

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	8		41		285.66	
Active Parts	1	12.50	34	82.92	84.66	29.63
NS Parts	3	37.50				
MO Parts						
AP Parts	4	50.00	7	17.07	201.00	70.36
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	1	12.50				
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added	1	12.50				
Active Parts						
NS Parts	1	100.00				
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1					
Inventory Movement - Sales						
0 to 3 Months	1	12.50	34	82.92	84.66	29.63
4 to 6 Months						
7 to 12 Months						
Over 12 Months	4	50.00	7	17.07	201.00	70.36
New Parts No Sales	3	37.50				
Inventory Movement - Receipts						
0 to 3 Months	1	12.50	34	82.92	84.66	29.63
4 to 6 Months						
7 to 12 Months						
Over 12 Months	4	50.00	7	17.07	201.00	70.36
New Parts No Receipts	3	37.50				

Outstanding Orders
 Stockorders
 Supplemental Orders
 Customer Orders
 Backorders
 Stockorder Backorders
 Supplementl Backorders
 Customer Backorders
 Outstanding Forced Orders

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales							
Regular	1	12.50	39		97.11		4
No History	1	100.00	39	100.00	97.11	100.00	4
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	1	12.50	48		119.52		2
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	1	100.00	48	100.00	119.52	100.00	2
Overages							
Net Adjustments	1	12.50	8		-19.92		1
Plus							
Minus	1	100.00	8	100.00	-19.92		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							

Sort Source: 101

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance						
Active Parts	124		2,274		13,269.25	
NS Parts	124	100.00	2,274	100.00	13,269.25	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File

40

Parts Added

Active Parts

NS Parts
 MO Parts
 AP Parts
 DP Parts
 SP Parts

Parts & Memos Deleted

Inventory Movement - Sales

0 to 3 Months	95	76.61	2,217	97.49	12,392.94	93.39
4 to 6 Months	10	8.06	37	1.62	384.61	2.89
7 to 12 Months	5	4.03	15	0.65	444.97	3.35
Over 12 Months	14	11.29	5	0.21	46.73	0.35
New Parts No Sales						

Inventory Movement - Receipts

0 to 3 Months	89	71.77	2,207	97.05	12,196.93	91.91
4 to 6 Months	11	8.87	29	1.27	418.64	3.15
7 to 12 Months	11	8.87	25	1.09	615.81	4.64
Over 12 Months	13	10.48	13	0.57	37.87	0.28
New Parts No Receipts						

Outstanding Orders

Stockorders	3	2.41	27		100.32	
Supplemental Orders	3	100.00	27	100.00	100.32	100.00

Customer Orders

Backorders

Stockorder Backorders

Supplementl Backorders

Customer Backorders

Outstanding Forced Orders

STEVEN NISSAN
 MONTHLY SUMMARY REPORT

Sort Source: 101

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales							
Regular	70	56.45	2,636		14,961.82		1,155
No History	70	100.00	2,636	100.00	14,961.82	100.00	1,155
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	19	15.32	173		1,184.27		36
Regular	19	100.00	173	100.00	1,184.27	100.00	36
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	67	54.03	2,319		14,818.93		137
Stockorders	54	80.59	982	42.34	8,683.66	58.59	115
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	13	19.40	1,337	57.65	6,135.27	41.40	22
Overages							
Net Adjustments	4	3.22	361		799.82		4
Plus	2	50.00	358	99.16	886.77		2
Minus	2	50.00	3	0.83	-86.95		2
Factory Returns							
Net Appreciation	21	16.93	64	2.81	-145.02		33
Positive	3	14.28	15	23.43	33.00		11
Negative	18	85.71	49	76.56	-178.02		22
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							

Sort Source: 102

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	4,029		1,882		56,261.96	
Active Parts	953	23.65	1,418	75.34	38,525.72	68.47
NS Parts	2,800	69.49	353	18.75	14,701.01	26.12
MO Parts						
AP Parts	276	6.85	111	5.89	3,035.23	5.39
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	4	0.09				
Parts With Negative On-Hand	2	0.04	9		-12.08	
Core/Exchange	9	0.22	9	0.47	2,740.00	
Memos On File	1,246					
Parts Added	288	7.14	27	1.43	3,421.09	6.08
Active Parts						
NS Parts	288	100.00	27	100.00	3,421.09	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	169					
Inventory Movement - Sales						
0 to 3 Months	771	19.13	1,161	61.68	30,284.87	53.82
4 to 6 Months	296	7.34	167	8.87	3,468.50	6.16
7 to 12 Months	872	21.64	322	17.10	11,844.19	21.05
Over 12 Months	729	18.09	107	5.68	3,134.41	5.57
New Parts No Sales	1,361	33.78	125	6.64	7,529.99	13.38
Inventory Movement - Receipts						
0 to 3 Months	802	19.90	1,125	59.77	34,616.34	61.52
4 to 6 Months	320	7.94	245	13.01	5,200.35	9.24
7 to 12 Months	788	19.55	321	17.05	12,648.36	22.48
Over 12 Months	763	18.93	178	9.45	3,526.64	6.26
New Parts No Receipts	1,356	33.65	13	0.69	270.27	0.48
Outstanding Orders	18	0.44	20		1,524.07	
Stockorders	3	16.66	4	20.00	187.54	12.30
Supplemental Orders						
Customer Orders	12	66.66	12	60.00	1,145.51	75.16
Backorders	4	22.22	4	20.00	191.02	12.53
Stockorder Backorders	1	5.55	1	5.00	63.79	4.18
Supplemntl Backorders						
Customer Backorders	3	16.66	3	15.00	127.23	8.34
Outstanding Forced Orders						

Sort Source: 102

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	306	7.59	670		50,393.01		575
Regular	300	98.03	663	98.95	47,557.11	94.37	568
No History	7	2.28	7	1.04	2,835.90	5.62	7
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	8	0.19	10		1,070.41		8
Return Sales	39	0.96	52		5,367.18		48
Regular	39	100.00	52	100.00	5,367.18	100.00	48
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	265	6.57	780		45,215.24		322
Stockorders	91	34.33	363	46.53	7,462.81	16.50	119
Supplemental Orders							
Customer Orders	177	66.79	227	29.10	29,660.11	65.59	189
Emergency Purchases							
Other Receipts	10	3.77	190	24.35	8,092.32	17.89	14
Overages							
Net Adjustments	6	0.14	12		84.99		9
Plus	4	66.66	8	66.66	116.25		5
Minus	2	33.33	4	33.33	-31.26		4
Factory Returns							
Net Appreciation	5	0.12	11	0.58	-283.90		39
Positive	1	20.00	2	18.18	2.00		16
Negative	4	80.00	9	81.81	-285.90		23
Parts Updated With Cost	3	0.07					3
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Sort Source: 103

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	1,184		728		24,672.84	
Active Parts	678	57.26	522	71.70	21,842.60	88.52
NS Parts	449	37.92	142	19.50	2,376.95	9.63
MO Parts						
AP Parts	57	4.81	64	8.79	453.29	1.83
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange	4	0.33	4	0.54	1,990.00	
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Memos On File

488

Parts Added

Active Parts	25	2.11	1	0.13	76.77	0.31
NS Parts	25	100.00	1	100.00	76.77	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted

20

Inventory Movement - Sales

0 to 3 Months	360	30.40	298	40.93	13,375.59	54.21
4 to 6 Months	108	9.12	88	12.08	2,388.76	9.68
7 to 12 Months	333	28.12	242	33.24	7,171.66	29.06
Over 12 Months	248	20.94	62	8.51	1,419.46	5.75
New Parts No Sales	135	11.40	38	5.21	317.37	1.28

Inventory Movement - Receipts

0 to 3 Months	347	29.30	280	38.46	13,672.92	55.41
4 to 6 Months	129	10.89	118	16.20	3,208.53	13.00
7 to 12 Months	297	25.08	203	27.88	6,280.70	25.45
Over 12 Months	278	23.47	117	16.07	1,502.47	6.08
New Parts No Receipts	133	11.23	10	1.37	8.22	0.03

Outstanding Orders

Stockorders	10	0.84	10		703.51	
Supplemental Orders	2	20.00	2	20.00	254.12	36.12
Customer Orders	8	80.00	8	80.00	449.39	63.87

Backorders

Stockorder Backorders
 Supplementl Backorders
 Customer Backorders

Outstanding Forced Orders

STEVEN NISSAN
 MONTHLY SUMMARY REPORT

Sort Source: 103

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	105	8.86	125		18,058.04		165
Regular	104	99.04	124	99.20	17,592.04	97.41	164
No History	1	0.95	1	0.80	466.00	2.58	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.08	1		48.86		1
Return Sales	14	1.18	16		3,493.68		16
Regular	14	100.00	16	100.00	3,493.68	100.00	16
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	101	8.53	134		16,788.84		120
Stockorders	54	53.46	70	52.23	3,179.17	18.93	61
Supplemental Orders							
Customer Orders	55	54.45	62	46.26	13,435.23	80.02	57
Emergency Purchases							
Other Receipts	2	1.98	2	1.49	174.44	1.03	2
Overages							
Net Adjustments	4	0.33	4		-9.31		4
Plus	1	25.00	1	25.00	31.41		1
Minus	3	75.00	3	75.00	-40.72		3
Factory Returns							
Net Appreciation	5	0.42	11	1.51	-313.26		16
Positive	1	20.00	2	18.18	4.00		8
Negative	4	80.00	9	81.81	-317.26		8
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							

Sort Source: 300

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	124		49		5,500.00	
Active Parts	45	36.29	40	81.63	4,496.00	81.74
NS Parts	69	55.64	8	16.32	884.00	16.07
MO Parts						
AP Parts	10	8.06	1	2.04	120.00	2.18
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File 1

Parts Added	4	3.22				
Active Parts						
NS Parts	4	100.00				
MO Parts						
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted 7

Inventory Movement - Sales

0 to 3 Months	28	22.58	40	81.63	4,204.00	76.43
4 to 6 Months	9	7.25				
7 to 12 Months	28	22.58	9	18.36	1,296.00	23.56
Over 12 Months	27	21.77				
New Parts No Sales	32	25.80				

Inventory Movement - Receipts

0 to 3 Months	27	21.77	40	81.63	4,204.00	76.43
4 to 6 Months	11	8.87				
7 to 12 Months	26	20.96	8	16.32	1,176.00	21.38
Over 12 Months	28	22.58	1	2.04	120.00	2.18
New Parts No Receipts	32	25.80				

