	79.89	57.25	56.37	53.98	18.83
By Cost	63.99	58.25	47.69	49.45	48.58	43.50
NS Parts Sales Efficiency	107.49	95.28	113.71	102.70	101.06	100.89

Sort Source: 101

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	17,624	1,293	1,784	1,860	1,990	2,166
Parts Pieces	9,099	7,827	7,812	8,172	9,276	8,982
Parts Cost	167,016.63	127,911.08	130,578.79	139,126.32	140,481.89	143,282.45
Parts With Negative OH	-28,379.76	-7,248.59	0.00	-35.79	-114.32	-8,410.85
Core/Exchange	2,043.03	785.00	785.00	1,040.03	1,190.03	1,175.04
Gross Sales	316,433.69	381,064.82	181,391.25	164,144.75	140,403.01	148,753.06
Net Sales	241,630.73	301,266.87	129,686.56	134,730.59	116,847.08	123,480.75
Lost Sales	460.04	305.26	3,315.58	169.32	71.90	0.00
Outstanding Orders	67,206.64	31,373.69	31,986.13	31,839.65	26,463.53	25,900.16
Total Receipts	274,230.70	335,600.49	135,158.68	143,818.00	114,015.21	121,605.34
Customer Orders	177,383.99	215,975.64	61,831.39	40,247.88	36,240.26	41,199.59
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-5,962.89	-1,340.94	6,198.28	2,740.92	4,548.10	-351.13
Net Appreciation	-118.40	228.37	37.90	143.57	349.74	472.68
NS Parts						
Number of Parts	15,187	34	515	612	731	919
Parts Pieces	621	23	52	71	60	82
Parts Cost	28,723.81	575.41	1,633.31	4,022.87	1,862.76	2,664.19
Gross Sales	101,609.99	102,600.61	30,508.18	19,646.58	23,627.28	28,636.90
Net Sales	79,820.11	81,596.28	23,482.48	16,857.62	22,367.34	25,075.56
Lost Sales	67.82	68.58	0.00	0.00	43.12	0.00
Outstanding Orders	34,077.08	4,086.84	4,554.89	5,417.53	6,515.63	11,140.52
Receipts	95,107.64	99,020.65	29,319.18	19,954.49	21,025.27	19,954.43
Inventory Movement - Sales						
0 to 3 Months	134,152.40	116,314.19	115,661.78	120,869.84	123,505.71	124,095.76
4 to 6 Months	11,829.71	6,649.65	8,942.97	10,745.37	10,436.33	10,113.56
7 to 12 Months	10,170.57	3,984.77	4,235.19	3,819.02	4,945.14	6,976.20
Over 12 Months	5,235.48	837.29	1,385.23	627.46	750.07	994.87
New Parts No Sales	5,628.47	125.18	353.62	3,064.63	844.64	1,102.06
Non-Productive Parts						
Excess Stock MNS < 12	34,982.93	26,002.66	31,070.66	40,052.79	35,954.81	34,497.11
Stock MNS > 11	2,302.77	841.84	1,742.80	860.30	965.20	1,208.53
NS Parts Not Sold	17,143.51	510.92	573.21	1,399.71	1,492.94	1,892.77
New Obsolescence						
Stock 9 Months	1,392.88	1,097.89	462.87	592.42	1,134.76	639.64
NS Parts 2 Months	5,307.87	63.31	64.49	810.94	496.06	369.82
Early Phase In						
NS Parts With YRSL > 2	2,908.50	2.20	852.69	242.16	124.91	113.65
True Turn	4.62	8.00	6.24	8.15	6.89	6.89
Purchase to Stock Ratio						
By Number of Parts	17.86	44.06	31.03	47.05	47.76	44.04
By Piece	58.16	68.29	81.16	86.19	93.10	90.64
By Cost	35.31	35.64	54.25	72.01	68.21	66.12
Sales Closing Ratio						
By Number of Parts	99.12	97.77	99.45	99.33	99.15	100.00
By Piece	99.68	99.69	99.83	99.91	99.91	100.00
By Cost	99.80	99.89	97.50	99.87	99.93	100.00
Demand Filled from Stock Ratio						
By Number of Parts	-2.18	-1.94	-8.64	21.15	35.02	27.96
By Piece	48.13	68.01	81.42	87.13	92.42	91.08
By Cost	26.53	28.28	51.01	70.03	68.94	66.63
NS Parts Sales Efficiency	106.83	103.61	104.05	98.45	112.37	143.51

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ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 102

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	114	805	115	1,425	119
Parts Pieces	160,303	800,806	114,401	1,576,598	131,383
Parts Cost	39,986.79	220,327.72	31,475.39	420,142.49	35,011.87
Parts With Negative OH	0.00	-4.14	-.59	-55.60	-4.63
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	19,755.62	95,969.56	13,709.94	158,536.47	13,211.37
Net Sales	15,103.20	75,801.80	10,828.83	124,708.47	10,392.37
Lost Sales	59.11	225.04	32.15	307.14	25.60
Outstanding Orders	746.27	1,513.71	216.24	5,002.94	416.91
Total Receipts	4,424.62	34,045.96	4,863.71	96,255.40	8,021.28
Customer Orders	1,370.06	7,113.78	1,016.25	8,106.52	675.54
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	4.78	44,489.22	6,355.60	48,918.17	4,076.51
Net Appreciation	8.94	582.36	83.19	602.97	50.25
NS Parts					
Number of Parts	0	0	0	4	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	78.00	6.50
Inventory Movement - Sales					
0 to 3 Months	37,146.11	201,388.36	28,769.77	390,432.76	32,536.06
4 to 6 Months	387.06	4,072.42	581.77	6,626.65	552.22
7 to 12 Months	822.83	4,191.20	598.74	5,407.88	450.66
Over 12 Months	1,076.99	6,799.14	971.31	11,583.40	965.28
New Parts No Sales	553.80	3,876.60	553.80	6,091.80	507.65
Non-Productive Parts					
Excess Stock MNS < 12	28,574.98	135,702.80	19,386.11	279,417.92	23,284.83
Stock MNS > 11	1,084.20	7,036.36	1,005.19	11,862.04	988.50
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	1,557.40	222.49	1,619.88	134.99
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	4.12		3.74		3.33
Purchase to Stock Ratio					
By Number of Parts	43.47		72.88		81.03
By Piece	56.30		53.18		98.08
By Cost	69.03		79.10		91.57
Sales Closing Ratio					
By Number of Parts	94.73		97.51		98.22
By Piece	99.99		99.95		99.96
By Cost	99.61		99.70		99.75
Demand Filled from Stock Ratio					
By Number of Parts	26.31		70.21		78.65
By Piece	99.68		98.16		98.76
By Cost	90.57		90.34		93.26
NS Parts Sales Efficiency	0.00		0.00		0.00

Sort Source: 102

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	119	117	115	113	113	114
Parts Pieces	132,791	123,218	103,119	59,745	11,918	209,712
Parts Cost	36,172.57	33,644.33	29,709.31	20,048.94	10,129.86	50,635.92
Parts With Negative OH	-4.14	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	8,072.17	8,025.54	12,036.46	17,787.01	20,668.77	9,623.99
Net Sales	6,787.71	6,808.70	10,038.52	14,100.25	15,228.16	7,735.26
Lost Sales	0.00	0.00	0.00	0.00	127.16	38.77
Outstanding Orders	158.52	181.04	37.44	87.44	0.00	303.00
Total Receipts	6,465.86	4,253.82	4,806.95	4,687.59	5,177.18	4,229.94
Customer Orders	513.23	376.38	653.54	608.95	672.10	2,919.52
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-39.46	-134.84	1,360.41	-297.01	46.59	43,548.75
Net Appreciation	400.62	198.88	-63.84	37.76	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	33,427.96	30,843.34	27,028.13	17,387.94	7,539.52	48,015.36
4 to 6 Months	1,018.78	1,024.72	995.12	263.79	193.13	189.82
7 to 12 Months	285.06	332.23	233.08	948.55	767.96	801.49
Over 12 Months	886.97	890.24	899.18	894.86	1,075.45	1,075.45
New Parts No Sales	553.80	553.80	553.80	553.80	553.80	553.80
Non-Productive Parts						
Excess Stock MNS < 12	22,642.46	19,909.09	16,147.19	8,136.58	1,869.57	38,422.93
Stock MNS > 11	886.97	894.38	944.46	1,075.45	1,075.45	1,075.45
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	235.64	0.00	0.00	7.21	553.80	760.75
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	2.08	2.29	3.79	8.08	17.24	1.14
Purchase to Stock Ratio						
By Number of Parts	81.81	82.97	82.05	85.71	75.00	60.60
By Piece	97.20	94.10	80.16	82.75	77.80	2.31
By Cost	92.06	91.15	86.40	87.00	87.01	30.97
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	93.02	93.75
By Piece	100.00	100.00	100.00	100.00	99.98	99.61
By Cost	100.00	100.00	100.00	100.00	99.17	99.50
Demand Filled from Stock Ratio						
By Number of Parts	80.00	84.61	82.50	86.48	69.76	53.12
By Piece	98.86	99.77	99.69	99.84	99.82	86.01
By Cost	92.43	94.47	93.48	95.68	94.79	61.94
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 102

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	141	125	127	126	121	121
Parts Pieces	49,600	187,716	160,393	148,915	141,873	136,895
Parts Cost	18,679.04	45,212.83	40,992.68	39,400.07	38,080.07	36,129.12
Parts With Negative OH	0.00	0.00	0.00	-51.46	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	18,791.05	18,841.07	14,348.74	12,024.44	9,962.70	7,389.96
Net Sales	14,351.99	14,499.23	11,222.77	9,424.57	7,974.91	5,785.19
Lost Sales	0.00	23.29	58.81	0.00	0.00	0.00
Outstanding Orders	199.27	605.96	523.11	1,972.32	163.82	224.02
Total Receipts	22,281.41	40,891.45	4,375.72	6,244.75	6,677.98	4,019.54
Customer Orders	402.02	224.05	284.20	332.61	13.08	138.80
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	235.24	2,626.67	1,530.63	221.71	-185.30
Net Appreciation	9.41	9.96	0.23	7.80	2.62	0.00
NS Parts						
Number of Parts	4	1	1	1	1	0
Parts Pieces	2	0	0	0	0	0
Parts Cost	94.15	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	78.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	17,823.32	44,059.93	38,540.14	36,754.32	35,840.24	33,849.77
4 to 6 Months	209.50	527.52	624.93	782.59	495.62	123.57
7 to 12 Months	154.78	73.01	29.62	95.60	303.44	715.01
Over 12 Months	491.44	552.37	1,244.19	1,213.76	886.97	886.97
New Parts No Sales	0.00	0.00	553.80	553.80	553.80	553.80
Non-Productive Parts						
Excess Stock MNS < 12	10,833.64	36,846.58	31,989.48	27,653.73	24,536.38	22,688.95
Stock MNS > 11	550.40	593.79	1,244.19	1,213.76	886.97	886.97
NS Parts Not Sold	94.15	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	4.78	8.28	4.14	45.28
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	8.96	3.79	3.20	2.77	2.51	1.88
Purchase to Stock Ratio						
By Number of Parts	71.87	91.11	83.33	93.33	93.61	90.90
By Piece	99.95	99.99	98.52	95.40	99.89	98.55
By Cost	98.19	99.45	93.50	94.67	99.80	96.54
Sales Closing Ratio						
By Number of Parts	100.00	97.56	97.56	100.00	100.00	100.00
By Piece	100.00	99.99	99.99	100.00	100.00	100.00
By Cost	100.00	99.83	99.47	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	74.28	87.80	80.48	92.85	93.18	90.47
By Piece	99.92	99.97	99.92	99.86	99.96	99.90
By Cost	97.19	98.29	96.95	96.47	99.83	97.60
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 103

