

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	39,247		51,752		1,541,356.02	
Active Parts	7,923	20.18	47,605	91.98	1,448,414.64	93.97
NS Parts	29,111	74.17	219	0.42	50,633.80	3.28
MO Parts	288	0.73	3,828	7.39	28,302.29	1.83
AP Parts	971	2.47	93	0.17	9,767.57	0.63
DP Parts	3	0.00				
SP Parts	887	2.26	7	0.01	4,237.72	0.27
DEL Parts	64	0.16				
Parts With No Cost	3	0.00	157	0.30		
Parts With Negative On-Hand	2	0.00	4		-15.60	
Core/Exchange	251	0.63	353	0.68	36,722.25	
Memos On File	4,475					
Parts Added	1,168	2.97	58	0.11	38,288.87	2.48
Active Parts	17	1.45	9	15.51	1,906.40	4.97
NS Parts	260	22.26	43	74.13	32,233.40	84.18
MO Parts	10	0.85				
AP Parts						
DP Parts						
SP Parts	881	75.42	6	10.34	4,149.07	10.83
Parts & Memos Deleted	739					
Inventory Movement - Sales						
0 to 3 Months	9,429	24.02	46,260	89.38	1,182,143.31	76.69
4 to 6 Months	3,317	8.45	2,518	4.86	142,346.72	9.23
7 to 12 Months	4,071	10.37	2,558	4.94	133,847.36	8.68
Over 12 Months	21,837	55.63	190	0.36	36,685.23	2.38
New Parts No Sales	593	1.51	226	0.43	46,333.40	3.00
Inventory Movement - Receipts						
0 to 3 Months	9,153	23.32	42,418	81.96	1,192,528.34	77.36
4 to 6 Months	3,524	8.97	3,188	6.16	140,559.58	9.11
7 to 12 Months	4,572	11.64	3,221	6.22	173,605.02	11.26
Over 12 Months	21,843	55.65	2,922	5.64	34,195.08	2.21
New Parts No Receipts	155	0.39	3	0.00	468.00	0.03
Outstanding Orders	376	0.95	2,040		124,931.20	
Stockorders	136	36.17	896	43.92	31,762.80	25.42
Supplemental Orders						
Customer Orders	130	34.57	183	8.97	30,427.88	24.35
Backorders	113	30.05	961	47.10	62,740.52	50.22
Stockorder Backorders	34	9.04	629	30.83	18,988.45	15.19
Supplemental Backorders						
Customer Backorders	83	22.07	332	16.27	43,752.07	35.02
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	4,433	11.29	55,122		1,392,979.94		19,352
Regular	4,426	99.84	53,836	97.66	1,369,996.94	98.35	19,338
No History	14	0.31	1,286	2.33	22,983.00	1.64	14
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	38	0.09	38		5,092.90		38
Return Sales	1,095	2.79	6,411		265,978.41		1,693
Regular	1,095	100.00	6,411	100.00	265,978.41	100.00	1,693
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	3,639	9.27	48,988		1,259,072.24		5,311
Stockorders	1,487	40.86	13,702	27.97	613,341.56	48.71	2,454
Supplemental Orders							
Customer Orders	1,359	37.34	3,766	7.68	341,330.78	27.10	1,549
Emergency Purchases							
Other Receipts	1,071	29.43	31,520	64.34	304,399.90	24.17	1,308
Overages							
Net Adjustments	126	0.32	829		-24,182.07		135
Plus	13	10.31	621	74.90	3,215.20		18
Minus	113	89.68	208	25.09	-27,397.27		117
Factory Returns	197	0.50	291		-37,379.48		199
Net Appreciation	41	0.10	5,048	9.75	-1,989.15		63
Positive	18	43.90	241	4.77	357.10		31
Negative	23	56.09	4,807	95.22	-2,346.25		32
Parts Updated With Cost	1,195	3.04					1,195
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			45		702.80		56
Lost Sales							
Return Sales			12		656.52		7