Outstanding Orders

Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplementl Backorders						
Customer Backorders						

Outstanding Forced Orders

Sort Source: 300

	NBR OF PARTS	PERCENT	PARTS PICES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	13	10.48	65		7,280.00		28
Regular	13	100.00	64	98.46	7,118.00	97.77	27
No History	1	7.69	1	1.53	162.00	2.22	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	5	4.03	11		1,087.00		6
Regular	5	100.00	11	100.00	1,087.00	100.00	6
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	13	10.48	58		6,621.00		18
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	13	100.00	58	100.00	6,621.00	100.00	18
Overages							
Net Adjustments							
Plus							2
Minus							1
Factory Returns							1
Net Appreciation							
Positive							2
Negative							1
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales	69				6,544.04		21
Lost Sales							
Return Sales							
Return Sales	6				562.12		2

Sort Source: 400

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	24		195		4,146.33	
Active Parts	24	100.00	195	100.00	4,146.33	100.00
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File

4

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

New Parts No Sales

21	87.50	182	93.33	3,913.63	94.38
1	4.16	12	6.15	190.32	4.59
2	8.33	1	0.51	42.38	1.02

Inventory Movement - Receipts

0 to 3 Months

4 to 6 Months

7 to 12 Months

Over 12 Months

New Parts No Receipts

14	58.33	106	54.35	2,448.70	59.05
1	4.16	4	2.05	578.96	13.96
1	4.16	1	0.51	28.65	0.69
8	33.33	84	43.07	1,090.02	26.28

Outstanding Orders

Stockorders

Supplemental Orders

Customer Orders

Backorders

Stockorder Backorders

Supplemntl Backorders

Customer Backorders

Outstanding Forced Orders

Sort Source: 400

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	15	62.50	86		2,512.37		86
Regular	15	100.00	86	100.00	2,512.37	100.00	86
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	5	20.83	6		231.91		6
Regular	5	100.00	6	100.00	231.91	100.00	6
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	5	20.83	67		1,467.45		7
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	5	100.00	67	100.00	1,467.45	100.00	7
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation	1	4.16	7	3.58	3.71		1
Positive	1	100.00	7	100.00	3.71		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							

Sort Source: 900

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	122		954		6,455.37	
Active Parts	78	63.93	833	87.31	3,908.34	60.54
NS Parts	13	10.65	44	4.61	412.63	6.39
MO Parts						
AP Parts	31	25.40	77	8.07	2,134.40	33.06
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File 34

Parts Added	1	0.81	4	0.41	100.00	1.54
Active Parts						
NS Parts	1	100.00	4	100.00	100.00	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted 1

Inventory Movement - Sales

0 to 3 Months	59	48.36	822	86.16	3,656.08	56.63
4 to 6 Months	7	5.73	19	1.99	103.33	1.60
7 to 12 Months	10	8.19	7	0.73	56.64	0.87
Over 12 Months	44	36.06	102	10.69	2,577.38	39.92
New Parts No Sales	2	1.63	4	0.41	61.94	0.95

Inventory Movement - Receipts

0 to 3 Months	51	41.80	353	37.00	1,771.31	27.43
4 to 6 Months	5	4.09	176	18.44	1,382.26	21.41
7 to 12 Months	8	6.55	21	2.20	113.39	1.75
Over 12 Months	58	47.54	404	42.34	3,188.41	49.39
New Parts No Receipts						

Outstanding Orders

Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						

Outstanding Forced Orders

Sort Source: 900

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	37	30.32	241		1,368.81		162
Regular	37	100.00	241	100.00	1,368.81	100.00	162
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	4	3.27	13		90.85		4
Regular	4	100.00	13	100.00	90.85	100.00	4
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	33	27.04	255		1,460.88		65
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	33	100.00	255	100.00	1,460.88	100.00	65
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation	2	1.63	11	1.15	4.29		2
Positive	2	100.00	11	100.00	4.29		2
Negative							
Parts Updated With Cost	1	0.81					1
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			386		18,510.53		294
Lost Sales							
Return Sales			17		952.84		15

Sort Source: 901

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	4		4		2,179.90	
Active Parts						
NS Parts						
MO Parts						
AP Parts	4	100.00	4	100.00	2,179.90	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

New Parts No Sales

4	100.00	4	100.00	2,179.90	100.00
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Inventory Movement - Receipts

0 to 3 Months

4 to 6 Months

7 to 12 Months

Over 12 Months

New Parts No Receipts

4	100.00	4	100.00	2,179.90	100.00
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Outstanding Orders

Stockorders

Supplemental Orders

Customer Orders

Backorders

Stockorder Backorders

Supplemntl Backorders

Customer Backorders

Outstanding Forced Orders

Sort Source: 901

	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							

STEVEN NISSAN
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	5,619		6,127		112,771.31	
Active Parts	1,903	33.86	5,316	86.76	86,272.90	76.50
NS Parts	3,334	59.33	547	8.92	18,374.59	16.29
MO Parts						
AP Parts	382	6.79	264	4.30	8,123.82	7.20
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost 5 0.08

Parts With Negative On-Hand 2 0.03 9 -12.08

Core/Exchange 13 0.23 13 0.21 4,730.00

Memos On File 1,813

Parts Added						
Active Parts	319	5.67	32	0.52	3,597.86	3.19
NS Parts						
MO Parts	319	100.00	32	100.00	3,597.86	100.00
AP Parts						
DP Parts						
SP Parts						

Parts & Memos Deleted 198

Inventory Movement - Sales

0 to 3 Months	1,335	23.75	4,754	77.59	67,911.77	60.22
4 to 6 Months	431	7.67	323	5.27	6,535.52	5.79
7 to 12 Months	1,248	22.21	595	9.71	20,813.46	18.45
Over 12 Months	1,072	19.07	288	4.70	9,601.26	8.51
New Parts No Sales	1,533	27.28	167	2.72	7,909.30	7.01

Inventory Movement - Receipts

0 to 3 Months	1,331	23.68	4,145	67.65	68,994.86	61.18
4 to 6 Months	477	8.48	572	9.33	10,788.74	9.56
7 to 12 Months	1,131	20.12	579	9.44	20,862.91	18.50
Over 12 Months	1,156	20.57	808	13.18	11,846.31	10.50
New Parts No Receipts	1,524	27.12	23	0.37	278.49	0.24

Outstanding Orders

Stockorders	31	0.55	57		2,327.90	
Supplemental Orders	8	25.80	33	57.89	541.98	23.28
Customer Orders	20	64.51	20	35.08	1,594.90	68.51
Backorders	4	12.90	4	7.01	191.02	8.20
Stockorder Backorders	1	3.22	1	1.75	63.79	2.74
Supplemntl Backorders						
Customer Backorders	3	9.67	3	5.26	127.23	5.46

Outstanding Forced Orders

STEVEN NISSAN
 MONTHLY SUMMARY REPORT

Grand Total

	MNR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	547	9.73	3,862		94,671.16		2,175
Regular	540	98.72	3,853	99.76	91,207.26	96.34	2,166
No History	9	1.64	9	0.23	3,463.90	3.65	9
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	9	0.16	11		1,119.27		9
Return Sales	86	1.53	271		11,454.89		116
Regular	86	100.00	271	100.00	11,454.89	100.00	116
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	485	8.63	3,661		86,491.86		671
Stockorders	199	41.03	1,415	38.65	19,325.64	22.34	295
Supplemental Orders							
Customer Orders	232	47.83	289	7.89	43,095.34	49.82	246
Emergency Purchases							
Other Receipts	77	15.87	1,957	53.45	24,070.88	27.83	130
Overages							
Net Adjustments	15	0.26	385		855.58		18
Plus	7	46.66	367	95.32	1,034.43		8
Minus	8	53.33	18	4.67	-178.85		10
Factory Returns							
Net Appreciation	34	0.60	104	1.69	-734.18		93
Positive	8	23.52	37	35.57	47.00		39
Negative	26	76.47	67	64.42	-781.18		54
Parts Updated With Cost	4	0.07					4
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			455		25,054.57		315
Lost Sales							
Return Sales			23		1,514.96		17

Sort Source: 100

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	8	69	8	94	8
Parts Pieces	41	431	48	613	51
Parts Cost	285.66	2,720.92	302.32	3,871.71	322.64
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	97.11	802.98	89.22	1,000.58	83.38
Net Sales	97.11	728.68	80.96	926.28	77.19
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	119.52	783.02	87.00	941.10	78.43
Customer Orders	0.00	38.26	4.25	38.26	3.19
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-19.92	-19.92	-2.21	-99.92	-8.33
Net Appreciation	0.00	0.84	0.09	0.84	0.07
NS Parts					
Number of Parts	3	31	3	40	3
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	38.26	4.25	38.26	3.19
Net Sales	0.00	38.26	4.25	38.26	3.19
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	38.26	4.25	38.26	3.19
Inventory Movement - Sales					
0 to 3 Months	84.66	911.92	101.32	1,299.71	108.31
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	201.00	1,809.00	201.00	2,572.00	214.33
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	62.25	715.89	79.54	1,007.35	83.95
Stock MNS > 11	201.00	1,809.00	201.00	2,572.00	214.33
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	4.08		3.04		2.75
Purchase to Stock Ratio					
By Number of Parts	100.00		83.33		87.50
By Piece	100.00		99.66		99.72
By Cost	100.00		95.11		95.93
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		85.71		90.00
By Piece	100.00		99.64		99.72
By Cost	100.00		94.74		95.86
NS Parts Sales Efficiency	0.00		100.00		100.00