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	135	936	134	1,627	136
Parts Pieces	1,534	10,376	1,482	17,244	1,437
Parts Cost	3,755.72	25,998.67	3,714.10	42,284.60	3,523.72
Parts With Negative OH	0.00	-12.95	-1.85	-12.96	-1.08
Core/Exchange	29.95	329.45	47.06	329.45	27.45
Gross Sales	1,752.02	9,220.17	1,317.17	15,346.13	1,278.84
Net Sales	1,596.20	8,259.78	1,179.97	14,047.59	1,170.63
Lost Sales	0.00	8.95	1.28	8.95	0.75
Outstanding Orders	0.18	1.50	0.21	1.98	0.17
Total Receipts	0.00	3,148.70	449.81	3,746.39	312.20
Customer Orders	0.00	3,087.32	441.05	3,577.74	298.15
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-23.01	6,457.50	922.50	8,573.67	714.47
Net Appreciation	0.00	-341.84	-48.83	-2,234.58	-186.22
NS Parts					
Number of Parts	9	64	9	119	10
Parts Pieces	22	119	17	561	47
Parts Cost	55.27	544.76	77.82	4,225.34	352.11
Gross Sales	0.00	455.72	65.10	824.49	68.71
Net Sales	0.00	125.50	17.93	494.27	41.19
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.12	0.01
Receipts	0.00	23.91	3.42	71.71	5.98
Inventory Movement - Sales					
0 to 3 Months	2,995.33	19,066.01	2,723.72	30,617.57	2,551.46
4 to 6 Months	87.27	1,856.72	265.25	3,158.06	263.17
7 to 12 Months	150.53	1,345.75	192.25	2,151.45	179.29
Over 12 Months	480.28	3,217.20	459.60	5,621.99	468.50
New Parts No Sales	42.31	512.99	73.28	735.53	61.29
Non-Productive Parts					
Excess Stock MNS < 12	1,460.10	10,975.35	1,567.91	16,929.44	1,410.79
Stock MNS > 11	480.28	3,376.59	482.37	5,858.83	488.24
NS Parts Not Sold	55.27	520.85	74.41	3,985.79	332.15
New Obsolescence					
Stock 9 Months	15.34	234.37	33.48	340.11	28.34
NS Parts 2 Months	0.00	23.91	3.42	126.08	10.51
Early Phase In					
NS Parts With YRSL > 2	0.00	12.95	1.85	3,458.76	288.23
True Turn	5.10		2.39		2.97
Purchase to Stock Ratio					
By Number of Parts	0.00		7.69		17.18
By Piece	0.00		0.47		9.67
By Cost	0.00		1.94		4.50
Sales Closing Ratio					
By Number of Parts	100.00		98.82		99.35
By Piece	100.00		99.89		99.93
By Cost	100.00		99.89		99.93
Demand Filled from Stock Ratio					
By Number of Parts	100.00		70.58		65.38
By Piece	100.00		54.62		69.47
By Cost	100.00		62.55		74.48
NS Parts Sales Efficiency	0.00		1905.98		1149.75

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 103

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	134	134	133	132	133	135
Parts Pieces	1,445	1,363	1,528	1,467	1,345	1,694
Parts Cost	3,668.95	2,880.47	4,245.59	3,653.15	2,439.50	5,355.29
Parts With Negative OH	0.00	0.00	0.00	0.00	-12.95	0.00
Core/Exchange	0.00	59.90	59.90	59.90	59.90	59.90
Gross Sales	1,784.20	1,180.21	1,207.30	1,052.84	1,270.78	972.82
Net Sales	1,247.88	1,153.36	1,159.94	1,025.97	1,229.43	847.00
Lost Sales	0.00	0.00	8.95	0.00	0.00	0.00
Outstanding Orders	0.12	0.12	0.12	0.36	0.48	0.12
Total Receipts	61.37	265.29	2,685.06	136.37	0.25	0.36
Customer Orders	0.00	265.29	2,685.06	136.37	0.24	0.36
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	2,685.00	0.01	-160.00	180.00	0.00	3,775.50
Net Appreciation	0.00	0.00	0.00	117.16	-470.88	11.88
NS Parts						
Number of Parts	8	9	9	9	10	10
Parts Pieces	11	13	13	13	24	23
Parts Cost	66.10	90.00	90.00	94.00	81.17	68.22
Gross Sales	330.21	99.59	0.00	0.00	12.97	12.95
Net Sales	0.00	99.59	0.00	0.00	12.96	12.95
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	23.90	0.00	0.00	0.01	0.00
Inventory Movement - Sales						
0 to 3 Months	2,780.00	1,934.10	3,089.12	2,546.29	1,258.33	4,462.84
4 to 6 Months	249.07	285.39	451.09	323.78	382.76	77.36
7 to 12 Months	139.71	139.71	193.68	238.83	254.05	229.24
Over 12 Months	434.07	434.19	424.62	450.25	476.15	517.64
New Parts No Sales	66.10	87.08	87.08	94.00	68.21	68.21
Non-Productive Parts						
Excess Stock MNS < 12	1,030.71	1,133.36	1,991.76	1,305.13	1,094.79	2,959.50
Stock MNS > 11	434.07	455.17	435.57	476.15	525.91	569.44
NS Parts Not Sold	66.10	66.10	90.00	94.00	81.16	68.22
New Obsolescence						
Stock 9 Months	20.98	44.84	41.96	0.00	87.25	24.00
NS Parts 2 Months	0.00	0.00	23.90	0.00	0.00	0.01
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	12.95
True Turn	4.08	3.70	-4.31	2.92	6.05	1.90
Purchase to Stock Ratio						
By Number of Parts	100.00	0.00	0.00	0.00	50.00	0.00
By Piece	100.00	0.00	0.00	0.00	4.00	0.00
By Cost	100.00	0.00	0.00	0.00	4.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	90.90	100.00	100.00	100.00
By Piece	100.00	100.00	99.26	100.00	100.00	100.00
By Cost	100.00	100.00	99.23	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	-30.00	72.72	30.00	90.90	93.33
By Piece	100.00	69.16	-125.73	88.18	85.00	62.50
By Cost	100.00	76.99	-130.47	86.70	99.98	99.95
NS Parts Sales Efficiency	0.00	416.69	0.00	0.00	129700.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 103

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	176	135	143	145	135	133
Parts Pieces	1,568	1,301	1,385	1,500	1,402	1,280
Parts Cost	5,643.18	3,024.47	3,367.25	4,504.41	3,219.34	2,170.46
Parts With Negative OH	-2.03	-.01	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	1,067.26	1,253.40	955.54	1,474.98	1,268.53	1,173.51
Net Sales	952.03	1,162.20	880.89	1,411.21	1,213.70	1,119.81
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.12	0.12	0.12	0.12
Total Receipts	3,831.33	117.67	2.12	299.56	0.01	178.33
Customer Orders	230.78	10.52	2.00	299.56	0.01	178.33
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-.17	0.00	-25.45	2,249.07	-.05	-107.40
Net Appreciation	-2,199.27	0.00	-1,233.22	-188.65	-470.87	0.00
NS Parts						
Number of Parts	4	0	9	32	7	7
Parts Pieces	278	0	12	385	23	22
Parts Cost	2,479.16	0.00	0.12	3,536.09	78.16	66.21
Gross Sales	561.00	17.90	0.00	326.97	11.95	11.95
Net Sales	543.10	17.90	0.00	326.97	11.95	11.95
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.12	0.00	0.00
Receipts	2,685.00	0.00	0.00	47.80	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	4,507.57	1,786.41	2,321.33	3,585.18	2,471.33	1,387.31
4 to 6 Months	435.93	543.66	309.53	228.54	102.70	116.91
7 to 12 Months	164.19	168.79	229.62	99.01	142.21	166.07
Over 12 Months	535.49	525.61	506.65	501.57	436.89	434.07
New Parts No Sales	0.00	0.00	0.12	90.11	66.21	66.10
Non-Productive Parts						
Excess Stock MNS < 12	2,075.00	1,926.70	1,584.39	187.83	1,120.52	1,134.65
Stock MNS > 11	540.43	525.66	556.65	508.10	457.87	433.96
NS Parts Not Sold	0.01	0.00	0.12	3,320.45	78.16	66.21
New Obsolescence						
Stock 9 Months	31.03	26.39	21.92	25.50	20.98	10.95
NS Parts 2 Months	0.00	0.00	0.00	66.32	35.85	0.00
Early Phase In						
NS Parts With YRSL > 2	2,479.15	0.00	0.00	3,445.81	0.00	0.00
True Turn	1.53	4.57	3.13	2.96	4.52	5.21
Purchase to Stock Ratio						
By Number of Parts	26.66	80.00	50.00	0.00	0.00	0.00
By Piece	93.92	90.00	92.30	0.00	0.00	0.00
By Cost	93.97	91.05	5.66	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	84.61	91.66	-12.50	93.33	53.33
By Piece	81.35	96.72	98.80	81.57	99.22	86.61
By Cost	75.75	99.09	99.77	78.77	99.99	84.07
NS Parts Sales Efficiency	20.89	0.00	0.00	684.03	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 105

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	12	82	12	137	11
Parts Pieces	63	466	67	814	68
Parts Cost	6,985.37	52,172.54	7,453.22	88,070.00	7,339.17
Parts With Negative OH	0.00	0.00	0.00	-1,376.28	-114.69
Core/Exchange	1,008.00	7,456.00	1,065.14	13,024.00	1,085.33
Gross Sales	9,228.55	48,243.60	6,891.94	86,175.64	7,181.30
Net Sales	8,049.20	45,248.54	6,464.08	80,187.74	6,682.31
Lost Sales	0.00	0.00	0.00	87.82	7.32
Outstanding Orders	0.00	8,277.59	1,182.51	16,612.57	1,384.38
Total Receipts	9,355.29	47,223.70	6,746.24	80,506.54	6,708.88
Customer Orders	9,355.29	32,229.37	4,604.20	38,580.53	3,215.04
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-893.56	-637.37	-91.05	-746.56	-62.21
Net Appreciation	158.43	158.43	22.63	158.43	13.20
NS Parts					
Number of Parts	0	0	0	10	1
Parts Pieces	0	0	0	62	5
Parts Cost	0.00	0.00	0.00	6,208.85	517.40
Gross Sales	0.00	0.00	0.00	1,582.81	131.90
Net Sales	0.00	0.00	0.00	1,319.35	109.95
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	3,231.23	269.27
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	6,985.37	51,997.48	7,428.21	87,718.20	7,309.85
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	176.74	14.73
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	175.06	25.01	175.06	14.59
Non-Productive Parts					
Excess Stock MNS < 12	422.70	12,252.89	1,750.41	16,828.75	1,402.40
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	6,120.48	510.04
True Turn	-2.24		2.99		5.67
Purchase to Stock Ratio					
By Number of Parts	0.00		12.69		36.73
By Piece	0.00		30.53		52.05
By Cost	0.00		31.75		52.07
Sales Closing Ratio					
By Number of Parts	100.00		100.00		98.79
By Piece	100.00		100.00		99.86
By Cost	100.00		100.00		99.89
Demand Filled from Stock Ratio					
By Number of Parts	-83.33		-5.76		24.09
By Piece	-17.80		29.38		52.17
By Cost	-16.22		28.77		51.83
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 105

