

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	16,142		7,064		151,561.52	
Active Parts	2,150	13.31	4,273	60.48	81,141.13	53.53
NS Parts	13,210	81.83	2,106	29.81	42,066.16	27.75
MO Parts						
AP Parts	782	4.84	685	9.69	28,354.23	18.70
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	15	0.09				
Parts With Negative On-Hand	6	0.03	10		-932.56	
Core/Exchange	14	0.08	14	0.19	6,890.00	
Memos On File	2,202					
Parts Added	331	2.05	61	0.86	3,893.83	2.56
Active Parts						
NS Parts	330	99.69	61	100.00	3,893.83	100.00
MO Parts						
AP Parts	1	0.30				
DP Parts						
SP Parts						
Parts & Memos Deleted	424					
Inventory Movement - Sales						
0 to 3 Months	1,561	9.67	5,442	77.03	82,241.43	54.26
4 to 6 Months	775	4.80	609	8.62	18,134.79	11.96
7 to 12 Months	1,067	6.61	531	7.51	27,967.66	18.45
Over 12 Months	1,624	10.06	278	3.93	11,179.17	7.37
New Parts No Sales	11,115	68.85	204	2.88	12,038.47	7.94
Inventory Movement - Receipts						
0 to 3 Months	1,575	9.75	4,829	68.36	90,668.95	59.82
4 to 6 Months	808	5.00	676	9.56	24,007.31	15.83
7 to 12 Months	1,031	6.38	944	13.36	26,364.38	17.39
Over 12 Months	1,615	10.00	613	8.67	10,477.94	6.91
New Parts No Receipts	11,113	68.84	2	0.02	42.94	0.02
Outstanding Orders	41	0.25	69		6,723.27	
Stockorders	6	14.63	28	40.57	276.02	4.10
Supplemental Orders						
Customer Orders	19	46.34	21	30.43	3,267.47	48.59
Backorders	18	43.90	20	28.98	3,179.78	47.29
Stockorder Backorders	14	34.14	16	23.18	1,128.39	16.78
Supplemntl Backorders						
Customer Backorders	4	9.75	4	5.79	2,051.39	30.51
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	562	3.48	3,978		88,530.05		2,108
Regular	526	93.59	3,932	98.84	84,161.53	95.06	2,068
No History	40	7.11	46	1.15	4,368.52	4.93	40
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	6	0.03	6		335.69		7
Return Sales	102	0.63	193		13,321.27		126
Regular	102	100.00	193	100.00	13,321.27	100.00	126
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	468	2.89	3,451		75,360.78		585
Stockorders	207	44.23	1,150	33.32	17,492.00	23.21	264
Supplemental Orders							
Customer Orders	209	44.65	281	8.14	33,811.70	44.86	217
Emergency Purchases							
Other Receipts	70	14.95	2,020	58.53	24,057.08	31.92	104
Overages							
Net Adjustments	16	0.09	533		2,466.89		18
Plus	14	87.50	530	99.43	2,489.78		16
Minus	2	12.50	3	0.56	-22.89		2
Factory Returns							
Net Appreciation	116	0.71	441	6.24	870.53		481
Positive	111	95.68	411	93.19	871.19		463
Negative	5	4.31	30	6.80	-.66		18
Parts Updated With Cost	7	0.04	1		40.90		7
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales	517				35,487.53		298
Lost Sales							
Return Sales	35				7,631.41		22