Sort Source: 100

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	8	7	7	7	8	8
Parts Pieces	97	77	47	27	43	23
Parts Cost	423.30	373.90	299.80	250.40	290.64	240.84
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	62.96	74.10	98.80	49.40	99.40	49.80
Net Sales	62.96	49.40	74.10	49.40	99.40	49.80
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	235.86	0.00	0.00	0.00	138.80	0.00
Customer Orders	38.26	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	0.00	0.00	0.00	0.00	0.84	0.00
Number of Parts	4	3	3	3	4	4
Parts Pieces	0	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	38.26	0.00	0.00	0.00	0.00	0.00
Net Sales	38.26	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	38.26	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	222.30	172.90	98.80	49.40	89.64	39.84
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	201.00	201.00	201.00	201.00	201.00	201.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	190.19	155.61	81.51	32.11	67.23	17.43
Stock MNS > 11	201.00	201.00	201.00	201.00	201.00	201.00
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	0.70	1.59	2.97	2.37	4.10	2.48
Purchase to Stock Ratio						
By Number of Parts	50.00	0.00	0.00	0.00	100.00	0.00
By Piece	98.76	0.00	0.00	0.00	100.00	0.00
By Cost	83.77	0.00	0.00	0.00	100.00	0.00
Sales Closing Ratio						
By Number of Parts	100.00	0.00	0.00	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	50.00	0.00	0.00	100.00	100.00	100.00
By Piece	90.90	100.00	100.00	100.00	100.00	100.00
By Cost	39.23	100.00	100.00	100.00	100.00	100.00
NS Parts Sales Efficiency	100.00	0.00	0.00	0.00	0.00	0.00

Sort Source: 101

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	124	1,103	123	1,471	123
Parts Pieces	2,274	20,799	2,311	28,172	2,348
Parts Cost	13,269.25	119,185.20	13,242.80	166,660.03	13,888.34
Parts With Negative OH	0.00	-71.45	-7.94	-71.45	-5.95
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	14,961.82	142,469.37	15,829.93	185,260.45	15,438.37
Net Sales	13,777.55	127,355.24	14,150.58	167,772.49	13,981.04
Lost Sales	0.00	923.91	102.66	1,312.36	109.36
Outstanding Orders	100.32	2,651.82	294.65	3,342.43	278.54
Total Receipts	14,818.93	121,517.79	13,501.98	162,230.02	13,519.17
Customer Orders	0.00	1,599.82	177.76	2,213.52	184.46
Emergency Purchases	0.00	424.20	47.13	424.20	35.35
Net Adjustments	799.82	1,995.20	221.69	3,773.07	314.42
Net Appreciation	-145.02	92.08	10.23	110.27	9.19
NS Parts					
Number of Parts	0	2	0	5	0
Parts Pieces	0	2	0	7	1
Parts Cost	0.00	33.48	3.72	180.23	15.02
Gross Sales	0.00	50.26	5.58	66.96	5.58
Net Sales	0.00	50.26	5.58	66.96	5.58
Lost Sales	0.00	0.00	0.00	16.70	1.39
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	33.56	3.73	83.66	6.97
Inventory Movement - Sales					
0 to 3 Months	12,392.94	110,824.68	12,313.85	156,177.33	13,014.78
4 to 6 Months	384.61	4,433.20	492.58	5,796.65	483.05
7 to 12 Months	444.97	2,883.67	320.41	3,308.88	275.74
Over 12 Months	46.73	1,043.65	115.96	1,377.17	114.76
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	7,836.24	70,941.38	7,882.38	88,126.91	7,343.91
Stock MNS > 11	46.73	1,043.65	115.96	1,476.79	123.07
NS Parts Not Sold	0.00	16.70	1.86	130.05	10.84
New Obsolescence					
Stock 9 Months	124.02	605.54	67.28	646.26	53.86
NS Parts 2 Months	0.00	0.00	0.00	113.35	9.45
Early Phase In					
NS Parts With YRSL > 2	0.00	33.48	3.72	100.28	8.36
True Turn	12.46		12.62		11.89
Purchase to Stock Ratio					
By Number of Parts	100.00		95.74		95.17
By Piece	100.00		99.69		99.50
By Cost	100.00		98.33		98.37
Sales Closing Ratio					
By Number of Parts	100.00		95.54		95.53
By Piece	100.00		99.85		99.85
By Cost	100.00		99.27		99.22
Demand Filled from Stock Ratio					
By Number of Parts	100.00		91.08		90.48
By Piece	100.00		99.56		99.39
By Cost	100.00		97.70		97.66
NS Parts Sales Efficiency	0.00		149.76		80.03

Sort Source: 101

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	124	124	122	122	123	123
Parts Pieces	2,239	2,064	2,689	2,413	2,022	2,938
Parts Cost	11,617.89	11,584.57	14,873.28	16,054.45	14,505.38	16,915.00
Parts With Negative OH	-59.95	-11.50	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	17,340.90	16,259.93	15,705.78	13,271.26	16,423.89	13,095.93
Net Sales	16,086.24	15,731.67	15,040.43	12,828.05	15,589.66	11,999.54
Lost Sales	55.28	173.02	106.56	198.64	111.22	78.59
Outstanding Orders	706.98	628.15	1,085.59	231.16	351.26	108.19
Total Receipts	13,420.37	15,771.08	13,800.46	13,978.41	13,991.84	12,741.98
Customer Orders	21.89	76.97	0.00	109.60	69.67	434.43
Emergency Purchases	0.00	95.36	0.00	0.00	0.00	0.00
Net Adjustments	188.11	-24.28	-96.15	15.42	48.75	1,713.70
Net Appreciation	45.00	0.00	0.00	15.39	0.00	2.80
NS Parts						
Number of Parts	1	0	1	1	1	1
Parts Pieces	1	0	1	1	2	2
Parts Cost	16.78	0.00	79.95	79.95	33.40	33.40
Gross Sales	33.56	0.00	79.95	0.00	16.70	0.00
Net Sales	33.56	0.00	79.95	0.00	16.70	0.00
Lost Sales	0.00	0.00	0.00	0.00	16.70	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	33.56	0.00	79.95	0.00	50.10	0.00
Inventory Movement - Sales						
0 to 3 Months	10,575.27	10,766.88	14,243.78	15,049.52	13,902.39	16,400.74
4 to 6 Months	579.66	348.21	238.21	626.75	407.22	329.48
7 to 12 Months	416.23	422.75	295.14	282.03	99.62	43.56
Over 12 Months	46.73	46.73	96.15	96.15	96.15	141.22
New Parts No Sales	0.00	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	7,877.25	7,250.46	5,818.78	6,458.77	5,288.77	5,437.99
Stock MNS > 11	46.73	46.73	96.15	96.15	191.21	145.78
NS Parts Not Sold	0.00	0.00	0.00	79.95	0.00	33.40
New Obsolescence						
Stock 9 Months	216.96	42.00	4.23	40.72	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	79.95	0.00	33.40
Early Phase In						
NS Parts With YRSL > 2	16.78	0.00	0.00	0.00	33.40	33.40
True Turn	16.59	16.12	12.13	9.51	12.84	8.20
Purchase to Stock Ratio						
By Number of Parts	98.21	95.31	100.00	98.24	96.61	86.95
By Piece	99.96	99.87	100.00	99.90	99.82	97.16
By Cost	99.83	98.90	100.00	99.21	99.50	96.59
Sales Closing Ratio						
By Number of Parts	96.00	93.65	96.22	96.55	95.31	94.64
By Piece	99.88	99.85	99.88	99.84	99.88	99.82
By Cost	99.65	98.91	99.29	98.47	99.29	99.34
Demand Filled from Stock Ratio						
By Number of Parts	94.00	88.88	96.22	94.82	92.18	78.57
By Piece	99.85	99.73	99.88	99.76	99.73	96.83
By Cost	99.52	97.82	99.29	97.63	98.84	95.75
NS Parts Sales Efficiency	100.00	0.00	100.00	0.00	33.33	0.00

Sort Source: 102

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	4,029	36,527	4,059	48,664	4,055
Parts Pieces	1,882	14,832	1,648	19,602	1,634
Parts Cost	56,261.96	496,775.43	55,197.27	668,312.85	55,692.74
Parts With Negative OH	-12.08	-632.16	-70.24	-685.26	-57.11
Core/Exchange	2,740.00	26,305.00	2,922.78	36,375.00	3,031.25
Gross Sales	50,393.01	410,918.43	45,657.60	547,985.30	45,665.44
Net Sales	45,025.83	367,894.71	40,877.19	495,870.56	41,322.55
Lost Sales	1,070.41	3,504.02	389.34	21,887.34	1,823.95
Outstanding Orders	1,524.07	29,383.36	3,264.82	42,663.66	3,555.31
Total Receipts	45,215.24	369,072.53	41,008.06	499,276.52	41,606.38
Customer Orders	29,660.11	221,415.77	24,601.75	299,629.41	24,969.12
Emergency Purchases	0.00	692.00	76.89	692.00	57.67
Net Adjustments	84.99	220.06	24.45	303.67	25.31
Net Appreciation	-283.90	-2,333.00	-259.22	-2,195.87	-182.99
NS Parts					
Number of Parts	2,800	25,978	2,886	34,869	2,906
Parts Pieces	353	2,573	286	3,303	275
Parts Cost	14,701.01	106,480.73	11,831.19	153,763.98	12,813.67
Gross Sales	30,326.32	181,585.88	20,176.21	260,214.20	21,684.52
Net Sales	26,984.64	164,342.42	18,260.27	237,827.16	19,818.93
Lost Sales	42.26	1,028.07	114.23	17,321.88	1,443.49
Outstanding Orders	1,161.87	21,235.71	2,359.52	29,942.96	2,495.25
Receipts	30,322.43	173,088.49	19,232.05	252,045.99	21,003.83
Inventory Movement - Sales					
0 to 3 Months	30,284.87	252,964.55	28,107.17	337,400.58	28,116.72
4 to 6 Months	3,468.50	69,030.35	7,670.04	92,939.74	7,744.98
7 to 12 Months	11,844.19	87,541.54	9,726.84	115,280.75	9,606.73
Over 12 Months	3,134.41	23,513.16	2,612.57	31,237.69	2,603.14
New Parts No Sales	7,529.99	63,725.83	7,080.65	91,454.09	7,621.17
Non-Productive Parts					
Excess Stock MNS < 12	11,719.34	88,162.95	9,795.88	108,979.24	9,081.60
Stock MNS > 11	3,742.25	26,534.96	2,948.33	33,344.92	2,778.74
NS Parts Not Sold	10,252.72	78,407.75	8,711.97	108,263.40	9,021.95
New Obsolescence					
Stock 9 Months	2,793.07	16,077.87	1,786.43	20,145.90	1,678.83
NS Parts 2 Months	848.13	14,814.33	1,646.04	18,339.41	1,528.28
Early Phase In					
NS Parts With YRSL > 2	401.29	3,845.79	427.31	4,499.15	374.93
True Turn	3.28		3.52		3.51
Purchase to Stock Ratio					
By Number of Parts	33.20		34.17		32.67
By Piece	70.89		68.86		67.89
By Cost	34.40		39.82		39.84
Sales Closing Ratio					
By Number of Parts	97.09		97.83		94.80
By Piece	98.40		98.78		97.35
By Cost	97.67		99.05		95.77
Demand Filled from Stock Ratio					
By Number of Parts	32.72		39.17		37.76
By Piece	62.26		67.97		65.88
By Cost	33.33		39.25		37.76
NS Parts Sales Efficiency	100.01		104.90		103.24