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	11	11	12	12	12	12
Parts Pieces	64	81	65	68	69	56
Parts Cost	7,025.57	9,181.16	7,567.53	7,358.42	7,656.23	6,398.26
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	1,024.00	1,296.00	1,040.00	1,088.00	1,104.00	896.00
Gross Sales	8,755.73	6,717.53	6,748.75	6,851.38	6,048.06	3,893.60
Net Sales	8,373.97	6,365.50	6,385.09	6,584.84	5,596.34	3,893.60
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	3,771.17	896.35	2,577.00	1,033.07	0.00	0.00
Total Receipts	9,188.09	8,521.09	5,257.60	6,370.31	5,895.69	2,635.63
Customer Orders	1,623.64	2,525.37	3,823.44	6,370.31	5,895.69	2,635.63
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	738.45	0.00	-486.14	5.42	-1.54	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	7,025.57	9,181.16	7,392.47	7,358.42	7,656.23	6,398.26
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	175.06	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	3,528.30	2,958.45	2,689.74	1,308.40	702.08	643.22
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	11.53	5.02	4.06	0.35	-.47	2.36
Purchase to Stock Ratio						
By Number of Parts	66.66	22.22	0.00	0.00	0.00	0.00
By Piece	86.84	72.15	17.39	0.00	0.00	0.00
By Cost	82.32	70.36	27.27	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	66.66	-16.66	-28.57	11.11	-28.57	0.00
By Piece	87.01	64.51	35.59	-4.83	-2.00	33.33
By Cost	80.61	60.32	40.11	3.25	-5.34	32.30
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 105

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	11	11	11	11	11	11
Parts Pieces	70	74	68	64	78	64
Parts Cost	7,261.77	8,076.65	7,128.19	6,549.53	7,929.79	6,213.30
Parts With Negative OH	0.00	0.00	0.00	-121.39	-537.81	-717.08
Core/Exchange	1,120.00	1,184.00	1,088.00	1,024.00	1,248.00	1,024.00
Gross Sales	7,657.74	8,360.39	8,084.34	7,154.50	7,360.68	6,972.13
Net Sales	7,227.21	7,785.52	7,639.82	6,502.65	6,645.44	6,365.77
Lost Sales	0.00	0.00	0.00	87.82	0.00	0.00
Outstanding Orders	2,477.50	0.00	358.54	3,231.23	1,782.19	2,963.02
Total Receipts	6,882.53	8,600.40	6,691.36	5,911.79	7,609.28	4,470.01
Customer Orders	738.14	6,351.16	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-109.19	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	10	0	0
Parts Pieces	0	0	0	62	0	0
Parts Cost	0.00	0.00	0.00	6,208.85	0.00	0.00
Gross Sales	0.00	0.00	0.00	1,582.81	0.00	0.00
Net Sales	0.00	0.00	0.00	1,319.35	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	3,231.23	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	7,173.40	7,988.28	7,039.82	6,549.53	7,929.79	6,213.30
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	88.37	88.37	88.37	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	4,180.65	1,884.41	341.75	170.34	1,259.90	919.46
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	88.37	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	6,120.48	0.00	0.00
True Turn	10.72	2.13	12.86	11.91	10.06	12.29
Purchase to Stock Ratio						
By Number of Parts	80.00	22.22	100.00	100.00	100.00	100.00
By Piece	91.93	23.17	100.00	100.00	100.00	100.00
By Cost	89.27	26.15	100.00	100.00	100.00	100.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	87.50	100.00	100.00
By Piece	100.00	100.00	100.00	98.43	100.00	100.00
By Cost	100.00	100.00	100.00	98.66	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	66.66	-40.00	100.00	87.50	100.00	100.00
By Piece	92.42	19.23	100.00	98.43	100.00	100.00
By Cost	89.78	18.42	100.00	98.66	100.00	100.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 111

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	191	1,067	152	1,550	129
Parts Pieces	372	2,628	375	4,924	410
Parts Cost	34,098.27	227,002.38	32,428.91	402,286.54	33,523.88
Parts With Negative OH	0.00	-5,633.55	-804.79	-13,206.75	-1,100.56
Core/Exchange	2.30	2.30	0.33	2.30	0.19
Gross Sales	40,013.22	217,937.19	31,133.88	368,963.16	30,746.93
Net Sales	36,298.64	198,518.95	28,359.85	340,094.86	28,341.24
Lost Sales	0.00	109.80	15.69	109.80	9.15
Outstanding Orders	2,885.48	26,274.30	3,753.47	62,172.99	5,181.08
Total Receipts	44,453.24	200,156.09	28,593.73	344,669.26	28,722.44
Customer Orders	31,207.34	127,581.04	18,225.86	186,447.63	15,537.30
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-3,610.54	803.20	114.74	-1,804.25	-150.35
Net Appreciation	22.50	953.77	136.25	953.77	79.48
NS Parts					
Number of Parts	108	527	75	719	60
Parts Pieces	19	111	16	202	17
Parts Cost	2,596.39	17,681.79	2,525.97	32,821.64	2,735.14
Gross Sales	1,975.57	9,272.86	1,324.69	16,126.80	1,343.90
Net Sales	1,137.77	7,701.66	1,100.24	13,749.66	1,145.81
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	163.74	9,508.46	1,358.35	14,288.25	1,190.69
Receipts	2,364.44	12,470.89	1,781.56	18,931.62	1,577.64
Inventory Movement - Sales					
0 to 3 Months	28,200.58	183,808.25	26,258.32	336,408.05	28,034.00
4 to 6 Months	237.80	11,220.64	1,602.95	21,736.22	1,811.35
7 to 12 Months	3,218.20	14,255.80	2,036.54	18,166.78	1,513.90
Over 12 Months	933.50	4,200.60	600.09	4,490.03	374.17
New Parts No Sales	1,508.19	13,517.09	1,931.01	21,485.46	1,790.46
Non-Productive Parts					
Excess Stock MNS < 12	10,060.40	77,473.63	11,067.66	157,431.42	13,119.29
Stock MNS > 11	933.50	3,899.90	557.13	4,189.33	349.11
NS Parts Not Sold	1,819.39	15,290.90	2,184.41	28,291.38	2,357.62
New Obsolescence					
Stock 9 Months	66.60	1,844.30	263.47	2,078.30	173.19
NS Parts 2 Months	326.30	2,304.95	329.28	2,676.19	223.02
Early Phase In					
NS Parts With YRSL > 2	0.00	783.38	111.91	3,239.69	269.97
True Turn	1.79		3.75		4.58
Purchase to Stock Ratio					
By Number of Parts	4.25		18.98		21.47
By Piece	33.84		36.98		47.24
By Cost	29.79		36.25		45.90
Sales Closing Ratio					
By Number of Parts	100.00		99.56		99.74
By Piece	100.00		99.95		99.97
By Cost	100.00		99.94		99.96
Demand Filled from Stock Ratio					
By Number of Parts	-9.75		-4.80		-.50
By Piece	15.55		36.83		47.17
By Cost	14.02		35.71		45.16
NS Parts Sales Efficiency	83.55		74.35		85.18

Sort Source: 111

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	128	135	140	154	160	159
Parts Pieces	379	361	398	376	390	352
Parts Cost	29,845.62	29,387.61	35,188.75	32,981.65	34,556.79	30,943.69
Parts With Negative OH	-4,392.00	-991.80	0.00	-249.75	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	31,788.90	30,301.77	31,527.15	30,564.87	34,435.13	19,306.15
Net Sales	27,216.84	28,916.26	29,637.66	27,007.97	31,373.83	18,067.75
Lost Sales	0.00	109.80	0.00	0.00	0.00	0.00
Outstanding Orders	12,972.48	5,871.80	576.70	1,107.74	624.20	2,235.90
Total Receipts	19,002.49	32,094.25	32,305.56	23,885.12	34,239.08	14,176.35
Customer Orders	3,792.32	10,070.76	24,624.11	17,621.32	28,502.44	11,762.75
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-108.00	-120.00	3,332.70	-73.50	90.34	1,292.20
Net Appreciation	0.00	0.00	901.97	0.00	29.30	0.00
NS Parts						
Number of Parts	59	68	64	73	78	77
Parts Pieces	14	22	17	14	14	11
Parts Cost	2,251.56	3,274.56	2,964.15	2,596.15	2,453.89	1,545.09
Gross Sales	2,243.69	659.44	1,386.76	1,634.12	1,015.68	357.60
Net Sales	1,769.89	659.44	1,386.76	1,399.02	991.18	357.60
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	4,487.58	4,130.00	153.00	241.74	153.00	179.40
Receipts	1,639.45	1,682.44	4,570.76	865.02	991.18	357.60
Inventory Movement - Sales						
0 to 3 Months	25,619.44	24,308.63	28,282.70	25,706.70	27,419.00	24,271.20
4 to 6 Months	1,542.08	1,005.56	2,504.00	2,607.90	2,417.90	905.40
7 to 12 Months	1,444.44	1,498.76	1,541.90	1,826.40	1,740.00	2,986.10
Over 12 Months	0.00	234.00	238.80	238.80	1,377.20	1,178.30
New Parts No Sales	1,239.66	2,340.66	2,621.35	2,601.85	1,602.69	1,602.69
Non-Productive Parts						
Excess Stock MNS < 12	13,700.15	12,143.28	12,365.00	9,318.50	11,187.25	8,699.05
Stock MNS > 11	234.00	234.00	238.80	238.80	725.50	1,295.30
NS Parts Not Sold	1,838.17	2,098.56	2,964.15	2,596.15	2,429.39	1,545.09
New Obsolescence						
Stock 9 Months	39.00	282.00	117.00	614.40	358.10	367.20
NS Parts 2 Months	173.17	260.39	1,433.25	0.00	10.74	101.10
Early Phase In						
NS Parts With YRSL > 2	413.39	260.39	109.60	0.00	0.00	0.00
True Turn	9.42	7.70	1.71	3.42	1.00	2.45
Purchase to Stock Ratio						
By Number of Parts	37.50	37.83	16.21	10.63	13.95	13.88
By Piece	82.97	67.19	15.30	28.66	18.87	21.08
By Cost	80.04	68.62	23.77	26.22	16.75	17.02
Sales Closing Ratio						
By Number of Parts	100.00	96.55	100.00	100.00	100.00	100.00
By Piece	100.00	99.72	100.00	100.00	100.00	100.00
By Cost	100.00	99.62	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	3.22	17.24	-24.00	2.32	-19.35	-6.89
By Piece	88.13	65.76	13.16	34.48	11.26	34.23
By Cost	86.06	64.92	16.91	34.75	9.15	34.89
NS Parts Sales Efficiency	136.85	39.19	30.33	188.91	102.47	100.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 111