Grand Total

	SEPTEMBER 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	16,142	104,561	11,618	135,405	11,284
Parts Pieces	7,064	60,715	6,746	82,748	6,896
Parts Cost	151,561.52	1,329,744.38	147,749.38	1,777,206.63	148,100.55
Parts With Negative OH	-932.56	-2,577.33	-286.37	-3,517.69	-293.14
Core/Exchange	6,890.00	51,495.00	5,721.67	68,515.00	5,709.58
Gross Sales	88,530.05	1,071,853.95	119,094.88	1,380,181.59	115,015.13
Net Sales	75,208.78	933,823.59	103,758.18	1,207,101.15	100,591.76
Lost Sales	335.69	17,993.62	1,999.29	20,571.23	1,714.27
Outstanding Orders	6,723.27	69,708.06	7,745.34	84,131.95	7,011.00
Total Receipts	75,360.78	912,752.41	101,416.93	1,168,520.48	97,376.71
Customer Orders	33,811.70	474,751.37	52,750.15	599,592.38	49,966.03
Emergency Purchases	0.00	479.18	53.24	479.18	39.93
Net Adjustments	2,466.89	20,290.18	2,254.46	30,391.31	2,532.61
Net Appreciation	870.53	4,943.16	549.24	4,545.68	378.81
NS Parts					
Number of Parts	13,210	78,467	8,719	99,293	8,274
Parts Pieces	2,106	10,288	1,143	13,545	1,129
Parts Cost	42,066.16	373,361.49	41,484.61	510,959.61	42,579.97
Gross Sales	33,396.07	450,387.30	50,043.03	569,453.30	47,454.44
Net Sales	28,075.77	392,876.36	43,652.93	497,625.74	41,468.81
Lost Sales	184.49	15,376.07	1,708.45	16,409.06	1,367.42
Outstanding Orders	5,096.71	43,784.56	4,864.95	51,509.29	4,292.44
Receipts	29,006.70	418,570.81	46,507.87	523,939.40	43,661.62
Inventory Movement - Sales					
0 to 3 Months	82,241.43	719,915.46	79,990.61	964,983.86	80,415.32
4 to 6 Months	18,134.79	200,225.31	22,247.26	268,257.47	22,354.79
7 to 12 Months	27,967.66	196,785.09	21,865.01	261,349.25	21,779.10
Over 12 Months	11,179.17	90,886.73	10,098.53	122,005.99	10,167.17
New Parts No Sales	12,038.47	121,931.79	13,547.98	160,610.06	13,384.17
Non-Productive Parts					
Excess Stock MNS < 12	27,099.47	307,975.85	34,219.54	390,978.55	32,581.55
Stock MNS > 11	13,660.00	101,137.67	11,237.52	132,195.12	11,016.26
NS Parts Not Sold	31,177.60	297,448.30	33,049.81	406,928.98	33,910.75
New Obsolescence					
Stock 9 Months	6,245.71	30,349.09	3,372.12	43,338.38	3,611.53
NS Parts 2 Months	4,718.72	50,340.05	5,593.34	79,773.13	6,647.76
Early Phase In					
NS Parts With YRSL > 2	8,550.78	85,165.31	9,462.81	134,624.24	11,218.69
True Turn	3.28		4.14		4.10
Purchase to Stock Ratio					
By Number of Parts	55.34		47.43		47.50
By Piece	91.85		88.58		89.14
By Cost	55.13		47.93		48.64
Sales Closing Ratio					
By Number of Parts	98.71		98.53		98.32
By Piece	99.84		99.64		99.58
By Cost	99.55		98.10		98.32
Demand Filled from Stock Ratio					
By Number of Parts	53.86		49.98		50.45
By Piece	92.42		89.31		89.73
By Cost	54.79		48.18		49.44
NS Parts Sales Efficiency	115.13		107.60		108.68