Sort Source: 102

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	4,105	4,181	4,160	4,108	4,021	4,033
Parts Pieces	1,519	1,642	1,614	1,632	1,577	1,639
Parts Cost	58,775.13	59,538.08	56,438.86	51,661.61	52,162.13	48,068.11
Parts With Negative OH	0.00	-119.48	-4.73	-4.73	-.57	-446.64
Core/Exchange	3,705.00	2,880.00	2,830.00	2,720.00	3,070.00	1,890.00
Gross Sales	46,927.13	48,437.19	45,501.27	25,916.84	44,092.11	62,192.04
Net Sales	39,788.67	40,221.02	40,478.90	25,517.98	42,591.43	55,035.88
Lost Sales	555.42	619.54	81.35	193.58	49.51	499.14
Outstanding Orders	4,914.93	1,121.88	3,673.70	577.93	1,075.82	8,468.51
Total Receipts	43,046.94	41,875.35	37,494.45	20,038.10	43,266.40	49,991.18
Customer Orders	26,858.24	26,637.52	26,075.94	14,608.28	21,309.14	31,760.11
Emergency Purchases	574.80	0.00	0.00	0.00	0.00	0.00
Net Adjustments	85.10	-1,262.22	-9.69	319.65	-229.75	1,050.50
Net Appreciation	-2,121.35	250.00	0.00	395.01	-7.25	0.00
NS Parts						
Number of Parts	3,031	3,022	3,013	2,920	2,845	2,811
Parts Pieces	224	274	293	294	274	269
Parts Cost	11,108.19	10,308.47	12,509.52	9,448.40	13,102.36	13,027.78
Gross Sales	23,234.35	25,400.52	15,460.59	15,281.43	12,054.44	22,719.72
Net Sales	19,640.88	22,074.18	13,203.98	14,988.61	11,769.59	21,915.12
Lost Sales	349.07	308.67	44.60	193.58	14.23	41.98
Outstanding Orders	4,368.35	719.09	3,672.90	352.13	363.10	5,005.35
Receipts	21,465.36	23,437.91	15,515.28	11,554.73	15,741.41	21,618.98
Inventory Movement - Sales						
0 to 3 Months	33,787.52	32,500.86	30,062.92	24,988.64	19,267.10	18,710.43
4 to 6 Months	7,063.55	8,448.56	7,449.25	10,094.06	12,509.07	9,457.74
7 to 12 Months	10,232.72	8,485.82	8,240.66	7,902.22	8,628.84	8,978.81
Over 12 Months	2,195.90	3,419.40	2,388.70	2,562.98	2,315.22	2,374.82
New Parts No Sales	5,495.44	6,683.44	8,297.33	6,113.71	9,441.90	8,546.31
Non-Productive Parts						
Excess Stock MNS < 12	7,128.96	11,030.51	8,016.82	8,055.89	9,020.41	5,595.24
Stock MNS > 11	2,780.95	3,641.78	2,551.99	2,939.98	2,333.53	2,379.42
NS Parts Not Sold	9,503.25	6,997.28	8,783.06	9,053.12	7,848.51	7,476.16
New Obsolescence						
Stock 9 Months	3,293.47	842.86	1,263.74	1,090.17	2,152.46	1,442.95
NS Parts 2 Months	3,851.87	579.39	2,169.49	2,048.11	121.09	1,390.46
Early Phase In						
NS Parts With YRSL > 2	71.45	75.07	567.58	635.73	845.99	456.94
True Turn	2.52	2.74	3.06	2.53	4.90	5.81
Purchase to Stock Ratio						
By Number of Parts	25.86	33.21	33.46	31.88	41.77	31.08
By Piece	65.04	65.72	65.78	64.40	71.49	71.59
By Cost	36.27	36.38	30.45	27.09	50.74	36.46
Sales Closing Ratio						
By Number of Parts	97.21	97.24	97.70	98.36	98.49	98.50
By Piece	98.12	98.84	99.15	99.12	99.28	98.58
By Cost	98.62	98.48	99.79	99.24	99.88	99.10
Demand Filled from Stock Ratio						
By Number of Parts	37.77	32.75	33.20	47.28	49.05	43.41
By Piece	67.21	59.67	66.57	67.10	72.69	71.84
By Cost	30.62	33.25	35.51	42.43	49.91	41.91
NS Parts Sales Efficiency	108.24	108.37	99.64	132.25	76.57	105.09

Sort Source: 102

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	3,979	3,911	3,973	3,989	4,086	4,062
Parts Pieces	1,608	1,719	1,465	1,594	1,581	1,595
Parts Cost	57,591.19	56,278.36	55,400.82	55,881.16	58,121.43	57,534.83
Parts With Negative OH	-24.95	-18.98	-3.30	-26.55	-26.55	0.00
Core/Exchange	3,260.00	3,210.00	2,725.00	2,395.00	3,895.00	3,780.00
Gross Sales	53,404.75	34,054.09	47,421.47	50,686.72	38,905.19	47,474.96
Net Sales	46,788.22	32,446.78	38,934.31	47,563.57	36,810.98	43,601.30
Lost Sales	116.45	318.62	5,432.63	5,379.02	6,893.32	6,110.98
Outstanding Orders	5,380.29	2,646.23	2,942.77	3,837.00	3,874.05	5,569.25
Total Receipts	57,101.54	31,043.33	31,689.23	47,736.28	39,012.21	43,455.50
Customer Orders	25,295.92	19,210.51	21,576.18	29,911.88	23,612.31	24,689.45
Emergency Purchases	7.20	110.00	0.00	0.00	0.00	0.00
Net Adjustments	87.70	93.78	159.55	115.55	2.79	-34.73
Net Appreciation	-565.51	0.00	1.67	164.20	0.00	-27.07
NS Parts						
Number of Parts	2,778	2,758	2,871	2,973	2,960	2,958
Parts Pieces	277	315	217	251	247	232
Parts Cost	10,806.99	11,648.01	15,640.85	16,853.56	15,673.26	14,756.43
Gross Sales	22,418.76	14,689.75	34,029.47	28,933.60	25,515.21	24,179.51
Net Sales	19,744.93	14,020.49	27,624.37	27,749.22	23,721.36	22,014.16
Lost Sales	33.68	0.00	4,946.29	4,712.37	5,692.89	5,888.55
Outstanding Orders	4,230.41	1,362.51	1,211.13	854.88	3,418.17	4,434.20
Receipts	18,696.21	14,736.18	20,347.16	29,673.35	24,290.01	24,994.14
Inventory Movement - Sales						
0 to 3 Months	32,438.52	30,923.69	28,014.29	25,391.47	30,581.12	28,463.44
4 to 6 Months	6,373.16	4,166.46	8,211.32	8,933.99	7,652.37	7,323.03
7 to 12 Months	10,498.41	12,729.87	8,621.32	8,087.78	9,014.35	10,637.08
Over 12 Months	2,497.08	2,624.65	2,008.60	1,938.65	2,904.93	2,880.95
New Parts No Sales	5,784.02	5,833.69	8,545.29	11,529.27	7,968.66	8,230.33
Non-Productive Parts						
Excess Stock MNS < 12	14,961.61	12,634.17	6,705.70	7,250.33	6,768.63	6,797.33
Stock MNS > 11	2,649.59	3,515.47	2,211.55	2,469.44	2,904.93	1,435.59
NS Parts Not Sold	8,059.61	10,434.04	14,371.06	11,062.18	10,169.35	8,624.12
New Obsolescence						
Stock 9 Months	2,188.62	1,010.53	270.43	1,668.25	1,592.20	807.58
NS Parts 2 Months	1,141.60	2,664.19	2,859.25	556.62	1,953.07	1,015.39
Early Phase In						
NS Parts With YRSL > 2	266.40	525.34	58.59	63.97	245.90	343.49
True Turn	4.48	2.80	3.76	3.79	2.73	3.94
Purchase to Stock Ratio						
By Number of Parts	35.17	43.75	25.52	25.60	29.18	31.96
By Piece	73.41	67.93	65.31	63.60	60.71	69.87
By Cost	55.68	37.76	31.91	37.33	39.47	43.18
Sales Closing Ratio						
By Number of Parts	98.69	97.18	89.64	88.38	85.11	89.86
By Piece	98.92	98.65	93.68	93.49	89.68	94.33
By Cost	99.75	99.02	87.75	89.83	84.22	87.70
Demand Filled from Stock Ratio						
By Number of Parts	37.45	42.25	32.03	26.76	38.76	39.52
By Piece	73.90	65.87	64.79	55.30	56.10	66.66
By Cost	45.80	40.06	39.12	33.34	30.19	38.04
NS Parts Sales Efficiency	119.91	99.68	167.24	97.50	105.04	96.74

