

Grand Total

	SEPTEMBER 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	2,263	23,451	2,606	32,670	2,723
Parts Pieces	12,157	111,035	12,337	146,516	12,210
Parts Cost	101,480.12	4,042,438.66	449,159.85	4,371,103.32	364,258.61
Parts With Negative OH	-281.00	-863.15	-95.91	-1,123.95	-93.66
Core/Exchange	4,150.00	34,025.00	3,780.56	41,225.00	3,435.42
Gross Sales	61,857.04	675,782.83	75,086.98	882,604.06	73,550.34
Net Sales	56,072.19	607,803.71	67,533.75	792,964.54	66,080.38
Lost Sales	143.01	5,797.67	644.19	7,266.25	605.52
Outstanding Orders	15,894.93	126,410.13	14,045.57	164,966.10	13,747.18
Total Receipts	55,840.74	650,637.35	72,293.04	845,851.71	70,487.64
Customer Orders	31,236.35	314,081.76	34,897.97	391,962.04	32,663.50
Emergency Purchases	533.16	3,213.42	357.05	4,868.75	405.73
Net Adjustments	-193.41	5,304.51	589.39	6,860.92	571.74
Net Appreciation	-60.29	2,159.04	239.89	2,657.70	221.48
NS Parts					
Number of Parts	1,058	12,221	1,358	17,785	1,482
Parts Pieces	134	2,466	274	4,114	343
Parts Cost	4,843.26	60,727.31	6,747.48	102,781.44	8,565.12
Gross Sales	14,319.36	189,907.68	21,100.85	254,342.04	21,195.17
Net Sales	10,905.91	169,782.99	18,864.78	231,872.94	19,322.95
Lost Sales	58.52	2,000.64	222.29	2,087.38	173.75
Outstanding Orders	7,922.18	70,063.34	7,784.82	88,285.37	7,357.11
Receipts	12,950.77	180,098.46	20,010.94	241,385.21	20,115.43
Inventory Movement - Sales					
0 to 3 Months	58,313.75	3,615,446.82	401,716.31	3,806,045.94	317,170.50
4 to 6 Months	8,165.20	110,423.95	12,269.33	141,749.01	11,812.42
7 to 12 Months	15,605.20	134,683.98	14,964.89	179,603.46	14,966.96
Over 12 Months	5,610.06	87,226.79	9,691.87	115,316.20	9,609.68
New Parts No Sales	13,785.91	94,657.12	10,517.46	128,388.71	10,699.06
Non-Productive Parts					
Excess Stock MNS < 12	34,465.89	3,404,812.70	378,312.52	3,513,688.88	292,807.41
Stock MNS > 11	11,936.60	104,538.55	11,615.39	135,367.63	11,280.64
NS Parts Not Sold	2,519.30	36,146.33	4,016.26	67,444.77	5,620.40
New Obsolescence					
Stock 9 Months	1,806.61	23,783.07	2,642.56	32,571.82	2,714.32
NS Parts 2 Months	327.91	5,329.84	592.20	7,325.42	610.45
Early Phase In					
NS Parts With YRSL > 2	243.78	5,322.29	591.37	9,204.13	767.01
True Turn	2.87		0.86		1.09
Purchase to Stock Ratio					
By Number of Parts	40.72		44.15		45.32
By Piece	86.61		88.98		89.29
By Cost	43.10		51.23		53.08
Sales Closing Ratio					
By Number of Parts	99.00		98.09		98.20
By Piece	99.71		99.66		99.69
By Cost	99.74		99.05		99.09
Demand Filled from Stock Ratio					
By Number of Parts	45.77		47.17		48.96
By Piece	91.27		90.83		91.10
By Cost	43.23		47.34		49.50
NS Parts Sales Efficiency	110.56		105.44		105.36