

#1

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	14,370		17,064		285,486.71	
Active Parts	2,549	17.73	7,835	45.91	228,242.20	79.94
NS Parts	10,372	72.17	213	1.24	16,310.16	5.71
MO Parts	138	0.96	8,358	48.98	12,742.10	4.46
AP Parts	1,234	8.58	641	3.75	24,127.05	8.45
DP Parts	77	0.53	17	0.09	4,065.20	1.42
SP Parts						
DEL Parts						
Parts With No Cost	54	0.37				
Parts With Negative On-Hand						
Core/Exchange	2	0.01	2	0.01	300.00	
Memos On File	1,694					
Parts Added	556	3.86	147	0.86	8,391.66	2.93
Active Parts	17	3.05	86	58.50	1,083.56	12.91
NS Parts	537	96.58	59	40.13	7,280.32	86.75
MO Parts						
AP Parts						
DP Parts	2	0.35	2	1.36	27.78	0.33
SP Parts						
Parts & Memos Deleted	581					
Inventory Movement - Sales						
0 to 3 Months	4,959	34.50	15,632	91.60	236,263.15	82.75
4 to 6 Months	1,522	10.59	560	3.28	16,140.33	5.65
7 to 12 Months	2,948	20.51	619	3.62	23,305.31	8.16
Over 12 Months	4,716	32.81	144	0.84	3,633.14	1.27
New Parts No Sales	225	1.56	109	0.63	6,144.78	2.15
Inventory Movement - Receipts						
0 to 3 Months	4,238	29.49	8,404	49.24	242,374.01	84.89
4 to 6 Months	1,157	8.05	7,038	41.24	13,437.83	4.70
7 to 12 Months	2,303	16.02	1,098	6.43	22,876.23	8.01
Over 12 Months	4,903	34.11	516	3.02	6,557.86	2.29
New Parts No Receipts	1,769	12.31	8	0.04	240.78	0.08
Outstanding Orders	139	0.96	470		36,519.24	
Stockorders	106	76.25	359	76.38	29,211.61	79.98
Supplemental Orders	13	9.35	82	17.44	2,804.36	7.67
Customer Orders	23	16.54	29	6.17	4,503.27	12.33
Backorders						
Stockorder Backorders						
Supplementl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,907	13.27	12,454		441,668.54		6,397
Regular	1,907	100.00	12,454	100.00	441,668.54	100.00	6,397
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	230	1.60	230		65,697.68		230
Return Sales	357	2.48	1,180		59,055.62		502
Regular	357	100.00	1,180	100.00	59,055.62	100.00	502
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,662	11.56	11,095		422,259.38		2,677
Stockorders	1,104	66.42	5,418	48.83	221,748.09	52.51	1,776
Supplemental Orders	395	23.76	1,667	15.02	100,550.72	23.81	593
Customer Orders	213	12.81	351	3.16	80,606.76	19.08	265
Emergency Purchases	15	0.90	17	0.15	1,988.87	0.47	21
Other Receipts	18	1.08	3,642	32.82	17,364.94	4.11	22
Overages							
Net Adjustments	46	0.32	199		-5,345.88		55
Plus	18	39.13	55	27.63	2,677.15		24
Minus	28	60.86	144	72.36	-8,023.03		31
Factory Returns	112	0.77	182		-19,403.23		112
Net Appreciation	116	0.80	555	3.25	117.26		543
Positive	98	84.48	421	75.85	831.29		413
Negative	18	15.51	134	24.14	-714.03		130
Parts Updated With Cost							
Parts With Comments	35						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			245		32,158.39		162
Lost Sales							
Return Sales			34		2,266.83		16