Sort Source: 103

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	1,184	10,621	1,180	14,112	1,176
Parts Pieces	728	6,023	669	7,923	660
Parts Cost	24,672.84	263,283.69	29,253.74	367,605.58	30,633.80
Parts With Negative OH	0.00	-67.08	-7.45	-75.38	-6.28
Core/Exchange	1,990.00	26,555.00	2,950.56	39,020.00	3,251.67
Gross Sales	18,058.04	140,662.57	15,629.17	185,473.28	15,456.11
Net Sales	14,564.36	126,836.73	14,092.97	168,811.83	14,067.65
Lost Sales	48.86	1,754.85	194.98	3,977.69	331.47
Outstanding Orders	703.51	12,180.77	1,353.42	14,277.36	1,189.78
Total Receipts	16,788.84	116,551.63	12,950.18	164,473.11	13,706.09
Customer Orders	13,435.23	67,740.46	7,526.72	95,617.30	7,968.11
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-9.31	217.04	24.12	1,245.04	103.75
Net Appreciation	-313.26	-1,164.90	-129.43	-1,269.71	-105.81
NS Parts					
Number of Parts	449	4,199	467	5,681	473
Parts Pieces	142	1,018	113	1,353	113
Parts Cost	2,376.95	25,490.74	2,832.30	45,308.07	3,775.67
Gross Sales	5,669.98	36,744.53	4,082.73	49,193.23	4,099.44
Net Sales	5,436.28	34,841.56	3,871.28	46,076.45	3,839.70
Lost Sales	0.00	779.71	86.63	2,071.20	172.60
Outstanding Orders	155.81	1,202.09	133.57	2,000.53	166.71
Receipts	6,075.72	33,326.18	3,702.91	46,902.26	3,908.52
Inventory Movement - Sales					
0 to 3 Months	13,375.59	114,587.12	12,731.90	179,177.07	14,931.42
4 to 6 Months	2,388.76	64,082.70	7,120.30	77,407.43	6,450.62
7 to 12 Months	7,171.66	69,028.06	7,669.78	88,612.29	7,384.36
Over 12 Months	1,419.46	5,452.91	605.88	6,717.66	559.81
New Parts No Sales	317.37	10,132.90	1,125.88	15,691.13	1,307.59
Non-Productive Parts					
Excess Stock MNS < 12	1,800.54	20,702.98	2,300.33	30,222.72	2,518.56
Stock MNS > 11	2,447.71	9,095.74	1,010.64	10,408.58	867.38
NS Parts Not Sold	1,612.71	21,326.48	2,369.61	36,414.19	3,034.52
New Obsolescence					
Stock 9 Months	902.93	11,875.87	1,319.54	13,916.91	1,159.74
NS Parts 2 Months	97.99	1,765.95	196.22	3,905.10	325.43
Early Phase In					
NS Parts With YRSL > 2	491.98	2,438.47	270.94	2,915.20	242.93
True Turn	0.55		2.69		2.39
Purchase to Stock Ratio					
By Number of Parts	45.54		40.65		36.94
By Piece	53.73		46.09		45.55
By Cost	19.97		41.87		41.86
Sales Closing Ratio					
By Number of Parts	98.91		96.72		96.06
By Piece	99.09		97.23		96.39
By Cost	99.66		98.63		97.69
Demand Filled from Stock Ratio					
By Number of Parts	39.13		42.07		39.75
By Piece	42.72		43.95		42.71
By Cost	7.72		45.95		42.36
NS Parts Sales Efficiency	93.32		110.25		104.88

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Sort Source: 103

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	1,184	1,188	1,185	1,178	1,171	1,166
Parts Pieces	609	638	673	672	663	656
Parts Cost	34,318.92	34,197.58	34,242.86	33,100.53	29,701.37	25,049.08
Parts With Negative OH	-6.32	0.00	-21.09	-15.88	-15.88	0.00
Core/Exchange	4,155.00	4,455.00	3,655.00	3,580.00	2,780.00	1,980.00
Gross Sales	17,044.42	16,241.17	15,113.98	8,356.28	12,389.36	18,711.60
Net Sales	16,714.65	15,633.16	15,011.82	7,522.64	10,142.70	16,415.96
Lost Sales	423.80	356.14	184.95	71.39	113.30	260.51
Outstanding Orders	1,618.90	229.17	266.31	397.68	390.68	3,236.91
Total Receipts	15,262.54	15,182.74	15,070.09	6,059.23	6,744.32	11,678.81
Customer Orders	8,587.98	6,581.42	9,232.62	1,778.76	4,427.84	7,241.55
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-54.93	85.40	3.92	131.28	0.00	60.68
Net Appreciation	0.97	250.00	0.00	201.60	-4.73	16.88
NS Parts						
Number of Parts	499	474	481	472	446	453
Parts Pieces	97	82	85	116	110	113
Parts Cost	5,786.06	2,590.34	2,679.90	2,744.17	2,853.12	2,624.95
Gross Sales	6,704.67	4,209.55	5,824.43	2,155.88	2,388.82	3,152.62
Net Sales	6,583.56	4,207.11	5,784.62	1,555.99	2,334.77	2,982.62
Lost Sales	110.23	126.02	175.75	49.20	74.49	142.02
Outstanding Orders	8.54	202.64	128.79	236.49	71.01	180.33
Receipts	6,658.72	1,598.11	5,863.06	1,660.25	2,617.34	2,970.19
Inventory Movement - Sales						
0 to 3 Months	16,311.44	16,348.38	15,258.13	12,136.76	12,327.30	8,632.33
4 to 6 Months	10,171.38	10,595.35	10,103.65	10,353.62	6,136.61	6,038.81
7 to 12 Months	6,174.86	5,569.98	6,281.68	8,358.46	9,632.74	8,918.00
Over 12 Months	195.77	131.89	980.86	614.14	114.49	64.47
New Parts No Sales	1,465.47	1,551.98	1,618.54	1,637.55	1,490.23	1,395.47
Non-Productive Parts						
Excess Stock MNS < 12	3,023.80	3,331.97	2,149.91	2,232.69	2,571.53	2,005.57
Stock MNS > 11	199.21	203.82	1,345.61	775.35	172.92	473.48
NS Parts Not Sold	5,057.78	2,309.29	2,340.61	2,374.89	2,297.84	2,439.51
New Obsolescence						
Stock 9 Months	475.64	617.34	692.86	1,922.40	1,839.56	3,073.99
NS Parts 2 Months	214.38	0.00	41.10	234.85	189.92	326.32
Early Phase In						
NS Parts With YRSL > 2	466.54	0.00	177.78	321.10	148.14	153.44
True Turn	2.84	3.18	2.03	2.08	2.31	4.40
Purchase to Stock Ratio						
By Number of Parts	19.84	39.23	40.60	49.20	53.19	35.39
By Piece	34.14	41.39	48.97	55.55	58.69	43.18
By Cost	43.73	56.65	38.73	70.64	34.34	37.99
Sales Closing Ratio						
By Number of Parts	96.05	96.40	95.90	97.46	95.41	95.94
By Piece	95.77	96.94	97.05	98.19	96.73	96.24
By Cost	97.52	97.77	98.78	99.05	98.89	98.43
Demand Filled from Stock Ratio						
By Number of Parts	29.60	39.56	31.14	56.96	55.04	46.62
By Piece	45.07	34.49	38.23	62.16	59.47	49.29
By Cost	47.41	56.61	38.02	75.63	55.72	55.01
NS Parts Sales Efficiency	100.69	263.40	99.34	129.85	91.26	106.14

Sort Source: 103

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	1,186	1,179	1,115	1,155	1,174	1,162
Parts Pieces	680	704	593	625	626	649
Parts Cost	25,251.37	22,749.14	29,341.09	34,391.36	34,092.29	35,838.24
Parts With Negative OH	0.00	-7.91	0.00	-4.15	-4.15	0.00
Core/Exchange	1,980.00	1,980.00	3,025.00	4,155.00	4,155.00	4,155.00
Gross Sales	18,411.41	16,336.31	21,495.39	18,746.39	14,013.43	12,050.89
Net Sales	17,177.75	13,653.69	19,232.30	17,672.29	13,080.85	11,221.96
Lost Sales	89.90	206.00	917.57	761.25	1,138.69	322.90
Outstanding Orders	3,158.67	2,178.94	1,606.25	684.36	1,412.23	0.00
Total Receipts	18,706.41	11,058.65	18,851.31	22,828.75	12,560.32	12,532.41
Customer Orders	11,415.18	5,039.88	10,649.26	12,405.82	7,453.84	8,017.18
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	0.00	8.65	22.73	221.46	783.81
Net Appreciation	-1,308.46	-7.90	9.80	-70.88	0.00	-33.93
NS Parts						
Number of Parts	460	465	488	502	497	483
Parts Pieces	127	146	97	120	95	120
Parts Cost	1,851.74	1,983.51	6,211.60	7,310.25	5,668.00	6,839.08
Gross Sales	3,964.59	2,673.99	6,287.00	5,281.51	4,132.30	3,034.89
Net Sales	3,964.59	1,992.02	4,464.41	4,729.88	3,944.64	2,560.37
Lost Sales	0.00	102.00	797.60	453.67	698.19	139.63
Outstanding Orders	20.57	197.91	377.79	193.98	604.46	0.00
Receipts	3,847.73	2,035.06	6,105.42	6,505.64	3,174.51	3,895.93
Inventory Movement - Sales						
0 to 3 Months	8,971.95	11,225.24	16,429.17	21,972.11	20,518.23	22,099.61
4 to 6 Months	4,518.11	3,776.41	6,889.67	2,915.08	4,710.59	5,699.06
7 to 12 Months	10,110.23	6,810.45	4,093.19	6,611.07	6,805.63	6,167.53
Over 12 Months	1,261.67	670.16	459.66	513.64	437.21	313.90
New Parts No Sales	389.41	266.88	1,469.40	2,379.46	1,620.63	1,558.14
Non-Productive Parts						
Excess Stock MNS < 12	1,672.96	1,914.01	1,825.07	2,961.64	3,042.28	3,515.82
Stock MNS > 11	1,871.25	1,606.39	464.63	555.67	440.75	316.42
NS Parts Not Sold	1,180.05	1,713.80	4,325.47	4,285.34	5,449.05	5,353.32
New Obsolescence						
Stock 9 Months	899.55	1,451.60	1,284.39	283.35	596.92	1,160.77
NS Parts 2 Months	88.04	573.35	59.77	102.49	1,865.16	171.50
Early Phase In						
NS Parts With YRSL > 2	277.62	401.87	312.95	302.59	42.31	131.83
True Turn	2.74	4.54	3.51	1.84	1.98	1.07
Purchase to Stock Ratio						
By Number of Parts	39.43	53.21	32.11	24.50	29.68	27.08
By Piece	50.00	39.39	41.66	38.07	49.52	47.33
By Cost	38.97	54.42	43.50	45.65	40.65	36.02
Sales Closing Ratio						
By Number of Parts	98.60	96.49	86.01	93.67	94.54	95.65
By Piece	98.86	97.79	86.18	92.74	94.69	96.55
By Cost	99.47	98.51	95.44	95.87	91.99	97.20
Demand Filled from Stock Ratio						
By Number of Parts	38.46	51.75	34.26	28.16	40.00	34.78
By Piece	42.61	31.49	35.91	31.29	47.78	42.06
By Cost	33.37	62.15	42.59	28.57	39.57	27.75
NS Parts Sales Efficiency	103.03	131.39	102.97	81.18	130.17	77.89