Grand Total

	JANUARY 2024	FEBRUARY 2024	MARCH 2024	APRIL 2024	MAY 2024	JUNE 2024
Number of Parts	8,571	9,903	9,775	9,416	9,256	8,940
Parts Pieces	7,217	6,350	6,028	6,868	6,762	6,842
Parts Cost	144,949.73	145,916.26	144,059.39	146,097.16	151,433.89	146,934.77
Parts With Negative OH	-84.65	-49.74	-746.49	-348.06	0.00	-112.89
Core/Exchange	5,740.00	5,715.00	4,715.00	5,465.00	5,065.00	4,665.00
Gross Sales	112,342.36	112,688.28	125,093.29	160,274.99	109,299.50	62,798.14
Net Sales	100,442.55	98,081.96	113,775.91	132,992.16	94,273.98	59,597.38
Lost Sales	3,012.14	6,374.18	727.20	66.84	215.89	281.40
Outstanding Orders	8,271.41	7,878.06	8,178.82	6,601.55	10,432.71	10,004.68
Total Receipts	94,192.74	95,592.92	109,551.33	131,573.54	97,964.61	52,419.33
Customer Orders	52,302.19	52,945.21	52,631.43	66,593.77	56,082.05	22,952.24
Emergency Purchases	0.00	292.02	0.00	145.81	41.35	0.00
Net Adjustments	2,000.12	2,561.50	2,809.32	2,116.85	2,276.55	824.95
Net Appreciation	247.95	1,128.59	183.60	1,171.07	173.08	1,510.68
NS Parts						
Number of Parts	5,659	7,025	6,732	6,594	6,372	6,083
Parts Pieces	975	694	674	718	743	1,359
Parts Cost	39,741.04	35,322.78	42,111.85	41,209.78	45,669.20	42,448.23
Gross Sales	50,707.47	46,716.87	45,488.99	69,808.26	44,614.16	29,985.27
Net Sales	42,774.59	39,312.59	41,830.14	61,138.87	37,959.29	28,935.55
Lost Sales	1,974.81	6,312.59	355.78	29.91	126.78	0.00
Outstanding Orders	4,743.36	6,498.83	5,443.71	2,129.37	6,496.16	6,168.57
Receipts	44,126.97	43,042.58	49,751.96	61,937.03	45,787.86	27,755.79
Inventory Movement - Sales						
0 to 3 Months	76,737.34	79,842.08	79,330.93	80,642.74	81,920.90	77,825.43
4 to 6 Months	24,362.12	23,880.60	20,859.23	19,596.73	23,767.13	25,907.47
7 to 12 Months	18,049.69	19,132.75	20,705.40	21,354.21	20,957.26	20,363.44
Over 12 Months	12,136.20	9,576.30	8,378.89	12,051.64	7,982.00	8,817.47
New Parts No Sales	13,664.38	13,484.53	14,784.94	12,451.84	16,806.60	14,020.96
Non-Productive Parts						
Excess Stock MNS < 12	30,339.58	40,524.51	34,549.28	38,036.89	39,547.42	38,182.61
Stock MNS > 11	12,464.69	11,123.55	10,344.33	12,051.38	8,422.12	9,639.90
NS Parts Not Sold	31,334.20	30,535.69	30,983.92	32,743.37	35,799.01	37,057.97
New Obsolescence						
Stock 9 Months	3,201.62	3,803.47	1,874.81	4,162.53	4,353.90	2,174.35
NS Parts 2 Months	5,100.30	5,913.60	3,494.49	6,601.17	5,667.80	7,364.74
Early Phase In						
NS Parts With YRSL > 2	11,686.67	9,430.18	10,802.67	10,382.97	8,793.31	8,944.78
True Turn	3.99	3.69	5.09	5.44	3.02	2.99
Purchase to Stock Ratio						
By Number of Parts	44.10	48.33	45.90	44.14	44.73	57.70
By Piece	86.08	88.06	89.65	89.58	89.09	91.18
By Cost	44.47	44.30	51.95	49.27	42.71	56.21
Sales Closing Ratio						
By Number of Parts	97.21	96.35	98.90	99.56	98.98	99.76
By Piece	99.19	99.40	99.73	99.93	99.85	99.43
By Cost	97.08	93.89	99.36	99.94	99.77	99.53
Demand Filled from Stock Ratio						
By Number of Parts	45.82	54.02	55.41	45.74	39.10	68.97
By Piece	87.31	90.42	91.18	88.17	89.85	91.84
By Cost	46.53	42.93	53.39	49.79	40.37	61.19
NS Parts Sales Efficiency	114.91	108.53	91.43	112.70	97.43	108.03