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	393	74	90	89	112	118
Parts Pieces	484	485	490	439	435	447
Parts Cost	37,955.55	35,683.86	39,172.84	33,232.71	32,983.82	34,210.93
Parts With Negative OH	-1,803.25	-6,597.00	0.00	-78.00	-239.40	-658.80
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	27,313.29	30,221.92	28,363.98	32,359.46	37,006.44	23,074.17
Net Sales	26,550.32	27,628.70	26,638.15	31,227.38	34,353.08	21,728.60
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	15,253.83	20,812.95	2,619.75	2,890.84	1,477.96	8,097.19
Total Receipts	16,913.31	23,406.03	37,628.04	27,916.16	33,600.79	21,962.15
Customer Orders	11,037.79	18,390.06	24,939.73	2,693.50	8,593.64	4,249.66
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	19,569.49	0.00	414.00	-3,285.45	264.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	313	21	36	35	45	55
Parts Pieces	37	19	20	20	15	17
Parts Cost	6,598.26	3,738.00	3,410.93	3,047.24	2,310.44	2,633.24
Gross Sales	301.80	1,394.79	752.10	1,027.67	2,157.28	1,522.10
Net Sales	301.80	1,320.39	654.23	781.00	2,157.28	1,135.10
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	389.40	4,390.39
Receipts	698.57	1,055.10	1,259.48	264.00	2,354.08	1,528.07
Inventory Movement - Sales						
0 to 3 Months	33,931.16	31,779.06	33,435.10	27,707.61	29,505.96	30,172.07
4 to 6 Months	649.03	1,441.74	3,412.44	3,505.44	1,203.20	952.76
7 to 12 Months	455.10	234.00	468.54	387.00	1,110.00	1,711.44
Over 12 Months	474.60	74.40	215.03	0.00	0.00	0.00
New Parts No Sales	2,445.66	2,154.66	1,641.73	1,632.66	1,164.66	1,374.66
Non-Productive Parts						
Excess Stock MNS < 12	24,262.74	20,570.94	18,324.01	15,447.72	13,017.48	12,597.64
Stock MNS > 11	474.60	74.40	215.03	0.00	0.00	0.00
NS Parts Not Sold	5,641.09	3,738.00	2,070.00	2,982.00	2,174.24	2,036.24
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	234.00	0.00	0.00
NS Parts 2 Months	1,233.00	0.00	0.00	306.00	65.24	0.00
Early Phase In						
NS Parts With YRSL > 2	1,953.00	873.00	318.83	587.24	371.24	306.00
True Turn	4.90	3.11	0.52	10.30	9.37	6.13
Purchase to Stock Ratio						
By Number of Parts	15.38	4.34	13.33	41.17	15.78	44.89
By Piece	25.48	22.75	37.31	91.66	77.65	84.41
By Cost	34.73	21.43	33.72	90.35	74.42	80.65
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	21.42	-120.00	-5.40	31.03	4.00	30.76
By Piece	49.83	28.05	24.32	92.54	78.14	84.23
By Cost	58.42	33.43	6.37	91.37	74.98	80.44
NS Parts Sales Efficiency	43.20	132.19	59.71	389.26	91.64	99.60

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 112

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	1	7	1	13	1
Parts Pieces	1	7	1	13	1
Parts Cost	7.50	52.50	7.50	157.72	13.14
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00
Over 12 Months	7.50	52.50	7.50	157.72	13.14
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	7.50	52.50	7.50	157.72	13.14
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	0.00		0.00		0.00
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Demand Filled from Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 112

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	1	1	1	1	1	1
Parts Pieces	1	1	1	1	1	1
Parts Cost	7.50	7.50	7.50	7.50	7.50	7.50
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	7.50	7.50	7.50	7.50	7.50	7.50
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	7.50	7.50	7.50	7.50	7.50	7.50
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

Sort Source: 112

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	3	2	1	1	1	1
Parts Pieces	3	2	1	1	1	1
Parts Cost	220.78	75.22	7.50	7.50	7.50	7.50
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	2.85	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	220.78	75.22	7.50	7.50	7.50	7.50
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	220.78	75.22	7.50	7.50	7.50	7.50
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 113

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	1	7	1	13	1
Parts Pieces	1	7	1	12	1
Parts Cost	0.01	0.07	0.01	6.74	0.56
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-3.32	-.28
Net Appreciation	0.00	0.00	0.00	-142.70	-11.89
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.01	0.07	0.01	6.74	0.56
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.01	0.07	0.01	6.74	0.56
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	0.00		0.00		0.00
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Demand Filled from Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
NS Parts Sales Efficiency	0.00		0.00		0.00

Sort Source: 113

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	1	1	1	1	1	1
Parts Pieces	1	1	1	1	1	1
Parts Cost	0.01	0.01	0.01	0.01	0.01	0.01
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.01	0.01	0.01	0.01	0.01	0.01
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.01	0.01	0.01	0.01	0.01	0.01
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

Sort Source: 113

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	2	1	1	2	1	1
Parts Pieces	1	1	1	1	1	1
Parts Cost	3.32	3.32	3.32	0.01	0.01	0.01
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-3.32	0.00	0.00
Net Appreciation	0.00	0.00	0.00	-142.70	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	3.32	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	3.32	3.32	0.01	0.01	0.01
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	3.32	3.32	3.32	0.01	0.01	0.01
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 115

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	11,181	65,174	9,311	135,206	11,267
Parts Pieces	1,200	8,879	1,268	14,731	1,228
Parts Cost	68,511.74	356,979.45	50,997.06	503,597.44	41,966.45
Parts With Negative OH	-2,153.55	-28,576.18	-4,082.31	-48,253.61	-4,021.13
Core/Exchange	4,325.00	23,165.00	3,309.29	27,843.03	2,320.25
Gross Sales	190,263.90	1,101,003.20	157,286.17	1,755,372.16	146,281.01
Net Sales	162,488.23	939,275.37	134,182.20	1,481,839.20	123,486.60
Lost Sales	1,635.28	2,837.78	405.40	5,083.87	423.66
Outstanding Orders	74,291.42	525,186.86	75,026.69	758,190.51	63,182.54
Total Receipts	141,861.48	989,914.12	141,416.30	1,589,473.01	132,456.08
Customer Orders	130,313.89	893,475.00	127,639.29	1,415,146.44	117,928.87
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	37,921.74	38,406.25	5,486.61	16,288.64	1,357.39
Net Appreciation	672.01	2,632.65	376.09	3,962.89	330.24
NS Parts					
Number of Parts	9,391	51,749	7,393	106,510	8,876
Parts Pieces	507	2,056	294	3,452	288
Parts Cost	31,207.62	135,961.46	19,423.07	213,070.93	17,755.91
Gross Sales	111,245.70	660,710.92	94,387.27	938,743.08	78,228.59
Net Sales	95,726.16	577,402.95	82,486.14	796,097.06	66,341.42
Lost Sales	1,239.92	2,334.75	333.54	2,739.42	228.29
Outstanding Orders	32,085.92	204,137.69	29,162.53	354,831.81	29,569.32
Receipts	90,330.32	621,475.66	88,782.24	865,629.22	72,135.77
Inventory Movement - Sales					
0 to 3 Months	32,270.13	197,052.51	28,150.36	272,710.45	22,725.87
4 to 6 Months	14,659.32	57,631.85	8,233.12	76,612.10	6,384.34
7 to 12 Months	10,859.89	50,405.36	7,200.77	70,936.56	5,911.38
Over 12 Months	3,917.17	18,404.63	2,629.23	35,092.80	2,924.40
New Parts No Sales	6,805.23	33,485.10	4,783.59	48,245.53	4,020.46
Non-Productive Parts					
Excess Stock MNS < 12	19,914.25	163,799.95	23,399.99	183,370.81	15,280.90
Stock MNS > 11	5,920.74	20,377.85	2,911.12	30,180.94	2,515.08
NS Parts Not Sold	21,327.17	86,817.57	12,402.51	137,161.89	11,430.16
New Obsolescence					
Stock 9 Months	954.94	7,134.72	1,019.25	8,968.24	747.35
NS Parts 2 Months	1,481.74	23,598.45	3,371.21	40,207.15	3,350.60
Early Phase In					
NS Parts With YRSL > 2	1,977.53	7,760.77	1,108.68	29,126.54	2,427.21
True Turn	5.64		1.54		1.59
Purchase to Stock Ratio					
By Number of Parts	5.54		5.67		6.49
By Piece	6.87		5.57		5.86
By Cost	8.14		9.74		10.96
Sales Closing Ratio					
By Number of Parts	99.37		99.60		99.58
By Piece	98.95		99.29		99.32
By Cost	99.00		99.69		99.65
Demand Filled from Stock Ratio					
By Number of Parts	15.66		4.03		4.13
By Piece	27.07		6.05		3.85
By Cost	19.60		4.86		4.48
NS Parts Sales Efficiency	123.15		106.31		108.44

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Sort Source: 115

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	8,776	8,923	8,983	9,040	9,220	9,051
Parts Pieces	1,292	1,369	1,353	1,281	1,234	1,150
Parts Cost	31,346.91	43,398.35	60,811.79	47,924.05	52,643.19	52,343.42
Parts With Negative OH	-6,120.83	-11,394.87	-5,369.43	-477.61	-2,232.09	-827.80
Core/Exchange	1,590.00	2,960.00	5,560.00	2,930.00	2,900.00	2,900.00
Gross Sales	140,805.21	178,028.67	169,312.25	171,952.31	160,578.82	90,062.04
Net Sales	121,573.74	153,234.29	145,286.85	146,836.45	132,552.46	77,303.35
Lost Sales	58.50	823.22	101.40	183.67	11.14	24.57
Outstanding Orders	60,744.96	72,247.91	74,813.22	88,585.81	74,415.27	80,088.27
Total Receipts	135,823.08	164,006.77	178,647.57	143,779.10	143,256.79	82,539.33
Customer Orders	123,583.47	146,766.43	152,757.46	127,244.45	134,935.37	77,873.93
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-59.33	272.12	-2,052.45	10,392.94	-5,855.45	-2,213.32
Net Appreciation	99.33	721.38	1,131.86	20.09	-12.02	0.00
NS Parts						
Number of Parts	6,857	6,906	7,069	7,147	7,281	7,098
Parts Pieces	149	209	262	266	315	348
Parts Cost	8,922.09	15,890.99	23,951.48	17,993.33	20,254.79	17,741.16
Gross Sales	84,659.33	109,802.19	108,093.29	97,520.45	99,857.92	49,532.04
Net Sales	77,231.32	98,354.13	96,252.81	82,280.60	83,091.96	44,465.97
Lost Sales	45.76	816.85	19.47	183.67	4.51	24.57
Outstanding Orders	24,438.66	34,968.71	27,837.16	31,191.94	25,431.55	28,183.75
Receipts	85,781.75	102,742.20	116,403.46	86,091.78	93,020.15	47,106.00
Inventory Movement - Sales						
0 to 3 Months	17,310.93	25,398.10	39,795.35	28,390.71	29,199.05	24,688.24
4 to 6 Months	6,266.18	8,329.92	3,588.35	5,456.15	7,327.75	12,004.18
7 to 12 Months	3,404.62	4,525.64	7,554.70	7,380.38	9,149.70	7,530.43
Over 12 Months	1,939.86	1,220.90	2,321.61	2,193.10	3,355.24	3,456.75
New Parts No Sales	2,425.32	3,923.79	7,551.78	4,503.71	3,611.45	4,663.82
Non-Productive Parts						
Excess Stock MNS < 12	13,539.19	12,491.59	33,636.83	30,368.88	26,928.77	26,920.44
Stock MNS > 11	1,896.59	1,686.37	1,634.29	2,616.25	3,042.11	3,581.50
NS Parts Not Sold	4,233.57	9,836.22	10,117.62	11,374.58	13,699.94	16,228.47
New Obsolescence						
Stock 9 Months	28.98	189.44	16.58	1,993.13	3,616.52	335.13
NS Parts 2 Months	1,801.32	4,651.65	2,670.40	4,389.95	4,206.58	4,396.81
Early Phase In						
NS Parts With YRSL > 2	502.93	488.01	1,856.57	1,299.17	786.14	850.42
True Turn	-.77	1.79	-1.47	4.91	-.54	-.13
Purchase to Stock Ratio						
By Number of Parts	6.61	5.55	5.93	5.87	4.59	5.43
By Piece	6.11	5.88	5.25	6.01	3.76	4.76
By Cost	9.01	10.51	14.49	11.50	5.80	5.65
Sales Closing Ratio						
By Number of Parts	99.53	99.52	99.80	99.63	99.66	99.83
By Piece	99.38	98.74	99.55	99.46	99.56	99.63
By Cost	99.95	99.46	99.93	99.87	99.99	99.96
Demand Filled from Stock Ratio						
By Number of Parts	1.93	5.79	-2.66	3.66	-5.96	7.10
By Piece	-3.89	-5.49	-3.59	6.65	4.73	10.96
By Cost	-1.65	4.19	-5.13	13.32	-1.79	-.73
NS Parts Sales Efficiency	98.69	106.87	92.86	113.27	107.35	105.15