Grand Total

	DECEMBER 2018	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	39,247	451,664	37,639	451,664	37,639
Parts Pieces	51,752	596,830	49,736	596,830	49,736
Parts Cost	1,541,356.02	17,470,358.80	1,455,863.23	17,470,358.80	1,455,863.23
Parts With Negative OH	-15.60	-1,138.75	-94.90	-1,138.75	-94.90
Core/Exchange	36,722.25	402,365.10	33,530.43	402,365.10	33,530.43
Gross Sales	1,392,979.94	17,357,288.04	1,446,440.67	17,357,288.04	1,446,440.67
Net Sales	1,127,001.53	14,652,046.99	1,221,003.92	14,652,046.99	1,221,003.92
Lost Sales	5,092.90	62,895.09	5,241.26	62,895.09	5,241.26
Outstanding Orders	124,931.20	1,475,704.46	122,975.37	1,475,704.46	122,975.37
Total Receipts	1,259,072.24	15,426,966.80	1,285,580.57	15,426,966.80	1,285,580.57
Customer Orders	341,330.78	4,685,833.94	390,486.16	4,685,833.94	390,486.16
Emergency Purchases	0.00	16,920.39	1,410.03	16,920.39	1,410.03
Net Adjustments	-24,182.07	-161,532.42	-13,461.04	-161,532.42	-13,461.04
Net Appreciation	-1,989.15	33,127.38	2,760.62	33,127.38	2,760.62
NS Parts					
Number of Parts	29,111	331,873	27,656	331,873	27,656
Parts Pieces	219	3,621	302	3,621	302
Parts Cost	50,633.80	328,172.73	27,347.73	328,172.73	27,347.73
Gross Sales	288,410.67	3,138,233.91	261,519.49	3,138,233.91	261,519.49
Net Sales	181,354.27	2,396,877.22	199,739.77	2,396,877.22	199,739.77
Lost Sales	3,272.00	51,815.59	4,317.97	51,815.59	4,317.97
Outstanding Orders	51,375.17	467,932.21	38,994.35	467,932.21	38,994.35
Receipts	215,997.52	2,671,238.50	222,603.21	2,671,238.50	222,603.21
Inventory Movement - Sales					
0 to 3 Months	1,182,143.31	12,991,285.22	1,082,607.10	12,991,285.22	1,082,607.10
4 to 6 Months	142,346.72	1,958,739.19	163,228.27	1,958,739.19	163,228.27
7 to 12 Months	133,847.36	1,871,691.51	155,974.29	1,871,691.51	155,974.29
Over 12 Months	36,685.23	389,871.23	32,489.27	389,871.23	32,489.27
New Parts No Sales	46,333.40	258,771.65	21,564.30	258,771.65	21,564.30
Non-Productive Parts					
Excess Stock MNS < 12	405,720.57	5,135,782.90	427,981.91	5,135,782.90	427,981.91
Stock MNS > 11	39,492.13	491,766.79	40,980.57	491,766.79	40,980.57
NS Parts Not Sold	12,244.10	111,043.09	9,253.59	111,043.09	9,253.59
New Obsolescence					
Stock 9 Months	21,944.60	325,354.21	27,112.85	325,354.21	27,112.85
NS Parts 2 Months	3,495.70	44,155.75	3,679.65	44,155.75	3,679.65
Early Phase In					
NS Parts With YRSL > 2	1,007.80	8,222.62	685.22	8,222.62	685.22
True Turn	6.12		6.83		6.83
Purchase to Stock Ratio					
By Number of Parts	62.65		56.50		56.50
By Piece	92.31		91.52		91.52
By Cost	72.89		69.51		69.51
Sales Closing Ratio					
By Number of Parts	98.87		98.77		98.77
By Piece	99.92		99.90		99.90
By Cost	99.55		99.57		99.57
Demand Filled from Stock Ratio					
By Number of Parts	58.61		52.12		52.12
By Piece	92.19		91.51		91.51
By Cost	69.39		67.61		67.61
NS Parts Sales Efficiency	133.52		117.48		117.48

