

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	30,848		100,408		1,731,201.63	
Active Parts	5,369	17.40	59,387	59.14	1,318,272.40	76.14
NS Parts	22,002	71.32	6,052	6.02	197,515.91	11.40
MO Parts						
AP Parts	3,257	10.55	34,016	33.87	195,653.16	11.30
DP Parts	186	0.60	953	0.94	19,760.16	1.14
SP Parts						
DEL Parts	34	0.11				
Parts With No Cost	1,478	4.79				
Parts With Negative On-Hand	4	0.01	4		-1,789.34	
Core/Exchange	211	0.68	1,800	1.79	115,964.32	
Memos On File	14,349					
Parts Added	1,040	3.37	267	0.26	5,492.56	0.31
Active Parts	31	2.98	28	10.48	541.37	9.85
NS Parts	980	94.23	231	86.51	4,933.43	89.82
MO Parts						
AP Parts	28	2.69	6	2.24	13.80	0.25
DP Parts	1	0.09	2	0.74	3.96	0.07
SP Parts						
Parts & Memos Deleted	852					
Inventory Movement - Sales						
0 to 3 Months	7,358	23.85	57,806	57.57	1,238,184.29	71.52
4 to 6 Months	2,921	9.46	11,653	11.60	192,033.11	11.09
7 to 12 Months	4,115	13.33	20,560	20.47	185,610.68	10.72
Over 12 Months	9,995	32.40	9,806	9.76	92,997.03	5.37
New Parts No Sales	6,459	20.93	583	0.58	22,376.52	1.29
Inventory Movement - Receipts						
0 to 3 Months	6,294	20.40	33,632	33.49	1,164,223.03	67.24
4 to 6 Months	2,829	9.17	7,463	7.43	207,747.70	12.00
7 to 12 Months	3,696	11.98	6,143	6.11	162,221.08	9.37
Over 12 Months	11,548	37.43	53,097	52.88	195,324.57	11.28
New Parts No Receipts	6,481	21.00	73	0.07	1,685.25	0.09
Outstanding Orders	647	2.09	2,715		202,474.34	
Stockorders	271	41.88	1,169	43.05	78,340.86	38.69
Supplemental Orders	1	0.15	1	0.03	128.63	0.06
Customer Orders	222	34.31	918	33.81	71,280.38	35.20
Backorders	182	28.12	627	23.09	52,724.47	26.04
Stockorder Backorders	182	28.12	627	23.09	52,724.47	26.04
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	3,609	11.69	19,225		1,049,096.24		8,562
Regular	3,286	91.05	16,495	85.79	931,387.86	88.78	7,975
No History	476	13.18	2,696	14.02	114,073.50	10.87	552
Drop Ship							
Wholesale	28	0.77	34	0.17	3,634.88	0.34	35
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	49	0.15	151		8,457.65		51
Return Sales	926	3.00	3,355		229,635.77		1,217
Regular	854	92.22	2,602	77.55	212,559.02	92.56	1,107
No History	98	10.58	741	22.08	14,772.59	6.43	103
Defective							
Wholesale	7	0.75	12	0.35	2,304.16	1.00	7
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,232	7.23	16,656		846,319.21		3,130
Stockorders	1,425	63.84	11,586	69.56	481,326.74	56.87	1,926
Supplemental Orders	9	0.40	64	0.38	612.62	0.07	9
Customer Orders	1,018	45.60	4,311	25.88	334,998.26	39.58	1,159
Emergency Purchases	1	0.04	1	0.00	39.06	0.00	1
Other Receipts	34	1.52	694	4.16	29,342.53	3.46	35
Overages							
Net Adjustments	9	0.02	56		29,210.22		11
Plus	4	44.44	39	69.64	30,316.67		5
Minus	5	55.55	17	30.35	-1,106.45		6
Factory Returns	118	0.38	372		-11,415.62		117
Net Appreciation	133	0.43	1,178	1.17	-1,489.56		615
Positive	70	52.63	487	41.34	1,861.56		385
Negative	63	47.36	691	58.65	-3,351.12		230
Parts Updated With Cost	48	0.15	2		38.08		48
Parts With Comments	65						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			5		12.22		5
Lost Sales							
Return Sales			7		31.58		7

Grand Total