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Sort Source: 115

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	0	17,313	17,222	17,296	9,439	8,762
Parts Pieces	0	1,216	857	1,247	1,254	1,278
Parts Cost	0.00	52,649.65	32,208.56	17,026.84	19,393.97	25,338.97
Parts With Negative OH	0.00	-7,208.03	0.00	-5,323.97	-3,515.37	-3,630.06
Core/Exchange	0.00	958.03	1,370.00	250.00	105.00	1,995.00
Gross Sales	0.00	268.33	170,618.79	192,972.04	159,488.81	131,020.99
Net Sales	0.00	111.78	127,818.91	168,767.11	139,785.41	106,080.62
Lost Sales	0.00	0.00	304.66	511.49	219.75	1,210.19
Outstanding Orders	0.00	51,687.70	49,340.21	44,862.38	46,589.44	40,523.92
Total Receipts	0.00	0.00	139,672.62	180,251.58	157,965.31	121,669.38
Customer Orders	0.00	0.00	128,849.02	158,464.35	127,767.08	106,590.99
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	-1,641.16	882.34	-17,311.19	-3,264.29	-783.31
Net Appreciation	0.00	1,209.09	3.82	-53.44	25.07	145.70
NS Parts						
Number of Parts	0	16,650	16,536	8,053	6,849	6,673
Parts Pieces	0	762	293	131	81	129
Parts Cost	0.00	37,263.96	23,189.15	6,772.25	3,048.01	6,836.10
Gross Sales	0.00	264.33	85,583.09	75,564.34	47,922.19	68,698.21
Net Sales	0.00	170.69	53,229.58	65,685.82	42,304.17	57,303.85
Lost Sales	0.00	0.00	30.72	250.00	94.62	29.33
Outstanding Orders	0.00	47,022.24	47,290.42	23,331.48	20,813.25	12,236.73
Receipts	0.00	0.00	58,650.02	69,560.80	48,181.87	67,760.87
Inventory Movement - Sales						
0 to 3 Months	0.00	25,892.20	17,324.05	10,378.21	9,990.24	12,073.24
4 to 6 Months	0.00	4,108.02	2,675.30	1,946.92	3,188.02	7,061.99
7 to 12 Months	0.00	8,709.75	3,326.59	2,431.60	3,045.40	3,017.86
Over 12 Months	0.00	7,099.35	5,581.92	933.85	1,994.97	1,078.08
New Parts No Sales	0.00	6,840.33	3,300.70	1,336.26	1,175.34	2,107.80
Non-Productive Parts						
Excess Stock MNS < 12	0.00	1,418.21	896.20	1,755.47	4,550.81	10,950.17
Stock MNS > 11	0.00	3,750.07	679.74	1,256.46	1,870.96	2,245.86
NS Parts Not Sold	0.00	26,809.72	16,031.14	3,621.30	1,667.38	2,214.78
New Obsolescence						
Stock 9 Months	0.00	456.34	45.02	59.14	384.07	888.95
NS Parts 2 Months	0.00	8,795.78	3,403.72	2,526.70	895.63	986.87
Early Phase In						
NS Parts With YRSL > 2	0.00	11,116.66	5,809.18	3,985.30	156.25	298.38
True Turn	0.00	0.03	-.38	7.26	7.44	-.24
Purchase to Stock Ratio						
By Number of Parts	0.00	11.38	5.71	6.16	5.90	6.69
By Piece	0.00	0.00	5.80	5.87	6.85	6.96
By Cost	0.00	0.00	7.74	12.08	19.11	12.39
Sales Closing Ratio						
By Number of Parts	0.00	99.60	99.58	99.42	99.53	99.65
By Piece	0.00	100.00	99.45	99.33	99.61	99.03
By Cost	0.00	100.00	99.76	99.69	99.84	98.87
Demand Filled from Stock Ratio						
By Number of Parts	0.00	-3.55	11.04	6.28	4.56	4.84
By Piece	0.00	100.00	1.70	2.67	-.91	-5.00
By Cost	0.00	100.00	-.80	6.08	8.58	-.47
NS Parts Sales Efficiency	0.00	0.00	145.92	108.63	99.46	101.38

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 120

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	31	217	31	382	32
Parts Pieces	79	608	87	1,116	93
Parts Cost	4,846.92	37,271.96	5,324.57	68,409.77	5,700.81
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	859.05	5,135.47	733.64	9,183.74	765.31
Net Sales	735.56	4,828.09	689.73	8,626.69	718.89
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	367.78	52.54	488.58	40.72
Total Receipts	551.67	4,037.51	576.79	7,108.62	592.39
Customer Orders	551.67	4,037.51	576.79	7,108.62	592.39
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-751.70	-62.64
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	23	2
Parts Pieces	0	0	0	74	6
Parts Cost	0.00	0.00	0.00	4,528.78	377.40
Gross Sales	0.00	0.00	0.00	120.80	10.07
Net Sales	0.00	0.00	0.00	120.80	10.07
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	2,821.44	22,239.93	3,177.13	42,747.09	3,562.26
4 to 6 Months	241.60	3,186.53	455.22	9,085.68	757.14
7 to 12 Months	614.76	6,850.88	978.70	9,556.90	796.41
Over 12 Months	1,169.12	4,994.62	713.52	7,020.10	585.01
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	2,088.57	20,052.08	2,864.58	36,497.52	3,041.46
Stock MNS > 11	1,169.12	5,730.18	818.60	8,002.64	666.89
NS Parts Not Sold	0.00	0.00	0.00	3,551.62	295.97
New Obsolescence					
Stock 9 Months	0.00	1,163.74	166.25	1,471.12	122.59
NS Parts 2 Months	0.00	0.00	0.00	738.25	61.52
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	4,105.98	342.17
True Turn	0.46		0.25		0.27
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Demand Filled from Stock Ratio					
By Number of Parts	42.85		39.58		41.37
By Piece	25.00		16.45		17.73
By Cost	25.00		16.37		17.59
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 120

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	31	31	31	31	31	31
Parts Pieces	88	91	93	90	85	82
Parts Cost	5,395.90	5,579.79	5,697.90	5,508.63	5,212.01	5,030.81
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	548.98	793.27	365.09	675.16	1,531.52	362.40
Net Sales	488.58	732.87	365.09	612.07	1,531.52	362.40
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	181.20	0.00	186.58	0.00	0.00
Total Receipts	246.98	916.76	483.20	422.80	1,234.90	181.20
Customer Orders	246.98	916.76	483.20	422.80	1,234.90	181.20
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	3,013.40	3,620.09	3,425.44	3,483.15	3,126.13	2,750.28
4 to 6 Months	483.20	302.00	493.96	493.96	675.16	496.65
7 to 12 Months	1,344.94	1,103.34	1,163.74	916.76	790.58	916.76
Over 12 Months	554.36	554.36	614.76	614.76	620.14	867.12
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	2,947.62	3,433.51	3,370.42	3,304.64	2,695.26	2,212.06
Stock MNS > 11	554.36	614.76	614.76	740.94	867.12	1,169.12
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	373.16	246.98	422.80	0.00	120.80	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.54	-.40	-.25	0.41	0.68	0.43
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	75.00	14.28	20.00	62.50	0.00	75.00
By Piece	50.00	-25.00	-33.33	30.00	20.00	50.00
By Cost	49.44	-25.09	-32.35	30.92	19.36	50.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

Sort Source: 120

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	40	34	34	34	32	31
Parts Pieces	116	112	112	96	96	92
Parts Cost	7,116.69	6,869.71	6,872.40	5,876.41	5,881.79	5,637.50
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	740.94	861.74	735.56	732.87	1,169.12	548.98
Net Sales	617.45	861.74	612.07	732.87	1,042.94	548.98
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	60.40	60.40	60.40	0.00	0.00	0.00
Total Receipts	562.43	614.76	554.36	548.98	1,048.32	304.69
Customer Orders	562.43	614.76	554.36	548.98	1,048.32	304.69
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	60.40	-812.10	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	2	21	0	0
Parts Pieces	0	0	0	74	0	0
Parts Cost	0.00	0.00	0.00	4,528.78	0.00	0.00
Gross Sales	0.00	0.00	0.00	120.80	0.00	0.00
Net Sales	0.00	0.00	0.00	120.80	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	5,475.13	4,978.48	4,552.99	3,798.60	3,740.89	3,436.20
4 to 6 Months	664.40	1,155.67	1,402.65	1,463.05	1,152.98	724.80
7 to 12 Months	488.58	246.98	428.18	307.38	680.54	1,042.94
Over 12 Months	488.58	488.58	488.58	307.38	307.38	433.56
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	4,734.19	4,544.92	4,608.01	548.98	3,554.31	3,189.22
Stock MNS > 11	730.18	488.58	488.58	307.38	433.56	554.36
NS Parts Not Sold	0.00	0.00	0.00	3,551.62	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	126.18	120.80	0.00	60.40	0.00
NS Parts 2 Months	0.00	0.00	0.00	738.25	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	4,105.98	0.00	0.00
True Turn	0.09	0.43	0.10	0.38	-.01	0.52
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	57.14	50.00	66.66	50.00	22.22	33.33
By Piece	10.00	28.57	10.00	25.00	0.00	44.44
By Cost	8.91	28.66	9.42	25.09	-.51	44.49
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 121

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	26	182	26	315	26
Parts Pieces	144	706	101	1,355	113
Parts Cost	300.24	1,477.74	211.11	2,850.81	237.57
Parts With Negative OH	0.00	-17.52	-2.50	-17.52	-1.46
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	31.77	183.66	26.24	320.96	26.75
Net Sales	31.77	181.47	25.92	316.93	26.41
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	238.86	34.12	394.39	32.87
Customer Orders	0.00	238.86	34.12	394.38	32.87
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-78.12	-6.51
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	2	0	33	3
Parts Pieces	0	18	3	185	15
Parts Cost	0.00	39.42	5.63	396.15	33.01
Gross Sales	0.00	6.57	0.94	13.14	1.10
Net Sales	0.00	6.57	0.94	13.14	1.10
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	105.12	8.76
Inventory Movement - Sales					
0 to 3 Months	230.13	1,028.73	146.96	2,179.80	181.65
4 to 6 Months	21.90	248.82	35.55	332.85	27.74
7 to 12 Months	24.12	130.11	18.59	162.96	13.58
Over 12 Months	24.09	70.08	10.01	70.08	5.84
New Parts No Sales	0.00	0.00	0.00	105.12	8.76
Non-Productive Parts					
Excess Stock MNS < 12	225.75	1,072.05	153.15	1,870.74	155.90
Stock MNS > 11	24.09	81.03	11.58	81.03	6.75
NS Parts Not Sold	0.00	39.42	5.63	255.99	21.33
New Obsolescence					
Stock 9 Months	0.00	10.98	1.57	21.93	1.83
NS Parts 2 Months	0.00	0.00	0.00	26.28	2.19
Early Phase In					
NS Parts With YRSL > 2	0.00	39.42	5.63	280.08	23.34
True Turn	1.27		-.47		-.33
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.53
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Demand Filled from Stock Ratio					
By Number of Parts	100.00		69.35		71.55
By Piece	100.00		-34.11		-24.83
By Cost	100.00		-31.62		-24.43
NS Parts Sales Efficiency	0.00		0.00		12.50