Sort Source: 300

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	124	1,181	131	1,630	136
Parts Pieces	49	456	51	624	52
Parts Cost	5,500.00	52,254.00	5,806.00	70,728.00	5,894.00
Parts With Negative OH	0.00	-858.00	-95.33	-1,162.00	-96.83
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	7,280.00	45,688.00	5,076.44	66,106.00	5,508.83
Net Sales	6,193.00	41,210.00	4,578.89	58,820.00	4,901.67
Lost Sales	0.00	0.00	0.00	187.00	15.58
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Total Receipts	6,621.00	39,945.00	4,438.33	58,988.00	4,915.67
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	177.00	19.67	157.00	13.08
Net Appreciation	0.00	276.00	30.67	376.00	31.33
NS Parts					
Number of Parts	69	699	78	985	82
Parts Pieces	8	28	3	40	3
Parts Cost	884.00	3,476.00	386.22	5,096.00	424.67
Gross Sales	3,670.00	12,913.00	1,434.78	20,262.00	1,688.50
Net Sales	2,903.00	11,750.00	1,305.56	17,531.00	1,460.92
Lost Sales	0.00	0.00	0.00	187.00	15.58
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	2,903.00	11,711.00	1,301.22	18,139.00	1,511.58
Inventory Movement - Sales					
0 to 3 Months	4,204.00	38,514.00	4,279.33	55,116.00	4,593.00
4 to 6 Months	0.00	8,976.00	997.33	8,976.00	748.00
7 to 12 Months	1,296.00	3,032.00	336.89	3,776.00	314.67
Over 12 Months	0.00	0.00	0.00	648.00	54.00
New Parts No Sales	0.00	1,732.00	192.44	2,212.00	184.33
Non-Productive Parts					
Excess Stock MNS < 12	3,282.00	35,138.00	3,904.22	46,269.00	3,855.75
Stock MNS > 11	120.00	120.00	13.33	768.00	64.00
NS Parts Not Sold	396.00	876.00	97.33	1,248.00	104.00
New Obsolescence					
Stock 9 Months	568.00	688.00	76.44	688.00	57.33
NS Parts 2 Months	396.00	876.00	97.33	1,248.00	104.00
Early Phase In					
NS Parts With YRSL > 2	488.00	976.00	108.44	976.00	81.33
True Turn	13.51		9.46		9.98
Purchase to 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
Sales Closing Ratio					
By Number of Parts	100.00		100.00		98.42
By Piece	100.00		100.00		99.63
By Cost	100.00		100.00		99.68
Demand Filled from Stock Ratio					
By Number of Parts	100.00		100.00		98.42
By Piece	100.00		100.00		99.63
By Cost	100.00		100.00		99.68
NS Parts Sales Efficiency	126.42		110.26		111.70

Sort Source: 300

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	145	138	137	133	127	124
Parts Pieces	60	49	59	49	49	47
Parts Cost	6,790.00	5,572.00	6,864.00	5,660.00	5,660.00	5,520.00
Parts With Negative OH	0.00	-327.00	-177.00	-177.00	-177.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	6,931.00	6,612.00	2,984.00	4,471.00	2,113.00	3,141.00
Net Sales	6,285.00	5,492.00	2,859.00	3,955.00	1,909.00	3,141.00
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	6,533.00	3,891.00	4,301.00	2,659.00	1,909.00	2,981.00
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	177.00
Net Appreciation	96.00	56.00	0.00	92.00	0.00	20.00
NS Parts						
Number of Parts	88	82	84	77	76	75
Parts Pieces	6	0	6	0	0	0
Parts Cost	852.00	0.00	856.00	0.00	0.00	0.00
Gross Sales	949.00	1,388.00	725.00	1,458.00	136.00	1,955.00
Net Sales	949.00	1,388.00	725.00	1,458.00	136.00	1,955.00
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	949.00	201.00	1,731.00	582.00	136.00	1,955.00
Inventory Movement - Sales						
0 to 3 Months	5,830.00	5,452.00	5,508.00	4,412.00	4,020.00	2,736.00
4 to 6 Months	480.00	120.00	500.00	1,128.00	1,520.00	2,664.00
7 to 12 Months	0.00	0.00	0.00	120.00	120.00	120.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	480.00	0.00	856.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	4,170.00	4,058.00	4,385.00	3,995.00	4,155.00	4,010.00
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	480.00	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	120.00
NS Parts 2 Months	480.00	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	11.11	11.83	5.00	8.39	4.05	6.83
Purchase to 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
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	100.00	690.54	41.88	250.51	100.00	100.00

Sort Source: 300

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	127	126	175	156	148	145
Parts Pieces	49	45	47	52	58	58
Parts Cost	5,616.00	5,072.00	4,933.00	5,664.00	6,364.00	6,446.00
Parts With Negative OH	0.00	0.00	0.00	-304.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	5,970.00	6,186.00	12,631.00	3,775.00	7,509.00	9,134.00
Net Sales	5,766.00	5,610.00	11,870.00	3,775.00	5,533.00	8,302.00
Lost Sales	0.00	0.00	508.00	187.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Total Receipts	5,984.00	5,066.00	11,195.00	4,166.00	6,201.00	8,676.00
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	304.00	0.00
Net Appreciation	12.00	0.00	0.00	36.00	32.00	-324.00
NS Parts						
Number of Parts	75	73	106	92	96	98
Parts Pieces	0	8	3	4	2	6
Parts Cost	0.00	884.00	297.00	396.00	372.00	852.00
Gross Sales	1,028.00	1,604.00	5,940.00	1,517.00	2,578.00	3,254.00
Net Sales	1,028.00	1,208.00	5,662.00	1,517.00	1,462.00	2,802.00
Lost Sales	0.00	0.00	508.00	187.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	1,162.00	2,092.00	5,563.00	1,312.00	1,834.00	3,282.00
Inventory Movement - Sales						
0 to 3 Months	3,804.00	2,548.00	4,609.00	5,340.00	5,668.00	5,594.00
4 to 6 Months	1,124.00	1,440.00	0.00	0.00	0.00	0.00
7 to 12 Months	688.00	688.00	0.00	0.00	372.00	372.00
Over 12 Months	0.00	0.00	324.00	324.00	324.00	0.00
New Parts No Sales	0.00	396.00	0.00	0.00	0.00	480.00
Non-Productive Parts						
Excess Stock MNS < 12	4,122.00	2,961.00	2,841.00	3,315.00	3,949.00	3,867.00
Stock MNS > 11	0.00	0.00	324.00	324.00	324.00	0.00
NS Parts Not Sold	0.00	0.00	297.00	0.00	0.00	372.00
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	297.00	0.00	0.00	372.00
Early Phase In						
NS Parts With YRSL > 2	0.00	488.00	0.00	0.00	0.00	0.00
True Turn	12.32	13.27	28.87	8.00	10.43	15.46
Purchase to 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
Sales Closing Ratio						
By Number of Parts	100.00	100.00	93.33	85.71	100.00	100.00
By Piece	100.00	100.00	96.80	95.23	100.00	100.00
By Cost	100.00	100.00	95.89	95.28	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	93.33	85.71	100.00	100.00
By Piece	100.00	100.00	96.80	95.23	100.00	100.00
By Cost	100.00	100.00	95.89	95.28	100.00	100.00
NS Parts Sales Efficiency	88.46	76.67	106.77	115.62	140.56	99.14

Sort Source: 400

	SEPTEMBER 2020	YEAR-TO-DATE		YEAR-TO-DATE		LAST 12 MONTHS		LAST 12 MONTHS	
	TOTAL	TOTAL	AVERAGE	TOTAL	AVERAGE	TOTAL	AVERAGE	TOTAL	AVERAGE
Number of Parts	24	216	24	286	24				
Parts Pieces	195	2,113	235	2,891	241				
Parts Cost	4,146.33	48,548.04	5,394.23	66,526.73	5,543.89				
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	2,512.37	25,037.35	2,781.93	34,386.50	2,865.54				
Net Sales	2,280.46	23,329.99	2,592.22	32,293.53	2,691.13				
Lost Sales	0.00	0.00	0.00	0.00	0.00				
Outstanding Orders	0.00	0.00	0.00	0.00	0.00				
Total Receipts	1,467.45	19,852.01	2,205.78	28,779.92	2,398.33				
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	1,089.88	121.10	1,473.81	122.82				
Net Appreciation	3.71	3.71	0.41	47.99	4.00				
NS Parts									
Number of Parts	0	1	0	2	0				
Parts Pieces	0	1	0	6	1				
Parts Cost	0.00	43.10	4.79	258.60	21.55				
Gross Sales	0.00	172.40	19.16	215.50	17.96				
Net Sales	0.00	172.40	19.16	215.50	17.96				
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	258.60	21.55				
Inventory Movement - Sales									
0 to 3 Months	3,913.63	44,991.82	4,999.09	61,309.05	5,109.09				
4 to 6 Months	190.32	1,407.60	156.40	3,069.06	255.76				
7 to 12 Months	0.00	2,021.48	224.61	2,021.48	168.46				
Over 12 Months	42.38	127.14	14.13	127.14	10.60				
New Parts No Sales	0.00	0.00	0.00	0.00	0.00				
Non-Productive Parts									
Excess Stock MNS < 12	3,179.00	39,480.33	4,386.70	54,963.87	4,580.32				
Stock MNS > 11	42.38	169.52	18.84	169.52	14.13				
NS Parts Not Sold	0.00	43.10	4.79	43.10	3.59				
New Obsolescence									
Stock 9 Months	0.00	395.82	43.98	395.82	32.99				
NS Parts 2 Months	0.00	43.10	4.79	43.10	3.59				
Early Phase In									
NS Parts With YRSL > 2	0.00	43.10	4.79	43.10	3.59				
True Turn									
Purchase to Stock Ratio	6.60		5.77		5.83				
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				
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		83.33				