	SEPTEMBER 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	30,848	278,651	30,961	371,842	30,987
Parts Pieces	100,408	927,063	103,007	1,256,948	104,746
Parts Cost	1,731,201.63	16,559,675.84	1,839,963.98	22,732,542.21	1,894,378.52
Parts With Negative OH	-1,789.34	-9,893.05	-1,099.23	-11,612.81	-967.73
Core/Exchange	115,964.32	977,998.05	108,666.45	1,334,695.40	111,224.62
Gross Sales	1,049,096.24	10,512,521.11	1,168,057.90	14,096,460.01	1,174,705.00
Net Sales	819,460.47	8,306,410.54	922,934.50	11,132,016.83	927,668.07
Lost Sales	8,457.65	237,819.47	26,424.39	263,085.89	21,923.82
Outstanding Orders	202,474.34	2,277,108.35	253,012.04	3,243,761.94	270,313.50
Total Receipts	846,319.21	8,082,855.12	898,095.01	10,848,088.42	904,007.37
Customer Orders	334,998.26	3,228,933.31	358,770.37	4,348,755.55	362,396.30
Emergency Purchases	39.06	39.06	4.34	41.07	3.42
Net Adjustments	29,210.22	29,589.86	3,287.76	33,713.39	2,809.45
Net Appreciation	-1,489.56	29,366.87	3,262.99	24,149.70	2,012.48
NS Parts					
Number of Parts	22,002	196,006	21,778	258,976	21,581
Parts Pieces	6,052	63,810	7,090	88,171	7,348
Parts Cost	197,515.91	1,878,710.54	208,745.62	2,760,819.86	230,068.32
Gross Sales	330,285.09	3,287,172.17	365,241.35	4,248,209.71	354,017.48
Net Sales	232,564.48	2,352,171.91	261,352.43	3,001,650.95	250,137.58
Lost Sales	2,186.16	150,733.93	16,748.21	158,040.63	13,170.05
Outstanding Orders	76,926.59	838,407.16	93,156.35	1,064,820.74	88,735.06
Receipts	274,527.29	2,473,514.57	274,834.95	3,161,313.63	263,442.80
Inventory Movement - Sales					
0 to 3 Months	1,238,184.29	11,725,007.12	1,302,778.57	15,812,981.27	1,317,748.44
4 to 6 Months	192,033.11	1,778,042.51	197,560.28	2,536,333.29	211,361.11
7 to 12 Months	185,610.68	1,824,401.22	202,711.25	2,588,101.26	215,675.11
Over 12 Months	92,997.03	929,582.65	103,286.96	1,306,586.30	108,882.19
New Parts No Sales	22,376.52	302,642.34	33,626.93	488,540.09	40,711.67
Non-Productive Parts					
Excess Stock MNS < 12	652,724.25	6,696,674.88	744,074.99	9,243,572.15	770,297.68
Stock MNS > 11	74,699.94	739,229.83	82,136.65	1,055,233.83	87,936.15
NS Parts Not Sold	150,477.80	1,542,330.59	171,370.07	2,292,894.92	191,074.58
New Obsolescence					
Stock 9 Months	24,474.56	258,333.74	28,703.75	359,144.62	29,928.72
NS Parts 2 Months	33,981.55	230,235.51	25,581.72	323,293.44	26,941.12
Early Phase In					
NS Parts With YRSL > 2	49,230.34	515,510.55	57,278.95	742,303.06	61,858.59
True Turn	3.36		3.68		3.58
Purchase to Stock Ratio					
By Number of Parts	54.34		52.23		52.38
By Piece	74.11		77.91		77.12
By Cost	60.41		60.05		59.91
Sales Closing Ratio					
By Number of Parts	98.20		96.61		96.92
By Piece	99.05		98.68		98.79
By Cost	98.97		97.21		97.69
Demand Filled from Stock Ratio					
By Number of Parts	60.90		57.58		58.30
By Piece	72.14		77.67		77.17
By Cost	58.51		59.42		59.52
NS Parts Sales Efficiency	120.31		132.89		134.38

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	30,816	31,016	31,128	31,174	31,062	30,824
Parts Pieces	106,472	105,920	105,004	102,303	101,586	103,751
Parts Cost	2,002,490.11	2,032,223.99	1,945,745.79	1,800,135.56	1,730,066.30	1,787,454.33
Parts With Negative OH	-102.27	-327.24	-4,337.91	-10.55	-127.95	-2,318.24