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 121

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	26	26	26	26	26	26
Parts Pieces	103	96	79	63	62	159
Parts Cost	216.57	201.24	165.45	132.21	130.02	332.01
Parts With Negative OH	0.00	0.00	0.00	-2.19	-15.33	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	26.28	15.33	35.79	37.62	15.33	21.54
Net Sales	26.28	15.33	35.79	35.43	15.33	21.54
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	238.86
Customer Orders	0.00	0.00	0.00	0.00	0.00	238.86
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	1	1	0	0	0	0
Parts Pieces	9	9	0	0	0	0
Parts Cost	19.71	19.71	0.00	0.00	0.00	0.00
Gross Sales	6.57	0.00	0.00	0.00	0.00	0.00
Net Sales	6.57	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	133.62	129.21	105.87	92.76	90.57	246.57
4 to 6 Months	72.00	57.42	33.99	13.14	13.14	37.23
7 to 12 Months	10.95	14.61	25.59	15.36	15.36	24.12
Over 12 Months	0.00	0.00	0.00	10.95	10.95	24.09
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	152.67	141.72	116.88	89.85	89.85	255.33
Stock MNS > 11	0.00	0.00	10.95	10.95	10.95	24.09
NS Parts Not Sold	19.71	19.71	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	10.98	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	19.71	19.71	0.00	0.00	0.00	0.00
True Turn	1.46	0.91	2.60	3.22	1.41	-7.85
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	-111.11
By Piece	100.00	100.00	100.00	100.00	100.00	-1040.00
By Cost	100.00	100.00	100.00	100.00	100.00	-1008.91
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 121

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	31	27	27	27	26	26
Parts Pieces	142	149	130	131	124	115
Parts Cost	300.90	315.15	274.62	277.89	262.56	242.85
Parts With Negative OH	-.01	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	54.46	38.00	33.96	30.30	15.33	19.71
Net Sales	54.46	36.16	33.96	30.30	15.33	19.71
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.07	50.41	0.00	105.12	0.00	0.00
Customer Orders	0.00	50.40	0.00	105.12	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	-6.57	-71.55	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	2	1	2	26	1	1
Parts Pieces	6	6	6	131	12	12
Parts Cost	13.14	13.14	13.14	277.89	26.28	26.28
Gross Sales	0.04	0.00	0.00	6.57	0.00	0.00
Net Sales	0.04	0.00	0.00	6.57	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.07	0.00	0.00	105.12	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	265.86	291.06	239.55	240.66	221.67	158.13
4 to 6 Months	21.90	10.95	21.93	0.00	3.66	47.49
7 to 12 Months	0.00	0.00	0.00	10.95	10.95	10.95
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	13.14	13.14	13.14	26.28	26.28	26.28
Non-Productive Parts						
Excess Stock MNS < 12	237.00	242.85	202.32	0.00	185.52	168.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	13.14	13.14	13.14	137.73	26.28	26.28
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	10.95
NS Parts 2 Months	0.00	0.00	0.00	0.00	26.28	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	240.66	0.00	0.00
True Turn	2.17	-.54	1.48	-3.23	0.70	0.97
Purchase to Stock Ratio						
By Number of Parts	100.00	0.00	0.00	0.00	0.00	0.00
By Piece	100.00	4.00	0.00	0.00	0.00	0.00
By Cost	100.00	0.01	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	69.23	100.00	27.27	100.00	100.00
By Piece	100.00	-33.33	100.00	-242.85	100.00	100.00
By Cost	100.00	-39.38	100.00	-246.93	100.00	100.00
NS Parts Sales Efficiency	57.14	0.00	0.00	6.25	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 122

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	37	259	37	314	26
Parts Pieces	56	474	68	696	58
Parts Cost	1,361.16	10,967.46	1,566.78	14,655.21	1,221.27
Parts With Negative OH	0.00	-14.99	-2.14	-14.99	-1.25
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	12.95	797.19	113.88	1,607.11	133.93
Net Sales	12.95	797.19	113.88	1,578.62	131.55
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	14.99	734.75	104.96	2,118.48	176.54
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	4	0
Parts Pieces	0	0	0	28	2
Parts Cost	0.00	0.00	0.00	379.65	31.64
Gross Sales	0.00	0.00	0.00	14.50	1.21
Net Sales	0.00	0.00	0.00	14.50	1.21
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	200.74	3,595.03	513.58	6,261.88	521.82
4 to 6 Months	281.88	1,136.12	162.30	1,410.57	117.55
7 to 12 Months	121.83	196.68	28.10	196.68	16.39
Over 12 Months	24.95	174.65	24.95	299.40	24.95
New Parts No Sales	731.76	5,864.98	837.85	6,486.68	540.56
Non-Productive Parts					
Excess Stock MNS < 12	765.52	6,231.29	890.18	8,596.46	716.37
Stock MNS > 11	24.95	174.65	24.95	299.40	24.95
NS Parts Not Sold	0.00	0.00	0.00	379.65	31.64
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	379.65	31.64
True Turn	0.11		0.87		1.29
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Demand Filled from Stock Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 122

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	37	37	37	37	37	37
Parts Pieces	86	79	73	64	59	57
Parts Cost	1,914.62	1,754.73	1,658.79	1,501.96	1,402.09	1,374.11
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	-14.99
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	228.74	159.89	95.94	156.83	99.87	42.97
Net Sales	228.74	159.89	95.94	156.83	99.87	42.97
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	719.76	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	748.10	769.13	723.27	596.44	300.68	256.67
4 to 6 Months	0.00	0.00	74.85	148.81	344.70	285.88
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	74.85
Over 12 Months	24.95	24.95	24.95	24.95	24.95	24.95
New Parts No Sales	1,141.57	960.65	835.72	731.76	731.76	731.76
Non-Productive Parts						
Excess Stock MNS < 12	1,137.08	1,003.18	934.22	819.36	793.46	778.47
Stock MNS > 11	24.95	24.95	24.95	24.95	24.95	24.95
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	1.43	1.09	0.69	1.25	0.85	0.38
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 122

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	18	7	7	7	6	28
Parts Pieces	53	47	43	34	22	76
Parts Cost	821.30	726.85	668.85	529.35	339.10	1,423.60
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	25.90	94.45	58.00	58.00	204.75	394.72
Net Sales	25.90	94.45	58.00	58.00	190.25	380.73
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-81.50	0.00	1,465.23
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	1	3	0	0
Parts Pieces	0	0	0	28	0	0
Parts Cost	0.00	0.00	0.00	379.65	0.00	0.00
Gross Sales	0.00	0.00	0.00	14.50	0.00	0.00
Net Sales	0.00	0.00	0.00	14.50	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	796.35	676.95	519.15	379.65	314.15	776.95
4 to 6 Months	0.00	24.95	124.75	124.75	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	24.95	24.95	24.95	24.95	24.95	24.95
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	621.70
Non-Productive Parts						
Excess Stock MNS < 12	701.50	607.05	549.05	74.85	218.25	915.97
Stock MNS > 11	24.95	24.95	24.95	24.95	24.95	24.95
NS Parts Not Sold	0.00	0.00	0.00	379.65	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	379.65	0.00	0.00
True Turn	0.38	1.56	1.04	1.31	6.73	3.21
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 123

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	28	218	31	501	42
Parts Pieces	506	3,651	522	6,704	559
Parts Cost	497.32	4,649.16	664.17	9,010.65	750.89
Parts With Negative OH	0.00	0.00	0.00	-47.00	-3.92
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	85.86	332.24	47.46	662.28	55.19
Net Sales	84.42	307.30	43.90	635.90	52.99
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	73.14	6.10
Customer Orders	0.00	0.00	0.00	3.32	0.28
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-23.50	-26.38	-3.77	18.21	1.52
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	2	28	4	57	5
Parts Pieces	2	22	3	132	11
Parts Cost	51.00	545.00	77.86	1,094.44	91.20
Gross Sales	0.00	0.00	0.00	49.50	4.13
Net Sales	0.00	0.00	0.00	49.50	4.13
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	21.50	1.79
Inventory Movement - Sales					
0 to 3 Months	182.84	942.10	134.59	2,257.66	188.14
4 to 6 Months	9.96	317.25	45.32	612.01	51.00
7 to 12 Months	93.49	749.28	107.04	1,062.54	88.55
Over 12 Months	211.03	1,714.03	244.86	3,268.44	272.37
New Parts No Sales	0.00	926.50	132.36	1,810.00	150.83
Non-Productive Parts					
Excess Stock MNS < 12	85.40	1,017.04	145.29	2,059.45	171.62
Stock MNS > 11	234.53	1,886.53	269.50	3,479.85	289.99
NS Parts Not Sold	51.00	545.00	77.86	1,094.44	91.20
New Obsolescence					
Stock 9 Months	0.00	216.99	31.00	226.95	18.91
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	132.48	11.04
True Turn	2.04		0.79		0.84
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		75.00
By Piece	0.00		0.00		80.00
By Cost	0.00		0.00		95.46
Sales Closing Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Demand Filled from Stock Ratio					
By Number of Parts	100.00		100.00		97.36
By Piece	100.00		100.00		98.63
By Cost	100.00		100.00		99.47
NS Parts Sales Efficiency	0.00		0.00		230.23

Sort Source: 123

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	35	33	31	31	30	30
Parts Pieces	538	532	526	522	515	512
Parts Cost	752.36	738.08	725.68	697.86	632.62	605.24
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	55.14	14.28	12.40	27.82	65.24	71.50
Net Sales	55.14	14.28	12.40	27.82	65.24	48.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	-2.88
NS Parts						
Number of Parts	5	5	5	5	4	2
Parts Pieces	4	4	4	4	2	2
Parts Cost	98.00	98.00	98.00	98.00	51.00	51.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	163.32	108.00	112.20	107.88	123.62	144.24
4 to 6 Months	92.81	93.49	69.99	51.00	0.00	0.00
7 to 12 Months	50.32	94.00	117.50	112.99	163.99	116.99
Over 12 Months	270.41	267.09	250.49	250.49	169.51	295.01
New Parts No Sales	175.50	175.50	175.50	175.50	175.50	49.00
Non-Productive Parts						
Excess Stock MNS < 12	182.06	177.74	175.30	170.98	114.22	111.34
Stock MNS > 11	270.41	267.09	250.49	250.49	318.51	295.01
NS Parts Not Sold	98.00	98.00	98.00	98.00	51.00	51.00
New Obsolescence						
Stock 9 Months	0.00	102.00	0.00	23.50	23.50	67.99
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.88	0.23	0.21	0.48	1.24	0.95
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