Grand Total

	JANUARY 2018	FEBRUARY 2018	MARCH 2018	APRIL 2018	MAY 2018	JUNE 2018
Number of Parts	36,229	36,463	36,755	37,113	36,980	37,345
Parts Pieces	50,312	57,643	57,790	47,863	48,666	42,611
Parts Cost	1,439,146.94	1,555,711.09	1,513,270.44	1,476,599.16	1,425,156.84	1,391,399.09
Parts With Negative OH	0.00	0.00	-81.00	-165.00	-48.63	-146.90
Core/Exchange	29,286.30	31,626.80	30,292.80	29,356.80	36,730.05	33,423.80
Gross Sales	1,595,715.93	1,265,467.17	1,309,178.77	1,446,394.97	1,478,724.93	1,340,817.25
Net Sales	1,378,876.42	1,079,579.13	1,129,086.30	1,210,777.18	1,243,858.20	1,159,565.66
Lost Sales	4,311.91	5,150.08	7,165.10	3,563.70	6,978.50	4,494.60
Outstanding Orders	133,824.39	135,635.78	108,346.71	145,408.41	135,211.11	149,050.59
Total Receipts	1,398,237.57	1,249,201.12	1,146,986.27	1,234,117.63	1,243,682.46	1,201,507.16
Customer Orders	540,492.58	358,437.01	311,828.66	302,326.04	410,919.87	349,635.25
Emergency Purchases	1,284.00	8,705.19	0.00	0.00	0.00	0.00
Net Adjustments	-1,452.79	-7,970.44	-26,379.98	-14,679.50	-11,378.33	-9,832.66
Net Appreciation	33,280.64	-3,604.79	-432.66	-2,072.16	5,017.78	3,872.51
NS Parts						
Number of Parts	26,402	26,639	26,875	26,762	27,082	27,422
Parts Pieces	248	516	291	256	226	434
Parts Cost	21,286.96	39,445.35	27,421.85	21,731.87	25,299.47	19,575.88
Gross Sales	310,302.46	207,045.85	239,652.05	196,807.88	280,654.47	208,784.90
Net Sales	256,082.74	159,139.13	192,187.70	144,001.88	208,515.18	173,292.05
Lost Sales	4,118.91	4,430.08	6,191.00	3,033.70	6,465.50	4,108.10
Outstanding Orders	34,511.58	44,882.90	25,198.84	42,542.79	41,692.80	44,085.42
Receipts	274,870.89	189,193.74	192,473.30	163,006.67	239,769.07	199,843.62
Inventory Movement - Sales						
0 to 3 Months	1,070,303.32	1,163,129.05	1,129,613.92	1,081,238.76	1,018,747.73	982,050.38
4 to 6 Months	163,268.06	166,434.49	176,449.38	182,749.20	180,352.87	174,504.23
7 to 12 Months	160,208.59	158,065.53	161,203.79	163,419.77	176,868.39	181,393.47
Over 12 Months	26,153.88	43,073.58	32,260.88	30,398.21	29,442.51	29,274.01
New Parts No Sales	19,213.09	25,008.44	13,742.47	18,793.22	19,745.34	24,177.00
Non-Productive Parts						
Excess Stock MNS < 12	412,248.67	556,584.27	450,847.10	504,391.10	382,654.54	405,675.22
Stock MNS > 11	43,433.98	35,283.46	36,546.48	36,983.21	43,609.71	40,717.41
NS Parts Not Sold	7,898.60	9,078.05	15,024.75	14,722.97	11,192.87	4,528.35
New Obsolescence						
Stock 9 Months	24,027.20	28,824.71	28,844.78	30,774.66	34,206.03	24,632.30
NS Parts 2 Months	3,927.00	5,097.95	8,840.50	4,084.90	1,817.00	605.20
Early Phase In						
NS Parts With YRSL > 2	145.35	284.95	768.05	236.97	1,267.97	400.33
True Turn	6.98	5.50	6.48	7.38	7.01	6.99
Purchase to Stock Ratio						
By Number of Parts	54.67	57.15	58.83	59.74	56.02	56.79
By Piece	86.85	89.68	93.92	94.33	90.82	90.73
By Cost	61.25	70.60	72.81	75.50	66.95	70.90
Sales Closing Ratio						
By Number of Parts	98.77	98.66	98.67	98.51	98.65	98.86
By Piece	99.90	99.88	99.89	99.90	99.90	99.90
By Cost	99.68	99.52	99.36	99.70	99.44	99.61
Demand Filled from Stock Ratio						
By Number of Parts	52.05	51.93	56.59	54.88	52.33	54.73
By Piece	87.01	87.64	93.82	95.34	90.64	91.77
By Cost	60.51	65.67	71.92	74.81	66.59	69.57
NS Parts Sales Efficiency	112.89	109.43	124.51	120.73	117.05	104.47