Sort Source: 900

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	122	1,016	113	1,361	113
Parts Pieces	954	7,786	865	10,349	862
Parts Cost	6,455.37	51,335.77	5,703.97	68,043.30	5,670.28
Parts With Negative OH	0.00	-2.49	-.28	-63.04	-5.25
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	1,368.81	9,482.97	1,053.66	11,663.54	971.96
Net Sales	1,277.96	9,073.33	1,008.15	11,069.30	922.44
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	1,460.88	10,021.46	1,113.50	11,730.50	977.54
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	157.22	17.47	-403.75	-33.65
Net Appreciation	4.29	10.72	1.19	132.73	11.06
NS Parts					
Number of Parts	13	34	4	36	3
Parts Pieces	44	158	18	158	13
Parts Cost	412.63	1,199.67	133.30	1,199.67	99.97
Gross Sales	492.90	805.53	89.50	805.53	67.13
Net Sales	455.08	767.71	85.30	767.71	63.98
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	522.67	1,181.29	131.25	1,181.29	98.44
Inventory Movement - Sales					
0 to 3 Months	3,656.08	23,658.14	2,628.68	29,583.49	2,465.29
4 to 6 Months	103.33	1,806.95	200.77	3,335.30	277.94
7 to 12 Months	56.64	2,832.21	314.69	4,318.92	359.91
Over 12 Months	2,577.38	22,532.13	2,503.57	30,299.25	2,524.94
New Parts No Sales	61.94	506.34	56.26	506.34	42.20
Non-Productive Parts					
Excess Stock MNS < 12	3,016.98	22,856.85	2,539.65	30,051.06	2,504.26
Stock MNS > 11	2,577.38	22,945.11	2,549.46	30,833.40	2,569.45
NS Parts Not Sold	142.44	360.24	40.03	360.24	30.02
New Obsolescence					
Stock 9 Months	15.32	504.73	56.08	713.58	59.47
NS Parts 2 Months	61.94	247.74	27.53	247.74	20.65
Early Phase In					
NS Parts With YRSL > 2	137.39	290.59	32.29	290.59	24.22
True Turn	2.38		2.12		1.95
Purchase to 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
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	94.30		68.19		68.19

Sort Source: 900

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	113	122	115	115	115	115
Parts Pieces	931	927	946	910	878	775
Parts Cost	6,282.01	6,267.44	6,027.33	5,750.60	5,661.74	5,295.19
Parts With Negative OH	0.00	0.00	-3.99	-3.99	-56.56	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	956.77	1,114.55	777.91	1,081.56	542.08	556.93
Net Sales	949.54	1,111.62	723.58	906.24	535.79	553.94
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	1,272.10	1,060.40	800.63	541.40	394.36	773.28
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	74.88	0.00	0.00	0.00	0.00	-560.97
Net Appreciation	0.00	5.60	0.00	88.11	0.00	33.90
NS Parts						
Number of Parts	4	13	1	1	1	0
Parts Pieces	33	45	0	0	0	0
Parts Cost	149.00	377.04	0.00	0.00	0.00	0.00
Gross Sales	48.00	154.63	0.00	0.00	0.00	0.00
Net Sales	48.00	154.63	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	101.00	351.62	0.00	0.00	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	3,302.05	3,376.89	2,263.35	2,086.29	1,962.83	1,876.23
4 to 6 Months	152.85	82.09	606.46	650.11	497.31	380.93
7 to 12 Months	97.54	93.68	500.99	345.34	511.46	629.91
Over 12 Months	2,628.57	2,577.38	2,656.53	2,668.86	2,690.14	2,408.12
New Parts No Sales	101.00	137.40	0.00	0.00	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	3,045.00	2,887.83	2,800.50	2,495.48	2,352.34	2,346.39
Stock MNS > 11	2,628.57	2,577.38	2,668.86	2,690.14	2,767.08	2,431.07
NS Parts Not Sold	48.00	114.80	0.00	0.00	0.00	0.00
New Obsolescence						
Stock 9 Months	7.44	37.04	340.67	9.85	39.92	159.08
NS Parts 2 Months	48.00	82.80	0.00	0.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	48.00	50.20	0.00	0.00	0.00	0.00
True Turn	1.81	2.13	1.44	1.89	1.14	1.26
Purchase to 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
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	47.52	43.97	0.00	0.00	0.00	0.00

Sort Source: 901

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	4	47	5	65	5
Parts Pieces	4	36	4	48	4
Parts Cost	2,179.90	19,619.10	2,179.90	26,158.80	2,179.90
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	9	1	24	2
Parts Pieces	0	0	0	9	1
Parts Cost	0.00	0.00	0.00	4,814.70	401.23
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	2,179.90	19,619.10	2,179.90	22,949.00	1,912.42
New Parts No Sales	0.00	0.00	0.00	3,209.80	267.48
Non-Productive Parts					
Excess Stock MNS < 12	0.00	0.00	0.00	0.00	0.00
Stock MNS > 11	2,179.90	19,619.10	2,179.90	21,344.10	1,778.68
NS Parts Not Sold	0.00	0.00	0.00	4,814.70	401.23
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

Grand Total

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	5,619	50,780	5,642	67,683	5,640
Parts Pieces	6,127	52,476	5,831	70,222	5,852
Parts Cost	112,771.31	1,053,722.15	117,080.24	1,437,907.00	119,825.58
Parts With Negative OH	-12.08	-1,631.18	-181.24	-2,057.13	-171.43
Core/Exchange	4,730.00	52,860.00	5,873.33	75,395.00	6,282.92
Gross Sales	94,671.16	775,061.67	86,117.96	1,031,875.65	85,989.64
Net Sales	83,216.27	696,428.68	77,380.96	935,563.99	77,963.67
Lost Sales	1,119.27	6,182.78	686.98	27,364.39	2,280.37
Outstanding Orders	2,327.90	44,215.95	4,912.88	60,283.45	5,023.62
Total Receipts	86,491.86	677,743.44	75,304.83	926,419.17	77,201.60
Customer Orders	43,095.34	290,794.31	32,310.48	397,498.49	33,124.87
Emergency Purchases	0.00	1,116.20	124.02	1,116.20	93.02
Net Adjustments	855.58	3,836.48	426.28	6,448.92	537.41
Net Appreciation	-734.18	-3,114.55	-346.06	-2,797.75	-233.15
NS Parts					
Number of Parts	3,334	30,953	3,439	41,642	3,470
Parts Pieces	547	3,780	420	4,876	406
Parts Cost	18,374.59	136,723.72	15,191.52	210,621.25	17,551.77
Gross Sales	40,159.20	232,309.86	25,812.21	330,795.68	27,566.31
Net Sales	35,779.00	211,962.61	23,551.40	302,523.04	25,210.25
Lost Sales	42.26	1,807.78	200.86	19,596.78	1,633.07
Outstanding Orders	1,317.68	22,437.80	2,493.09	31,943.49	2,661.96
Receipts	39,823.82	219,378.78	24,375.42	318,649.06	26,554.09
Inventory Movement - Sales					
0 to 3 Months	67,911.77	586,452.23	65,161.36	820,063.23	68,338.60
4 to 6 Months	6,535.52	149,736.80	16,637.42	191,524.18	15,960.35
7 to 12 Months	20,813.46	167,338.96	18,593.22	217,318.32	18,109.86
Over 12 Months	9,601.26	74,097.09	8,233.01	95,927.91	7,993.99
New Parts No Sales	7,909.30	76,097.07	8,455.23	113,073.36	9,422.78
Non-Productive Parts					
Excess Stock MNS < 12	30,896.35	277,998.38	30,888.71	359,620.15	29,968.35
Stock MNS > 11	11,357.35	81,337.08	9,037.45	100,917.31	8,409.78
NS Parts Not Sold	12,403.87	101,030.27	11,225.59	151,273.68	12,606.14
New Obsolescence					
Stock 9 Months	4,403.34	30,147.83	3,349.76	36,506.47	3,042.21
NS Parts 2 Months	1,404.06	17,747.12	1,971.90	23,896.70	1,991.39
Early Phase In					
NS Parts With YRSL > 2	1,518.66	7,627.43	847.49	8,824.32	735.36
True Turn	4.27		4.61		4.48
Purchase to Stock Ratio					
By Number of Parts	52.16		49.82		48.00
By Piece	92.10		90.68		90.28
By Cost	50.17		56.92		56.97
Sales Closing Ratio					
By Number of Parts	98.08		97.52		95.65
By Piece	99.69		99.53		99.19
By Cost	98.67		99.12		97.15
Demand Filled from Stock Ratio					
By Number of Parts	48.72		51.94		49.92
By Piece	91.67		90.56		89.96
By Cost	47.57		57.57		55.76
NS Parts Sales Efficiency	100.84		105.89		103.81

Grand Total

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	5,705	5,776	5,750	5,687	5,588	5,592
Parts Pieces	5,915	6,036	5,927	5,555	5,643	5,779
Parts Cost	128,945.31	126,781.82	124,018.19	116,423.10	114,190.86	107,248.22
Parts With Negative OH	-6.32	-446.48	-205.31	-197.61	-193.45	-446.64
Core/Exchange	7,860.00	7,335.00	6,485.00	6,300.00	5,850.00	3,870.00
Gross Sales	90,728.59	89,687.80	86,465.44	50,380.31	80,867.75	105,483.56
Net Sales	81,190.11	79,330.55	72,983.98	48,234.75	75,572.39	94,631.26
Lost Sales	1,018.93	975.68	376.88	393.21	432.97	906.57
Outstanding Orders	6,906.60	1,532.52	4,152.48	1,339.05	1,552.72	11,705.42
Total Receipts	81,068.83	77,181.48	70,107.54	37,805.49	73,457.13	86,556.10
Customer Orders	35,608.48	33,539.83	35,429.14	16,419.62	26,639.89	39,001.66
Emergency Purchases	574.80	0.00	0.00	0.00	41.08	287.76
Net Adjustments	30.17	-1,009.76	340.37	2,004.00	-169.23	1,365.16
Net Appreciation	-1,978.60	556.22	0.00	856.49	-32.09	36.88
NS Parts						
Number of Parts	3,627	3,584	3,584	3,474	3,372	3,344
Parts Pieces	349	366	384	410	384	388
Parts Cost	17,916.05	12,953.81	16,045.42	12,192.57	15,955.48	15,748.73
Gross Sales	31,115.38	31,053.07	22,065.02	18,895.31	14,579.26	27,827.34
Net Sales	27,400.80	27,724.29	19,768.60	18,002.60	14,240.36	26,852.74
Lost Sales	459.30	434.69	220.35	242.78	88.72	184.00
Outstanding Orders	4,376.89	921.73	3,801.69	588.62	434.11	5,185.68
Receipts	29,221.34	25,237.02	23,109.34	13,796.98	18,494.75	26,640.17
Inventory Movement - Sales						
0 to 3 Months	77,834.53	75,239.76	70,367.21	60,417.42	55,206.17	51,710.55
4 to 6 Months	18,934.73	19,646.14	18,943.84	22,458.42	21,144.70	19,158.02
7 to 12 Months	17,298.48	15,204.30	15,705.30	17,607.93	19,355.29	18,799.04
Over 12 Months	7,326.66	8,456.20	8,229.97	8,188.07	7,552.57	7,542.83
New Parts No Sales	7,550.91	8,235.42	10,771.87	7,751.26	10,932.13	10,037.78
Non-Productive Parts						
Excess Stock MNS < 12	26,982.08	34,503.79	29,690.67	28,724.16	31,022.58	28,609.77
Stock MNS > 11	7,915.15	8,750.51	8,912.55	8,913.68	7,691.27	8,007.90
NS Parts Not Sold	15,100.83	9,361.57	11,123.67	11,428.01	10,146.35	9,915.67
New Obsolescence						
Stock 9 Months	3,956.51	1,680.76	2,184.62	3,366.01	4,038.02	4,664.83
NS Parts 2 Months	4,589.35	634.39	2,210.59	2,282.96	311.01	1,716.78
Early Phase In						
NS Parts With YRSL > 2	597.79	130.07	745.36	956.83	994.13	610.38
True Turn	4.19	4.33	3.63	3.28	5.14	6.19
Purchase to Stock Ratio						
By Number of Parts	40.08	47.26	47.80	54.96	56.29	46.13
By Piece	88.73	87.70	88.88	89.47	92.09	91.67
By Cost	55.36	56.54	49.46	56.56	63.67	54.60
Sales Closing Ratio						
By Number of Parts	97.09	97.63	97.13	98.08	96.85	97.44
By Piece	99.29	99.56	99.53	99.56	99.50	99.41
By Cost	98.76	98.78	99.48	99.19	99.43	99.05
Demand Filled from Stock Ratio						
By Number of Parts	46.58	48.45	46.01	63.28	58.28	53.49
By Piece	89.35	86.95	89.08	91.42	91.50	91.13
By Cost	54.74	57.02	51.19	65.42	64.32	57.92
NS Parts Sales Efficiency	106.48	123.04	95.48	136.95	78.82	104.45

Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	5,565	5,498	5,537	5,575	5,683	5,645
Parts Pieces	5,783	5,711	6,067	5,900	5,506	6,340
Parts Cost	113,973.13	109,370.21	119,263.48	125,724.77	127,469.80	130,990.28
Parts With Negative OH	-84.90	-38.39	-7.29	-338.69	-87.26	0.00
Core/Exchange	5,240.00	5,190.00	5,750.00	6,550.00	8,050.00	7,935.00
Gross Sales	99,754.67	77,022.39	100,565.99	90,315.59	81,258.48	85,239.91
Net Sales	89,822.42	71,446.95	88,131.72	85,300.46	75,340.66	78,494.19
Lost Sales	261.63	697.64	6,964.76	6,525.91	8,143.23	6,512.47
Outstanding Orders	9,245.94	5,453.32	5,634.61	4,752.52	5,637.54	5,677.44
Total Receipts	98,378.33	66,696.68	78,476.21	91,074.23	76,674.75	80,926.75
Customer Orders	36,732.99	24,327.36	32,225.44	42,427.30	31,135.82	33,141.06
Emergency Purchases	7.20	205.36	0.00	0.00	0.00	0.00
Net Adjustments	350.69	69.50	245.65	153.70	577.00	1,881.74
Net Appreciation	-1,816.97	-2.30	11.47	259.98	49.12	7.70
NS Parts						
Number of Parts	3,322	3,312	3,476	3,577	3,563	3,549
Parts Pieces	438	514	322	379	349	368
Parts Cost	12,824.51	14,712.56	24,409.30	26,244.66	23,351.56	24,301.31
Gross Sales	27,492.91	19,122.37	46,336.42	35,732.11	32,242.21	30,511.50
Net Sales	24,819.08	17,375.14	37,830.73	33,996.10	29,144.70	27,419.63
Lost Sales	33.68	102.00	6,251.89	5,353.04	6,407.78	6,028.18
Outstanding Orders	4,250.98	1,560.42	1,588.92	1,048.86	4,022.63	4,434.20
Receipts	23,840.50	19,214.86	32,095.53	37,490.99	29,348.62	32,430.67
Inventory Movement - Sales						
0 to 3 Months	64,201.10	63,563.72	71,786.65	75,319.31	78,206.04	80,085.65
4 to 6 Months	12,829.86	10,085.57	15,945.66	13,168.31	13,958.08	14,660.99
7 to 12 Months	21,810.41	20,744.75	13,510.64	15,326.22	16,803.06	17,850.08
Over 12 Months	8,857.33	8,342.20	6,400.94	6,397.30	7,308.43	8,125.09
New Parts No Sales	6,274.43	6,633.97	11,619.59	15,513.63	11,194.19	10,268.47
Non-Productive Parts						
Excess Stock MNS < 12	35,951.21	31,617.77	25,427.10	27,232.64	26,862.53	27,526.60
Stock MNS > 11	9,619.42	10,169.25	6,046.19	6,991.40	7,483.97	5,104.86
NS Parts Not Sold	9,287.66	12,262.64	21,173.43	17,032.37	17,223.30	15,987.74
New Obsolescence						
Stock 9 Months	3,312.57	2,541.17	1,899.72	2,002.17	2,229.04	2,127.43
NS Parts 2 Months	1,277.64	3,320.34	3,216.02	759.06	3,818.23	1,592.29
Early Phase In						
NS Parts With YRSL > 2	608.80	1,465.41	371.54	366.56	321.61	508.72
True Turn	5.59	5.15	5.63	4.09	4.16	4.15
Purchase to Stock Ratio						
By Number of Parts	48.50	59.85	43.37	37.67	45.20	47.46
By Piece	91.58	92.19	92.05	86.11	90.09	90.85
By Cost	62.65	63.21	58.93	53.41	59.39	59.04
Sales Closing Ratio						
By Number of Parts	98.54	96.91	90.07	90.96	89.74	92.72
By Piece	99.62	99.61	98.05	97.99	97.82	98.73
By Cost	99.70	99.03	92.67	92.89	90.24	92.33
Demand Filled from Stock Ratio						
By Number of Parts	48.45	59.25	44.58	37.77	49.21	49.04
By Piece	91.34	92.23	90.53	85.78	89.21	89.48
By Cost	58.92	65.02	58.78	46.68	52.95	53.35
NS Parts Sales Efficiency	115.32	99.51	144.37	95.30	109.85	94.08

Parts: Returns and Accrual Information

Calendar Year: 2020

Refresh with Current Information

AAA Print

Accrual Earnings
Current Quarter: Oct-Dec 2020 \$6,916.55
Next Quarter: Jan-Mar 2021

4,5,6,7 (Must be used same month)
 *Accrual Earned (On Parts Purchased from Prior Quarter)
 *Equate the sum of 4,5,6 and 7
 *Over Allowance Allowed to be used if necessary subject to restock fee
 *Total Allowance Available (equate the sum of 8 and 9)
 *11-MOQ Return Amount Submitted by Dealer

12-This amount was declared from (4-8,4-4)
 13-Summed Accrual declared after Adjustments
 14-Summed Accrual Not Used(7-13)
 15-Excess Accrual Allowance Used(Y)
 16-75% of (14); 27-25% of (14)
 18-Value of parts rejected by the PCG(available for one next month)

Return and Accrual Details

	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020
1	Completed	\$0.33	\$0.10	\$0.00	\$0.48	\$0.06	\$0.00	\$21.18	\$0.26	\$0.07	\$0.00	\$0.00
2	Completed	\$2,497.28	\$2,539.38	\$4,506.49	\$4,342.81	\$4,342.39	\$4,452.21	\$4,483.36	\$3,863.42	\$3,863.23	\$4,355.15	\$4,355.15
3	Completed	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
4	Completed	\$2,456.95	\$2,456.95	\$2,456.95	\$2,292.79	\$2,292.79	\$2,292.79	\$1,813.62	\$1,813.62	\$1,813.62	\$2,305.52	\$2,305.52
5	Completed	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
6	Completed	\$0.00	\$0.00	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54	\$2,040.54
7	Completed	\$2,456.95	\$2,456.95	\$2,456.95	\$2,292.79	\$2,292.79	\$2,292.79	\$1,813.62	\$1,813.62	\$1,813.62	\$2,305.52	\$2,305.52
8	Completed	\$2,497.28	\$2,539.38	\$4,506.49	\$4,342.81	\$4,342.39	\$4,452.21	\$4,483.36	\$3,863.42	\$3,863.23	\$4,355.15	\$4,355.15
9	Completed	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
10	Completed	\$2,456.95	\$2,456.95	\$2,456.95	\$2,292.79	\$2,292.79	\$2,292.79	\$1,813.62	\$1,813.62	\$1,813.62	\$2,305.52	\$2,305.52
11	Completed	\$0.33	\$0.10	\$0.00	\$0.48	\$0.06	\$0.00	\$21.18	\$0.26	\$0.07	\$0.00	\$0.00
12	Completed	\$2,456.95	\$2,456.95	\$2,456.95	\$2,292.79	\$2,292.79	\$2,292.79	\$1,813.62	\$1,813.62	\$1,813.62	\$2,305.52	\$2,305.52
13	Completed	\$0.41	\$0.00	\$0.00	\$0.26	\$0.01	\$0.70	\$0.04	\$0.29	\$0.37	\$2,305.52	\$2,305.52
14	Completed	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
15	Completed	\$0.31	\$0.00	\$1.45	\$0.19	\$0.01	\$6.53	\$6.78	\$0.22	\$0.28	\$1,729.14	\$1,729.14
16	Completed	\$0.10	\$0.00	\$0.46	\$0.06	\$0.00	\$2.18	\$0.26	\$0.07	\$0.09	\$576.28	\$576.28
17	Completed	\$0.33	\$0.10	\$0.00	\$0.48	\$0.06	\$0.70	\$0.04	\$0.29	\$0.37	\$2,305.52	\$2,305.52
18	Completed	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
19	Completed	\$2,229.92	\$1,480.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
20	Completed	\$4,686.79	\$4,714.97	\$4,594.55	\$4,342.56	\$4,342.38	\$4,443.51	\$4,461.32	\$3,853.13	\$3,852.86	\$4,355.15	\$4,355.15
21	Completed	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

*Some Values Are Subject To Change Once Return Is In Completed Status
 *Accrual Earnings Based On Current Quarter Invoiced From Sales(Updates Daily)
 *Part Return Dis Date
 *Completed Return Status
 *ROC Adjustments

Close