Sort Source: 123

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	100	72	66	69	41	35
Parts Pieces	686	677	716	560	552	548
Parts Cost	1,017.69	936.79	957.85	846.09	813.26	807.50
Parts With Negative OH	-24.82	-47.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	150.78	203.16	40.86	53.19	32.83	0.00
Net Sales	147.46	201.72	40.86	53.19	32.83	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	76.50	73.14	0.00	0.00	0.00	0.00
Customer Orders	0.00	3.32	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	108.92	-58.57	0.00	-5.76
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	8	4	4	11	5	5
Parts Pieces	9	5	1	96	4	4
Parts Cost	193.46	99.46	23.50	230.48	98.00	98.00
Gross Sales	0.00	47.00	0.00	2.50	0.00	0.00
Net Sales	0.00	47.00	0.00	2.50	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	21.50	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	187.17	245.27	242.83	333.26	263.39	230.81
4 to 6 Months	29.88	29.88	50.06	47.00	94.00	73.82
7 to 12 Months	164.67	121.51	111.55	13.28	9.96	56.96
Over 12 Months	363.47	361.63	374.91	277.05	270.41	270.41
New Parts No Sales	272.50	178.50	178.50	175.50	175.50	175.50
Non-Productive Parts						
Excess Stock MNS < 12	171.42	209.34	287.37	116.80	217.33	211.57
Stock MNS > 11	413.27	374.91	400.54	277.05	270.41	270.41
NS Parts Not Sold	193.46	99.46	23.50	230.48	98.00	98.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	6.64	3.32
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	132.48	0.00	0.00
True Turn	1.74	2.54	0.51	0.75	0.48	0.00
Purchase to Stock Ratio						
By Number of Parts	100.00	75.00	0.00	0.00	0.00	0.00
By Piece	100.00	80.00	0.00	0.00	0.00	0.00
By Cost	100.00	95.46	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	0.00
By Piece	100.00	100.00	100.00	100.00	100.00	0.00
By Cost	100.00	100.00	100.00	100.00	100.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	85.71	100.00	100.00	100.00	0.00
By Piece	100.00	93.33	100.00	100.00	100.00	0.00
By Cost	100.00	98.35	100.00	100.00	100.00	0.00
NS Parts Sales Efficiency	0.00	218.60	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 998

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	0.00		0.00		0.00
Purchase to Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Sales Closing Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
Demand Filled from Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	0.00		0.00		0.00
By Cost	0.00		0.00		0.00
NS Parts Sales Efficiency	0.00		0.00		0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 998

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 998

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	1	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Parts With Negative OH	-210.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	0.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts						
Number of Parts	1	0	0	0	0	0
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	0.00	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	0.00	0.00	0.00	0.00	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	0.00	0.00	0.00
By Piece	0.00	0.00	0.00	0.00	0.00	0.00
By Cost	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	0.00	0.00	0.00

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Sort Source: 999

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	117	514	73	690	58
Parts Pieces	102	652	93	1,089	91
Parts Cost	15,801.87	100,970.20	14,424.31	168,515.24	14,042.94
Parts With Negative OH	0.00	-820.30	-117.19	-985.42	-82.12
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	18,820.12	126,464.86	18,066.41	214,625.81	17,885.48
Net Sales	15,682.53	106,585.72	15,226.53	181,867.01	15,155.58
Lost Sales	0.00	330.67	47.24	330.67	27.56
Outstanding Orders	218.85	3,647.91	521.13	7,357.43	613.12
Total Receipts	15,932.71	106,687.31	15,241.04	180,036.08	15,003.01
Customer Orders	15,296.71	86,962.34	12,423.19	112,622.66	9,385.22
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	1,171.60	567.37	81.05	-131.79	-10.98
Net Appreciation	66.88	441.27	63.04	606.64	50.55
NS Parts					
Number of Parts	59	268	38	337	28
Parts Pieces	1	7	1	79	7
Parts Cost	116.85	790.65	112.95	11,411.03	950.92
Gross Sales	195.46	15,139.31	2,162.76	27,016.90	2,251.41
Net Sales	195.46	11,900.95	1,700.14	22,463.50	1,871.96
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	964.96	137.85	2,172.86	181.07
Receipts	156.31	10,597.79	1,513.97	18,219.40	1,518.28
Inventory Movement - Sales					
0 to 3 Months	14,383.01	96,985.28	13,855.04	154,393.98	12,866.17
4 to 6 Months	809.65	2,637.51	376.79	8,074.25	672.85
7 to 12 Months	609.21	1,347.41	192.49	1,347.41	112.28
Over 12 Months	0.00	0.00	0.00	4,699.60	391.63
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	3,630.53	16,698.42	2,385.49	28,879.63	2,406.64
Stock MNS > 11	0.00	0.00	0.00	4,699.60	391.63
NS Parts Not Sold	116.85	790.65	112.95	6,045.21	503.77
New Obsolescence					
Stock 9 Months	0.00	246.30	35.19	246.30	20.53
NS Parts 2 Months	0.00	107.90	15.41	720.90	60.08
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	10,512.48	876.04
True Turn	0.29		2.33		4.93
Purchase to Stock Ratio					
By Number of Parts	0.00		10.34		22.37
By Piece	3.92		18.83		38.24
By Cost	3.99		18.48		37.44
Sales Closing Ratio					
By Number of Parts	100.00		98.24		98.31
By Piece	100.00		99.70		99.83
By Cost	100.00		99.69		99.81
Demand Filled from Stock Ratio					
By Number of Parts	-41.66		-15.78		2.80
By Piece	1.01		18.54		38.54
By Cost	2.46		18.35		38.00
NS Parts Sales Efficiency	125.04		142.85		148.28

Sort Source: 999

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	51	55	60	70	79	82
Parts Pieces	77	97	93	97	93	93
Parts Cost	11,818.74	15,169.67	14,340.39	15,051.71	14,380.68	14,407.14
Parts With Negative OH	0.00	-222.40	-315.80	-93.80	-94.15	-94.15
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	25,053.13	13,938.24	19,407.77	22,274.38	17,186.73	9,784.49
Net Sales	20,633.95	13,320.74	17,680.97	16,788.60	14,554.57	7,924.36
Lost Sales	0.00	0.00	0.00	0.00	165.16	165.51
Outstanding Orders	221.90	688.00	978.50	316.60	906.76	317.30
Total Receipts	19,597.66	16,169.52	16,141.73	17,075.28	13,771.19	7,999.22
Customer Orders	8,248.30	9,049.66	15,676.13	16,921.13	13,771.19	7,999.22
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-164.26	0.00	-286.80	-153.17	0.00	0.00
Net Appreciation	47.28	279.75	-28.24	38.40	37.20	0.00
NS Parts						
Number of Parts	20	23	28	38	49	51
Parts Pieces	1	1	1	1	1	1
Parts Cost	107.90	108.40	113.40	113.80	115.15	115.15
Gross Sales	1,738.27	2,518.78	899.40	5,008.63	1,261.44	3,517.33
Net Sales	1,143.07	2,518.78	899.40	3,800.23	839.44	2,504.57
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	93.40	93.80	683.61	94.15
Receipts	1,143.07	2,518.78	806.00	2,656.02	764.64	2,552.97
Inventory Movement - Sales						
0 to 3 Months	11,577.68	14,924.87	14,095.59	14,692.31	13,642.68	13,669.14
4 to 6 Months	241.06	244.80	244.80	113.80	491.70	491.70
7 to 12 Months	0.00	0.00	0.00	245.60	246.30	246.30
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	1,479.90	1,883.25	2,462.73	1,894.01	2,469.40	2,878.60
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	107.90	108.40	113.40	113.80	115.15	115.15
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	246.30
NS Parts 2 Months	107.90	0.00	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00	0.00
True Turn	12.58	3.38	1.68	-.11	0.65	-.06
Purchase to Stock Ratio						
By Number of Parts	39.13	25.00	0.00	0.00	0.00	0.00
By Piece	56.58	44.33	3.77	0.97	0.00	0.00
By Cost	57.91	44.03	2.88	0.90	0.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	93.75	91.66
By Piece	100.00	100.00	100.00	100.00	98.92	98.11
By Cost	100.00	100.00	100.00	100.00	98.87	97.95
Demand Filled from Stock Ratio						
By Number of Parts	22.22	14.28	-10.52	-50.00	-37.50	-33.33
By Piece	58.51	32.18	9.73	2.85	5.37	0.00
By Cost	60.02	32.06	11.33	-.78	5.32	-.92
NS Parts Sales Efficiency	152.07	100.00	111.58	188.57	164.97	137.77

Sort Source: 999

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	137	22	30	37	41	46
Parts Pieces	101	96	80	81	95	85
Parts Cost	15,243.89	14,317.50	12,238.76	12,653.48	14,892.67	13,442.63
Parts With Negative OH	-1,567.17	0.00	0.00	0.00	0.00	-165.12
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	12,813.70	24,470.78	10,516.04	20,290.45	18,378.56	14,505.12
Net Sales	11,115.40	20,627.25	8,811.57	15,430.01	17,437.36	12,975.10
Lost Sales	158.50	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	1,987.47	671.80	671.80	856.50	770.00	739.42
Total Receipts	9,435.01	21,093.68	6,532.15	14,452.10	19,922.20	11,348.64
Customer Orders	6,178.23	7,272.56	3,612.56	3,673.74	4,936.50	6,164.96
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	-396.70	587.54	-890.00	0.00
Net Appreciation	-3.88	37.40	111.98	-30.91	35.60	11.30
NS Parts						
Number of Parts	116	0	9	32	12	16
Parts Pieces	1	0	0	71	0	1
Parts Cost	219.75	0.00	0.00	10,512.48	0.00	107.90
Gross Sales	1,950.50	3,940.53	735.64	4,573.32	1,592.60	1,035.50
Net Sales	1,522.50	2,865.49	495.64	4,573.32	1,592.60	1,035.50
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	124.89	0.00	0.00	856.50	0.00	351.40
Receipts	1,207.50	3,136.87	495.64	1,253.50	1,592.60	1,143.00
Inventory Movement - Sales						
0 to 3 Months	14,321.89	13,387.50	10,918.96	9,952.48	12,909.30	10,240.46
4 to 6 Months	0.00	0.00	389.80	1,755.00	1,037.37	2,254.57
7 to 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
Over 12 Months	922.00	930.00	930.00	946.00	946.00	947.60
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	4,330.32	2,995.16	2,102.45	664.50	3,261.95	3,157.15
Stock MNS > 11	922.00	930.00	930.00	946.00	946.00	947.60
NS Parts Not Sold	0.00	0.00	0.00	5,254.56	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	613.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	219.75	0.00	0.00	10,512.48	0.00	0.00
True Turn	3.89	11.19	5.10	11.15	10.07	6.08
Purchase to Stock Ratio						
By Number of Parts	23.52	61.53	14.28	40.00	73.68	25.00
By Piece	31.81	64.82	46.66	74.73	78.57	44.87
By Cost	34.51	65.52	44.69	74.57	75.22	45.67
Sales Closing Ratio						
By Number of Parts	95.00	100.00	88.88	100.00	100.00	100.00
By Piece	98.70	100.00	100.00	100.00	100.00	100.00
By Cost	98.59	100.00	100.00	100.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	30.00	44.44	22.22	25.00	70.58	11.76
By Piece	40.25	61.65	60.65	76.69	75.89	51.68
By Cost	43.79	64.74	59.00	76.19	71.69	52.48
NS Parts Sales Efficiency	161.53	125.61	148.42	364.84	100.00	90.59