Grand Total

	JULY 2018	AUGUST 2018	SEPTEMBER 2018	OCTOBER 2018	NOVEMBER 2018	DECEMBER 2017
Number of Parts	37,647	38,116	38,185	38,759	38,825	35,816
Parts Pieces	43,467	45,932	48,595	50,847	51,352	50,506
Parts Cost	1,400,971.89	1,373,215.78	1,375,987.01	1,500,412.11	1,477,132.43	1,439,990.92
Parts With Negative OH	-91.17	-534.00	-30.90	-18.00	-7.55	-33.00
Core/Exchange	33,876.55	32,532.00	33,538.75	36,660.75	38,318.25	30,652.50
Gross Sales	1,461,171.21	1,499,969.76	1,384,554.52	1,660,961.89	1,521,351.70	1,913,100.57
Net Sales	1,251,866.13	1,247,238.32	1,189,853.18	1,360,672.57	1,273,672.37	1,706,976.28
Lost Sales	4,025.00	10,217.50	3,748.00	5,618.40	2,529.40	5,443.50
Outstanding Orders	110,757.98	74,905.17	118,983.42	146,237.92	92,411.78	92,848.48
Total Receipts	1,300,436.00	1,272,735.42	1,244,268.28	1,535,726.62	1,340,996.03	1,671,039.55
Customer Orders	428,590.90	370,430.67	401,386.80	474,386.50	396,068.88	509,293.89
Emergency Purchases	0.00	6.90	0.00	6,924.30	0.00	190.00
Net Adjustments	-12,938.49	5,598.72	-19,704.44	-13,718.42	-24,894.02	-4,927.81
Net Appreciation	1,966.08	-1,553.51	-1,003.77	245.62	-599.21	-1,498.85
NS Parts						
Number of Parts	27,749	28,018	28,343	28,609	28,861	26,076
Parts Pieces	226	197	362	406	240	161
Parts Cost	16,218.40	16,893.60	19,307.60	40,137.00	30,220.95	17,007.71
Gross Sales	270,005.28	254,326.69	319,662.61	303,139.70	259,441.35	414,347.55
Net Sales	209,705.90	188,196.17	257,732.31	225,888.28	200,781.61	371,315.46
Lost Sales	3,434.00	6,689.00	3,066.00	4,568.90	2,438.40	5,265.00
Outstanding Orders	32,048.92	15,808.90	54,184.80	49,301.95	32,298.14	19,699.81
Receipts	219,454.05	210,418.57	275,284.31	267,321.90	223,604.86	290,647.36
Inventory Movement - Sales						
0 to 3 Months	1,019,195.32	1,026,795.78	1,038,802.02	1,134,722.46	1,144,543.17	1,054,171.48
4 to 6 Months	174,288.03	152,176.96	149,978.85	158,365.65	137,824.75	179,443.37
7 to 12 Months	165,917.31	143,179.88	141,832.49	143,126.09	142,628.84	163,165.28
Over 12 Months	29,063.18	33,757.58	34,585.81	34,589.51	30,586.85	26,345.29
New Parts No Sales	12,508.05	17,305.58	10,787.84	29,608.40	21,548.82	16,865.50
Non-Productive Parts						
Excess Stock MNS < 12	430,568.46	405,485.98	334,633.50	497,838.22	349,135.27	405,852.25
Stock MNS > 11	45,718.28	42,180.48	40,740.21	44,104.01	42,957.43	44,806.98
NS Parts Not Sold	5,801.80	4,879.20	6,337.30	7,617.70	11,717.40	4,219.30
New Obsolescence						
Stock 9 Months	31,443.74	32,563.08	19,187.80	30,249.70	18,655.61	28,338.50
NS Parts 2 Months	2,574.00	1,452.80	2,973.10	3,852.30	5,435.30	3,132.50
Early Phase In						
NS Parts With YRSL > 2	158.10	130.70	1,436.90	1,193.90	1,191.60	33.00
True Turn	7.05	7.66	6.88	7.03	7.13	9.98
Purchase to Stock Ratio						
By Number of Parts	54.74	56.34	55.05	51.85	55.62	59.63
By Piece	89.71	92.79	92.55	92.28	92.27	73.75
By Cost	67.04	70.89	67.74	68.65	70.46	69.51
Sales Closing Ratio						
By Number of Parts	98.94	98.59	98.76	98.76	99.22	98.83
By Piece	99.91	99.88	99.89	99.91	99.94	99.94
By Cost	99.67	99.18	99.68	99.58	99.80	99.68
Demand Filled from Stock Ratio						
By Number of Parts	51.55	50.68	52.64	41.58	49.20	54.95
By Piece	89.53	92.88	92.08	91.95	92.18	73.10
By Cost	65.55	69.72	66.05	64.36	68.76	69.92
NS Parts Sales Efficiency	123.03	120.86	116.12	113.39	116.02	142.56