Core/Exchange	111,439.35	127,993.35	119,387.35	102,401.33	92,993.38	88,847.38
Gross Sales	1,267,140.78	1,140,152.73	1,147,328.76	1,207,923.81	1,213,316.77	852,920.05
Net Sales	1,019,549.73	889,159.79	944,148.89	975,371.57	929,861.81	663,622.14
Lost Sales	9,505.60	88,446.33	81,251.10	25,384.50	5,435.52	3,160.52
Outstanding Orders	313,770.01	240,222.28	253,776.85	298,356.27	269,995.33	243,830.20
Total Receipts	947,742.84	957,980.09	850,919.47	847,762.84	874,218.50	714,157.43
Customer Orders	379,573.53	340,509.33	339,630.41	365,590.02	313,974.09	264,948.50
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	4,027.02	-23,667.44	1,432.01	4,158.13	3,068.56	1,517.38
Net Appreciation	25,135.21	-280.38	-4,272.75	89.73	3,840.95	-310.05
NS Parts						
Number of Parts	21,351	21,562	21,866	21,796	21,958	21,675
Parts Pieces	6,852	7,593	7,445	7,078	7,958	7,424
Parts Cost	241,409.47	228,794.31	223,935.76	207,626.06	193,493.97	197,304.79
Gross Sales	404,434.96	375,661.82	333,522.43	367,198.98	395,089.62	222,033.46
Net Sales	293,303.95	271,762.41	248,882.75	275,575.25	268,549.60	174,235.36
Lost Sales	1,392.92	74,426.87	58,601.06	7,978.38	2,345.90	1,292.87
Outstanding Orders	110,812.36	105,282.23	103,337.30	131,511.60	89,490.94	78,818.54
Receipts	295,173.26	278,771.69	259,431.15	279,732.53	277,155.72	183,780.57
Inventory Movement - Sales						
0 to 3 Months	1,350,604.58	1,394,979.57	1,363,868.59	1,284,340.00	1,252,738.30	1,287,976.34
4 to 6 Months	228,343.05	232,905.67	212,229.85	180,001.76	164,352.42	182,353.63
7 to 12 Months	264,311.00	252,383.23	228,570.52	197,850.22	186,394.74	179,595.73
Over 12 Months	107,152.96	103,696.98	95,880.15	98,516.33	99,567.54	112,917.80
New Parts No Sales	52,078.52	48,258.54	45,196.68	39,427.25	27,013.30	24,610.83
Non-Productive Parts						
Excess Stock MNS < 12	841,501.05	851,009.27	786,104.46	713,949.11	689,992.13	724,385.87
Stock MNS > 11	89,097.85	80,497.89	87,384.00	78,683.39	72,084.63	87,620.14
NS Parts Not Sold	208,042.06	184,024.78	189,313.25	180,758.70	159,314.97	164,861.28
New Obsolescence						
Stock 9 Months	33,424.27	38,618.08	32,208.48	22,473.82	29,283.70	31,006.63
NS Parts 2 Months	22,919.61	32,448.82	35,798.51	24,118.81	19,518.28	25,352.02
Early Phase In						
NS Parts With YRSL > 2	56,167.46	50,811.61	52,234.49	59,407.43	62,461.59	68,081.82
True Turn	3.84	3.24	3.73	4.06	4.27	2.68
Purchase to Stock Ratio						
By Number of Parts	51.99	55.09	51.65	54.60	55.46	55.73
By Piece	81.51	80.36	81.19	81.82	79.20	75.60
By Cost	59.94	64.45	60.08	56.87	64.08	62.90
Sales Closing Ratio						
By Number of Parts	97.84	95.53	90.39	96.17	98.09	98.97
By Piece	99.00	98.35	96.58	98.46	99.42	99.72
By Cost	99.07	90.95	92.07	97.46	99.41	99.52
Demand Filled from Stock Ratio						
By Number of Parts	58.43	61.68	53.95	59.09	59.73	61.81
By Piece	82.30	78.65	80.29	82.81	79.40	71.85
By Cost	62.19	56.12	58.95	60.93	65.84	59.79
NS Parts Sales Efficiency	137.01	134.75	128.55	131.26	142.55	120.81

Grand Total

	JULY 2024	AUGUST 2024	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	31,072	30,711	37,890	31,364	31,009	30,818
Parts Pieces	101,721	99,898	113,511	109,396	111,124	109,365