Grand Total

	SEPTEMBER 2020	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	14,370	130,830	14,537	171,922	14,327
Parts Pieces	17,064	214,978	23,886	294,087	24,507
Parts Cost	285,486.71	2,656,336.74	295,148.53	3,633,819.87	302,818.32
Parts With Negative OH	0.00	0.00	0.00	-31.00	-2.58
Core/Exchange	300.00	6,490.00	721.11	11,130.00	927.50
Gross Sales	441,566.53	3,650,440.95	405,604.55	5,040,388.06	420,032.34
Net Sales	382,561.91	3,213,197.22	357,021.91	4,419,127.95	368,260.66
Lost Sales	62,678.34	485,837.07	53,981.90	613,687.22	51,140.60
Outstanding Orders	36,519.24	201,389.79	22,376.64	250,434.92	20,869.58
Total Receipts	422,151.74	3,296,076.23	366,230.69	4,565,047.78	380,420.65
Customer Orders	80,546.76	577,682.01	64,186.89	755,098.07	62,924.84
Emergency Purchases	1,958.12	6,604.30	733.81	8,741.79	728.48
Net Adjustments	-5,345.88	-14,937.60	-1,659.73	-19,494.39	-1,624.53
Net Appreciation	117.26	9,894.81	1,099.42	16,082.19	1,340.18
NS Parts					
Number of Parts	10,372	96,084	10,676	126,606	10,551
Parts Pieces	213	2,662	296	3,419	285
Parts Cost	16,310.16	121,670.22	13,518.91	172,144.70	14,345.39
Gross Sales	143,203.69	1,237,905.03	137,545.00	1,682,308.62	140,192.39
Net Sales	122,430.57	1,115,902.37	123,989.15	1,512,477.85	126,039.82
Lost Sales	62,674.78	478,738.54	53,193.17	602,536.99	50,211.42
Outstanding Orders	20,711.31	108,438.92	12,048.77	133,238.57	11,103.21
Receipts	139,192.72	1,197,490.46	133,054.50	1,634,718.85	136,226.57
Inventory Movement - Sales					
0 to 3 Months	236,263.15	2,098,261.45	233,140.16	2,930,023.19	244,168.60
4 to 6 Months	16,140.33	297,227.69	33,025.30	361,392.95	30,116.08
7 to 12 Months	23,305.31	166,915.27	18,546.14	213,701.55	17,808.46
Over 12 Months	3,633.14	33,864.44	3,762.72	39,212.47	3,267.71
New Parts No Sales	6,144.78	60,067.89	6,674.21	89,489.71	7,457.48
Non-Productive Parts					
Excess Stock MNS < 12	61,723.96	565,052.97	62,783.66	789,010.20	65,750.85
Stock MNS > 11	3,148.43	31,965.42	3,551.71	34,191.29	2,849.27
NS Parts Not Sold	3,492.88	41,437.76	4,604.20	57,076.44	4,756.37
New Obsolescence					
Stock 9 Months	5,704.26	31,798.77	3,533.20	43,360.33	3,613.36
NS Parts 2 Months	2,535.78	26,253.32	2,917.04	35,424.35	2,952.03
Early Phase In					
NS Parts With YRSL > 2	57.22	8,689.19	965.47	12,138.27	1,011.52
True Turn	12.61		11.88		12.07
Purchase to Stock Ratio					
By Number of Parts	86.28		86.92		86.73
By Piece	96.71		96.81		96.70
By Cost	80.45		82.27		83.26
Sales Closing Ratio					
By Number of Parts	87.07		87.30		87.57
By Piece	98.12		98.36		98.42
By Cost	85.92		86.86		87.80
Demand Filled from Stock Ratio					
By Number of Parts	74.26		75.31		75.27
By Piece	94.95		95.56		95.45
By Cost	67.39		71.07		72.62
NS Parts Sales Efficiency	102.88		103.37		102.91