Grand Total

	JULY 2024	AUGUST 2024	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	16,323	16,235	9,975	10,129	10,283	10,432
Parts Pieces	6,721	6,863	7,074	6,913	7,412	7,708
Parts Cost	151,217.85	147,573.81	156,508.24	150,082.00	148,616.33	148,763.92
Parts With Negative OH	-156.78	-146.16	-67.02	-487.06	-453.30	0.00
Core/Exchange	7,075.00	6,165.00	6,130.00	6,690.00	4,765.00	5,565.00
Gross Sales	168,428.29	132,399.05	143,704.29	113,372.71	89,412.53	105,542.40
Net Sales	148,613.14	110,837.73	126,777.47	103,393.50	79,519.18	90,364.88
Lost Sales	818.21	6,162.07	160.52	266.02	1,327.52	984.07
Outstanding Orders	6,108.92	5,508.64	8,376.13	4,024.94	4,943.69	5,455.26
Total Receipts	150,252.95	105,844.21	140,442.48	95,145.32	77,124.61	83,498.14
Customer Orders	74,273.21	63,159.57	61,466.89	45,542.80	35,776.24	43,521.97
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	3,349.28	1,884.72	1,285.33	1,548.43	1,290.06	7,262.64
Net Appreciation	-526.75	184.41	-179.24	-256.73	-194.58	53.83
NS Parts						
Number of Parts	13,475	13,317	7,365	7,493	7,657	5,676
Parts Pieces	1,209	1,810	1,353	1,249	1,061	947
Parts Cost	42,425.51	42,366.94	54,591.45	47,670.70	47,192.76	42,734.66
Gross Sales	74,400.35	55,269.86	68,345.02	54,176.91	35,866.42	29,022.67
Net Sales	66,583.26	46,266.30	59,990.31	48,701.67	30,633.13	25,414.58
Lost Sales	432.00	5,959.71	25.09	109.11	569.57	354.31
Outstanding Orders	4,245.05	2,962.80	3,757.98	2,370.18	2,249.57	3,104.98
Receipts	67,026.82	50,135.10	71,841.26	44,568.52	34,707.27	26,092.80
Inventory Movement - Sales						
0 to 3 Months	80,118.75	81,255.86	89,991.34	85,435.55	81,769.42	77,863.43
4 to 6 Months	23,115.83	20,601.41	19,010.17	20,744.14	23,029.96	24,258.06
7 to 12 Months	24,772.28	23,482.40	22,330.69	22,409.48	20,819.00	21,335.68
Over 12 Months	10,314.77	10,450.29	8,759.04	9,776.28	10,448.08	10,894.90
New Parts No Sales	12,896.22	11,783.85	16,417.00	11,716.55	12,549.87	14,411.85
Non-Productive Parts						
Excess Stock MNS < 12	31,415.64	28,280.45	24,580.80	26,861.05	27,103.87	29,037.78
Stock MNS > 11	12,051.36	11,380.34	8,864.83	9,410.10	10,423.91	11,223.44
NS Parts Not Sold	34,408.52	33,408.02	33,474.55	39,441.03	34,914.22	35,125.43
New Obsolescence						
Stock 9 Months	2,240.83	2,291.87	2,183.78	5,274.85	3,501.36	4,213.08
NS Parts 2 Months	5,109.95	6,369.28	8,672.85	14,801.78	6,357.77	8,273.53
Early Phase In						
NS Parts With YRSL > 2	8,802.01	7,771.94	19,237.99	18,599.26	16,644.36	14,215.31
True Turn	5.90	3.88	5.01	4.63	3.53	3.78
Purchase to Stock Ratio						
By Number of Parts	48.12	45.31	48.88	46.84	49.90	46.36
By Piece	84.84	88.81	90.79	91.08	92.35	88.77
By Cost	50.56	40.32	56.23	52.13	53.61	47.87
Sales Closing Ratio						
By Number of Parts	99.17	98.62	99.17	99.31	97.22	96.57
By Piece	99.59	99.73	99.89	99.75	99.06	99.33
By Cost	99.45	94.73	99.87	99.74	98.35	98.92
Demand Filled from Stock Ratio						
By Number of Parts	46.09	45.94	46.02	54.31	51.90	49.67
By Piece	86.17	88.47	90.06	91.88	90.98	90.25
By Cost	49.74	40.75	51.45	55.80	54.10	51.27
NS Parts Sales Efficiency	111.00	110.24	95.13	121.55	103.33	111.22