Parts Cost	1,799,617.23	1,730,740.90	2,199,133.36	2,020,340.12	2,061,841.72	2,090,684.53
Parts With Negative OH	-56.64	-822.91	-2,037.10	0.00	-17.31	-1,702.45
Core/Exchange	107,901.77	111,069.82	121,268.07	107,168.11	122,365.11	127,164.13
Gross Sales	1,502,119.76	1,132,522.21	1,029,347.79	1,327,715.95	1,136,044.59	1,120,178.36
Net Sales	1,161,410.74	903,825.40	851,432.13	1,041,862.90	896,976.03	886,767.36
Lost Sales	9,322.70	6,855.55	5,304.81	6,473.04	7,051.38	11,742.00
Outstanding Orders	261,427.85	193,255.22	321,210.40	434,654.56	336,766.58	195,232.45
Total Receipts	1,167,009.01	876,745.73	901,424.08	891,767.53	947,598.01	925,867.76
Customer Orders	541,752.45	347,956.72	366,474.21	412,746.97	351,877.25	355,198.02
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	2.01
Net Adjustments	5,912.54	3,931.44	74,369.27	4,013.22	8,589.88	-8,479.57
Net Appreciation	7,156.21	-502.49	-2,323.35	-1,758.67	-4,640.86	1,182.36
NS Parts						
Number of Parts	21,842	21,954	20,953	20,872	20,969	21,129
Parts Pieces	7,433	5,975	8,732	9,521	7,604	7,236
Parts Cost	193,404.77	195,225.50	338,287.82	326,358.07	292,668.81	263,082.44
Gross Sales	501,016.62	357,929.19	217,005.86	280,502.99	319,791.89	360,742.66
Net Sales	328,643.95	258,654.16	173,997.47	201,314.58	206,825.72	241,338.74
Lost Sales	954.23	1,555.54	207.48	1,097.92	409.84	5,798.94
Outstanding Orders	92,017.29	50,210.31	58,297.81	76,607.34	88,527.55	61,278.69
Receipts	345,600.12	279,342.24	191,139.08	227,096.43	212,149.62	248,553.01
Inventory Movement - Sales						
0 to 3 Months	1,295,446.34	1,256,869.11	1,442,596.59	1,306,902.78	1,372,075.97	1,408,995.40
4 to 6 Months	191,799.54	194,023.48	288,179.27	274,954.10	247,654.57	235,682.11
7 to 12 Months	166,677.96	163,007.14	250,310.39	258,834.27	255,489.43	249,376.34
Over 12 Months	124,487.35	94,366.51	155,776.22	117,996.76	123,911.51	135,095.38
New Parts No Sales	21,206.04	22,474.66	62,270.89	61,652.21	62,710.24	61,535.30
Non-Productive Parts						
Excess Stock MNS < 12	755,752.01	681,256.75	935,782.46	876,073.29	838,258.58	832,565.41
Stock MNS > 11	100,645.69	68,516.30	113,398.18	100,216.53	106,764.35	109,023.12
NS Parts Not Sold	156,142.92	149,394.84	296,396.94	261,311.47	260,687.72	228,565.14
New Obsolescence						
Stock 9 Months	27,284.12	19,560.08	26,239.44	29,911.83	29,800.30	41,098.75
NS Parts 2 Months	14,650.14	21,447.77	24,318.10	29,484.87	41,839.70	21,733.36
Early Phase In						
NS Parts With YRSL > 2	58,509.37	58,606.45	89,472.60	97,319.75	74,978.60	54,494.16
True Turn	4.13	3.85	2.65	3.74	3.17	3.05
Purchase to Stock Ratio						
By Number of Parts	37.10	56.31	55.18	45.77	53.42	58.76
By Piece	74.50	73.38	79.70	67.93	75.91	81.30
By Cost	53.57	60.31	59.34	53.71	62.86	61.63
Sales Closing Ratio						
By Number of Parts	98.01	97.88	98.23	97.49	98.17	97.72
By Piece	98.92	99.01	99.37	98.99	99.30	99.02
By Cost	99.20	99.24	99.38	99.38	99.22	98.69
Demand Filled from Stock Ratio						
By Number of Parts	47.02	58.55	65.45	59.89	58.29	62.68
By Piece	75.87	73.46	84.22	72.56	72.94	82.55
By Cost	52.92	61.03	56.60	60.01	60.29	59.16
NS Parts Sales Efficiency	144.97	128.13	113.53	123.51	150.73	145.13