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	13,212	87,549	12,507	169,347	14,112
Parts Pieces	171,794	885,580	126,511	1,723,685	143,640
Parts Cost	286,444.08	1,904,370.60	272,052.94	3,267,868.49	272,322.37
Parts With Negative OH	-2,153.55	-64,762.06	-9,251.72	-109,462.11	-9,121.84
Core/Exchange	6,090.26	37,447.91	5,349.70	52,669.04	4,389.09
Gross Sales	469,292.91	2,813,598.06	401,942.58	4,834,861.27	402,905.11
Net Sales	399,094.14	2,380,883.24	340,126.18	4,040,993.89	336,749.49
Lost Sales	2,077.37	8,628.09	1,232.58	14,906.16	1,242.18
Outstanding Orders	103,848.22	843,102.56	120,443.22	1,275,223.07	106,268.59
Total Receipts	353,769.46	2,344,704.16	334,957.74	4,111,712.46	342,642.71
Customer Orders	263,410.74	1,626,788.77	232,398.40	2,639,546.15	219,962.18
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	41,051.24	94,954.61	13,564.94	88,356.73	7,363.06
Net Appreciation	2,570.58	11,984.59	1,712.08	12,697.63	1,058.14
NS Parts					
Number of Parts	9,711	61,958	8,851	119,947	9,996
Parts Pieces	574	2,813	402	5,543	462
Parts Cost	34,468.12	179,547.98	25,649.71	308,880.25	25,740.02
Gross Sales	145,472.38	922,845.00	131,835.00	1,426,771.19	118,897.60
Net Sales	126,445.56	815,769.94	116,538.56	1,222,333.37	101,861.11
Lost Sales	1,239.92	2,874.93	410.70	3,391.30	282.61
Outstanding Orders	47,631.75	375,156.24	53,593.75	566,784.81	47,232.07
Receipts	120,813.91	870,358.04	124,336.86	1,318,120.38	109,843.37
Inventory Movement - Sales					
0 to 3 Months	217,332.75	1,499,982.19	214,283.17	2,648,053.23	220,671.10
4 to 6 Months	28,381.26	155,720.99	22,245.86	247,949.40	20,662.45
7 to 12 Months	21,021.53	130,916.74	18,702.39	184,570.49	15,380.87
Over 12 Months	9,735.38	50,572.79	7,224.68	87,850.49	7,320.87
New Parts No Sales	9,973.16	67,177.89	9,596.84	99,444.88	8,287.07
Non-Productive Parts					
Excess Stock MNS < 12	86,319.11	606,344.32	86,620.62	1,060,528.99	88,377.42
Stock MNS > 11	12,609.72	59,883.43	8,554.78	91,704.56	7,642.05
NS Parts Not Sold	23,569.23	121,148.96	17,306.99	203,780.09	16,981.67
New Obsolescence					
Stock 9 Months	1,569.63	21,257.65	3,036.81	27,749.26	2,312.44
NS Parts 2 Months	1,808.04	30,426.73	4,346.68	50,690.99	4,224.25
Early Phase In					
NS Parts With YRSL > 2	1,981.48	11,082.65	1,583.24	61,177.88	5,098.16
True Turn	5.68		4.75		5.15
Purchase to Stock Ratio					
By Number of Parts	15.69		21.01		21.81
By Piece	45.90		50.01		84.41
By Cost	25.54		30.61		35.80
Sales Closing Ratio					
By Number of Parts	99.22		99.37		99.40
By Piece	99.95		99.92		99.92
By Cost	99.48		99.63		99.63
Demand Filled from Stock Ratio					
By Number of Parts	13.89		12.37		11.99
By Piece	91.56		87.28		88.70
By Cost	33.82		31.55		34.55
NS Parts Sales Efficiency	120.41		106.03		108.24

ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	11,787	12,067	12,236	12,521	12,916	12,810
Parts Pieces	145,368	135,013	115,959	71,906	22,951	222,589
Parts Cost	259,902.00	269,808.82	288,208.65	257,484.21	250,554.94	291,967.90
Parts With Negative OH	-23,219.49	-19,663.53	-15,146.45	-1,144.47	-2,448.52	-986.05
Core/Exchange	3,794.04	5,360.95	7,549.91	5,042.92	4,968.90	4,640.93
Gross Sales	400,815.09	422,900.93	433,721.07	430,941.40	418,153.18	237,773.48
Net Sales	343,258.83	355,902.07	370,522.03	362,138.89	350,731.79	199,235.49
Lost Sales	357.00	1,612.13	1,529.78	1,400.01	460.43	1,191.37
Outstanding Orders	126,514.03	122,923.72	116,574.56	137,837.12	113,224.62	122,180.29
Total Receipts	330,562.71	371,284.88	392,588.24	338,697.05	355,884.49	201,917.33
Customer Orders	194,205.70	230,186.04	283,624.19	244,013.04	261,272.60	150,076.46
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	4,528.40	919.55	4,165.67	8,959.38	-8,591.14	43,921.51
Net Appreciation	1,824.95	3,285.49	3,861.82	428.48	1.39	11.88
NS Parts						
Number of Parts	8,128	8,307	8,569	8,892	9,231	9,120
Parts Pieces	258	329	375	384	430	463
Parts Cost	15,732.55	22,482.06	31,028.49	24,640.42	27,144.07	24,052.27
Gross Sales	142,606.55	147,207.47	143,310.98	135,082.07	140,437.70	68,727.85
Net Sales	131,566.03	130,631.49	130,255.44	114,866.69	120,486.30	61,518.43
Lost Sales	225.46	820.96	19.47	191.65	52.64	324.83
Outstanding Orders	57,086.66	55,142.21	44,146.74	63,121.77	50,917.08	57,110.03
Receipts	138,453.12	142,784.09	150,738.81	119,717.73	132,661.33	65,189.05
Inventory Movement - Sales						
0 to 3 Months	209,175.56	217,015.03	230,021.92	203,118.89	192,878.32	230,439.72
4 to 6 Months	24,191.13	22,535.49	17,754.07	17,164.95	21,149.35	24,544.74
7 to 12 Months	14,256.23	15,836.24	19,513.37	20,464.19	20,201.05	19,624.13
Over 12 Months	5,185.82	5,014.45	6,973.22	6,537.26	8,504.22	8,622.44
New Parts No Sales	7,093.26	9,407.61	13,946.07	10,198.92	7,822.00	8,736.87
Non-Productive Parts						
Excess Stock MNS < 12	93,021.33	83,428.36	99,297.70	75,920.91	65,779.87	102,577.04
Stock MNS > 11	5,553.67	6,630.43	6,804.79	9,011.31	9,749.31	9,524.20
NS Parts Not Sold	8,672.53	14,212.86	16,181.83	17,712.52	19,123.27	21,676.72
New Obsolescence						
Stock 9 Months	2,445.46	2,856.09	1,704.75	3,811.10	6,001.29	2,869.33
NS Parts 2 Months	3,145.89	5,219.70	4,907.25	5,197.36	4,267.20	5,881.29
Early Phase In						
NS Parts With YRSL > 2	2,304.23	1,000.39	2,201.67	1,567.42	982.00	1,045.46
True Turn	6.88	5.59	3.62	5.51	4.28	2.02
Purchase to Stock Ratio						
By Number of Parts	22.92	22.38	18.50	23.66	21.44	23.75
By Piece	80.38	65.00	44.47	45.81	41.02	24.93
By Cost	41.24	38.00	27.75	27.95	26.58	25.67
Sales Closing Ratio						
By Number of Parts	99.55	99.52	99.40	99.45	99.28	99.04
By Piece	99.91	99.88	99.95	99.97	99.97	99.65
By Cost	99.89	99.54	99.58	99.61	99.86	99.40
Demand Filled from Stock Ratio						
By Number of Parts	15.07	14.21	3.17	18.12	6.16	17.34
By Piece	85.98	83.53	83.36	91.18	90.59	72.46
By Cost	43.37	35.16	23.35	32.49	25.47	24.52
NS Parts Sales Efficiency	102.99	103.09	95.07	112.83	105.86	105.42

Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	18,683	19,116	19,543	19,704	11,956	11,479
Parts Pieces	61,923	199,703	172,088	161,241	155,209	149,864
Parts Cost	261,280.74	295,803.08	274,471.61	260,030.61	264,285.77	268,906.82
Parts With Negative OH	-31,987.04	-21,100.63	0.00	-5,610.61	-4,406.90	-13,581.91
Core/Exchange	3,163.03	2,927.03	3,243.00	2,314.03	2,543.03	4,194.04
Gross Sales	385,048.81	465,678.06	415,147.06	431,294.98	375,290.76	333,852.35
Net Sales	302,672.95	374,275.62	313,443.56	368,367.88	325,538.33	278,485.26
Lost Sales	618.54	328.55	3,679.05	768.63	291.65	1,210.19
Outstanding Orders	87,185.11	105,212.50	85,560.06	85,653.04	77,247.06	78,447.85
Total Receipts	334,213.29	430,448.03	330,615.05	379,548.04	340,839.10	285,558.08
Customer Orders	196,533.38	248,892.47	220,073.26	206,365.74	178,598.89	158,827.02
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	13,606.43	-2,746.86	9,861.89	-14,624.71	879.47	32.33
Net Appreciation	-2,309.29	1,484.82	-1,079.29	-264.33	-57.84	629.68
NS Parts						
Number of Parts	15,641	16,711	17,115	8,836	7,651	7,676
Parts Pieces	954	815	384	1,069	195	267
Parts Cost	38,321.73	41,689.97	28,270.15	39,516.58	7,423.65	12,431.92
Gross Sales	104,423.33	108,265.16	117,579.01	102,866.06	75,311.30	99,904.66
Net Sales	82,187.55	86,017.75	77,861.93	89,688.45	68,433.34	84,561.96
Lost Sales	67.82	68.58	30.72	250.00	137.74	29.33
Outstanding Orders	34,201.97	51,109.08	51,845.31	32,836.86	27,718.28	28,119.04
Receipts	99,698.78	103,312.12	89,724.32	91,185.71	73,153.82	90,386.37
Inventory Movement - Sales						
0 to 3 Months	218,634.25	247,399.33	230,795.70	220,549.34	226,692.67	222,634.00
4 to 6 Months	13,840.35	14,492.04	17,954.36	20,598.66	17,713.88	21,469.47
7 to 12 Months	11,689.58	13,627.18	8,917.66	7,163.84	10,247.64	13,697.43
Over 12 Months	8,756.79	10,972.72	10,762.28	4,839.53	5,625.15	5,078.02
New Parts No Sales	8,359.77	9,311.81	6,041.61	6,879.24	4,006.43	6,027.90
Non-Productive Parts						
Excess Stock MNS < 12	86,509.39	97,248.82	91,955.69	86,673.01	87,877.26	90,429.89
Stock MNS > 11	6,182.70	7,682.74	6,293.30	5,401.51	5,863.43	6,580.15
NS Parts Not Sold	23,085.36	31,171.24	18,711.11	20,877.50	5,537.00	6,334.28
New Obsolescence						
Stock 9 Months	1,512.28	1,706.80	655.39	919.34	1,610.99	1,599.09
NS Parts 2 Months	6,540.87	8,859.09	3,468.21	5,061.21	1,519.06	1,356.69
Early Phase In						
NS Parts With YRSL > 2	7,560.40	11,991.86	6,980.70	29,752.24	652.40	718.03
True Turn	4.87	5.09	4.08	7.48	6.67	5.34
Purchase to Stock Ratio						
By Number of Parts	19.29	23.02	19.69	23.37	23.05	25.28
By Piece	95.24	97.89	73.13	74.02	85.61	79.09
By Cost	41.19	42.17	33.43	45.62	47.60	44.38
Sales Closing Ratio						
By Number of Parts	99.14	99.19	99.45	99.39	99.47	99.80
By Piece	99.94	99.93	99.94	99.93	99.94	99.92
By Cost	99.79	99.91	98.83	99.79	99.91	99.56
Demand Filled from Stock Ratio						
By Number of Parts	2.82	0.46	7.75	14.01	17.87	17.94
By Piece	91.41	92.63	91.77	89.98	90.04	86.79
By Cost	34.99	33.47	29.44	43.88	45.09	42.78
NS Parts Sales Efficiency	104.73	104.79	131.04	112.80	102.94	110.53