Grand Total

	JANUARY 2020	FEBRUARY 2020	MARCH 2020	APRIL 2020	MAY 2020	JUNE 2020
Number of Parts	14,395	14,679	14,923	14,634	14,386	14,476
Parts Pieces	26,962	26,586	26,148	24,116	26,363	25,136
Parts Cost	340,476.07	336,950.16	328,705.72	279,586.41	276,623.09	266,659.12
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	1,280.00	830.00	1,240.00	720.00	720.00	800.00
Gross Sales	460,077.07	413,550.82	393,332.28	242,865.86	319,731.89	446,581.62
Net Sales	405,992.56	364,670.37	343,300.07	207,626.13	281,447.09	395,457.84
Lost Sales	45,976.67	31,422.05	39,116.59	36,248.75	58,859.95	47,282.53
Outstanding Orders	18,251.98	9,710.38	15,114.83	21,889.29	11,768.34	23,475.86
Total Receipts	421,175.42	378,188.01	351,822.20	179,012.39	279,778.31	390,702.63
Customer Orders	55,423.88	46,841.19	81,573.50	31,867.50	85,600.52	63,331.43
Emergency Purchases	247.65	4.13	1,645.42	481.15	717.04	547.02
Net Adjustments	1,476.85	-2,032.56	-838.52	-1,913.38	3,985.59	280.64
Net Appreciation	2,977.84	766.86	-12.38	-2,300.43	5,918.61	2,295.84
NS Parts						
Number of Parts	10,835	11,096	10,869	10,595	10,565	10,646
Parts Pieces	835	271	202	203	228	219
Parts Cost	21,898.04	15,798.37	18,778.41	5,046.03	8,168.68	12,767.71
Gross Sales	164,936.91	146,003.63	141,477.32	69,319.83	125,955.21	151,192.36
Net Sales	147,410.46	130,422.80	126,149.45	64,275.59	116,315.28	139,507.91
Lost Sales	45,683.82	31,058.89	36,638.96	35,592.47	57,861.29	46,647.53
Outstanding Orders	9,188.68	6,586.38	8,591.89	13,317.71	5,990.43	13,064.79
Receipts	157,003.71	139,191.90	142,694.16	62,555.90	122,331.74	148,992.01
Inventory Movement - Sales						
0 to 3 Months	284,855.36	284,182.67	267,400.86	215,170.74	201,722.87	190,975.82
4 to 6 Months	31,254.10	29,428.17	30,162.60	39,945.86	49,982.78	45,253.01
7 to 12 Months	10,534.30	11,943.62	15,554.90	16,504.81	18,295.06	20,862.99
Over 12 Months	1,151.74	3,196.65	4,380.40	3,066.60	3,616.73	4,846.24
New Parts No Sales	12,680.57	8,199.05	11,206.96	4,898.40	3,005.65	4,721.06
Non-Productive Parts						
Excess Stock MNS < 12	75,334.19	75,528.72	69,968.44	54,851.12	55,458.18	55,585.72
Stock MNS > 11	3,023.37	3,246.24	3,078.60	4,107.24	4,227.91	4,159.05
NS Parts Not Sold	8,509.41	8,487.74	4,194.53	1,363.16	3,419.27	3,322.22
New Obsolescence						
Stock 9 Months	2,011.36	2,629.76	1,423.19	2,865.97	3,027.02	3,960.91
NS Parts 2 Months	6,094.10	3,359.61	2,693.18	817.49	1,881.50	2,490.26
Early Phase In						
NS Parts With YRSL > 2	3,477.99	387.10	215.42	338.13	1,627.10	1,061.39
True Turn	12.35	11.32	9.49	7.52	8.46	14.92
Purchase to Stock Ratio						
By Number of Parts	87.74	88.35	82.58	87.51	79.53	90.83
By Piece	96.95	97.01	95.75	95.05	96.78	97.53
By Cost	86.78	87.61	76.34	81.92	69.14	83.65
Sales Closing Ratio						
By Number of Parts	89.16	88.92	87.26	85.00	85.05	86.90
By Piece	98.17	98.61	98.19	97.75	98.31	98.36
By Cost	89.82	92.06	89.77	85.13	82.70	89.32
Demand Filled from Stock Ratio						
By Number of Parts	77.02	77.84	71.97	74.16	68.02	78.46
By Piece	95.14	95.80	94.23	94.45	94.77	96.35
By Cost	77.50	80.24	68.00	71.87	57.33	74.89
NS Parts Sales Efficiency	105.05	104.89	99.14	110.81	102.96	101.47

Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2019	OCTOBER 2019	NOVEMBER 2019	DECEMBER 2019
Number of Parts	14,560	14,407	13,000	13,338	13,695	14,059
Parts Pieces	25,096	17,507	26,477	25,721	26,380	27,008
Parts Cost	271,988.94	269,860.52	322,449.81	312,426.67	328,932.33	336,124.13
Parts With Negative OH	0.00	0.00	0.00	0.00	-31.00	0.00
Core/Exchange	300.00	300.00	1,530.00	1,330.00	1,680.00	1,630.00
Gross Sales	508,642.72	424,092.16	451,505.32	467,793.78	481,543.03	440,610.30
Net Sales	458,995.92	373,145.33	395,891.05	416,714.93	421,630.82	367,584.98
Lost Sales	89,046.72	75,205.47	67,412.15	52,395.65	37,164.81	38,289.69
Outstanding Orders	31,178.39	33,481.48	13,384.10	30,251.99	14,316.68	4,476.46
Total Receipts	482,145.95	391,099.58	402,571.72	426,330.01	454,532.04	388,109.50
Customer Orders	55,452.70	77,044.53	84,952.04	56,584.06	66,276.95	54,555.05
Emergency Purchases	574.43	429.34	1,451.27	263.43	822.95	1,051.11
Net Adjustments	-6,723.90	-3,826.44	307.40	-1,852.46	-5,816.81	3,112.48
Net Appreciation	95.79	35.42	762.16	32.25	4,604.52	1,550.61
NS Parts						
Number of Parts	10,716	10,390	9,477	9,833	10,173	10,516
Parts Pieces	301	190	178	209	233	315
Parts Cost	11,695.68	11,207.14	16,714.10	16,652.56	14,684.35	19,137.57
Gross Sales	161,350.10	134,465.98	135,929.52	147,782.09	163,326.81	133,294.69
Net Sales	150,473.34	118,916.97	122,745.05	134,765.12	145,979.57	115,830.79
Lost Sales	87,721.63	74,859.17	66,812.15	50,957.95	36,034.61	36,805.89
Outstanding Orders	16,051.57	14,936.16	8,124.49	14,597.16	7,290.43	2,912.06
Receipts	155,759.11	129,769.21	130,847.45	147,856.20	158,808.83	130,563.36
Inventory Movement - Sales						
0 to 3 Months	207,375.12	210,314.86	266,509.92	266,435.11	281,172.33	284,154.30
4 to 6 Months	32,093.95	22,966.89	28,208.58	18,894.91	19,730.13	25,540.22
7 to 12 Months	24,764.93	25,149.35	17,007.23	16,476.52	15,565.71	14,744.05
Over 12 Months	3,775.56	6,197.38	672.98	1,355.97	2,875.36	1,116.70
New Parts No Sales	3,979.38	5,232.04	10,051.10	9,264.16	9,588.80	10,568.86
Non-Productive Parts						
Excess Stock MNS < 12	60,317.73	56,284.91	77,184.19	69,726.97	76,624.29	77,605.97
Stock MNS > 11	3,424.90	3,549.68	1,029.69	473.84	600.74	1,151.29
NS Parts Not Sold	5,322.93	3,325.62	7,410.33	5,119.79	4,974.82	5,544.07
New Obsolescence						
Stock 9 Months	4,278.10	5,898.20	4,406.81	3,996.75	3,637.55	3,927.26
NS Parts 2 Months	3,939.40	2,442.00	5,715.35	2,843.46	2,250.07	4,077.50
Early Phase In						
NS Parts With YRSL > 2	547.24	977.60	470.90	2,057.87	1,014.09	377.12
True Turn	17.78	13.15	11.52	13.82	12.93	11.14
Purchase to Stock Ratio						
By Number of Parts	89.85	86.76	81.18	89.42	85.61	83.33
By Piece	97.50	96.61	94.86	96.66	97.05	95.51
By Cost	88.37	80.19	78.53	86.66	85.23	85.67
Sales Closing Ratio						
By Number of Parts	86.57	88.75	88.46	88.09	90.33	86.53
By Piece	98.10	99.00	98.49	98.51	98.66	98.58
By Cost	83.75	83.22	85.44	88.83	91.89	90.56
Demand Filled from Stock Ratio						
By Number of Parts	77.06	76.90	72.65	77.86	76.67	70.72
By Piece	95.64	97.00	94.45	95.36	95.60	94.39
By Cost	73.52	65.94	66.80	76.71	77.27	76.86
NS Parts Sales Efficiency	103.58	103.61	103.88	99.94	102.84	102.09