

Grand Total:

	NO. OF PARTS	PERCENT	PARTS PLACED	PERCENT	PARTS COST	PERCENT
Inventory Balance	27,280		57,899		781,887.53	
Active Parts	3,248	11.93	49,466	85.43	324,267.31	41.47
NO Parts	21,462	78.89	11,184	19.43	288,189.35	36.89
AP Parts	284	1.04	2,201	3.82	6,415.51	0.82
BP Parts	2,047	7.50	3,477	6.00	121,674.18	15.56
SP Parts	93	0.34	325	0.56	11,873.59	1.52
SE Parts	218	0.79	1,179	2.03	63,566.02	8.12
DEL Parts	5	0.01				
Parts With No Cost	54	0.19	43	0.07		
Parts With Negative On-Hand	112	0.41	423		-12,478.52	
Core/Exchange	158	0.57	282	0.49	24,135.00	
Names On File	2,487					
Parts Added	1,133	4.15	1,188	2.05	18,508.53	2.36
Active Parts	41	3.61	236	19.85	2,883.63	3.69
NO Parts	1,056	93.28	942	78.62	13,344.14	16.82
AP Parts	4	0.35	1	0.08	6.00	0.08
BP Parts						
SP Parts	32	2.82	29	2.38	3,130.06	3.99
Parts & Names Deleted	543					
Inventory Movement - Sales						
1 to 3 Months	9,436	34.62	45,275	78.19	446,285.23	57.09
4 to 6 Months	2,830	10.37	2,322	4.01	101,542.55	12.86
7 to 12 Months	3,931	14.41	2,722	4.70	93,953.38	12.01
Over 12 Months	8,948	32.85	2,597	4.49	89,461.95	11.44
New Parts No Sales	3,038	11.13	3,581	6.19	57,634.42	7.37
Inventory Movement - Receipts						
1 to 3 Months	3,257	11.93	40,319	69.63	482,487.32	61.70
4 to 6 Months	3,434	12.58	4,532	7.83	108,536.66	13.88
7 to 12 Months	4,007	14.70	4,323	7.47	72,301.39	9.24
Over 12 Months	7,878	28.88	7,548	13.04	184,559.14	23.60
New Parts No Receipts	4,482	16.41	188	0.32	14,522.19	1.86
Outstanding Orders	868	3.18	2,714	4.69	138,966.32	17.64
Stockorders	378	13.66	1,933	3.34	62,589.49	7.99
Supplemental Orders						
Customer Orders	146	5.33	478	0.82	9,701.74	1.24
Backorders	369	13.38	1,235	2.14	68,797.09	8.79
Stockorder Backorders	224	8.18	866	1.50	35,522.59	4.53
Supplemental Backorders						
Customer Backorders	110	3.96	369	0.64	33,274.50	4.25
Outstanding Forced Orders						

Grand Total

	MAY 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	27,260	132,230	26,446	308,211	25,684
Parts Pieces	67,908	251,875	50,375	640,225	45,018
Parts Cost	781,887.83	3,862,740.42	772,548.08	8,313,789.94	709,480.82
Parts With Negative OM	-13,473.52	-73,564.19	-13,712.84	-132,190.92	-11,349.55
Core/Exchange	24,136.96	131,571.00	26,374.20	600,773.30	25,064.42
Gross Sales	127,800.87	2,389,270.30	337,854.16	5,637,745.75	553,145.40
Net Sales	451,532.53	2,297,653.33	459,531.87	5,319,187.04	443,285.59
Lost Sales	969.40	2,701.54	556.31	13,620.66	1,218.05
Outstanding Orders	138,950.32	555,553.20	113,119.64	986,659.44	80,570.87
Total Receipts	457,277.49	2,315,057.28	453,011.46	5,350,909.49	447,492.45
Customer Orders	55,027.38	305,774.28	61,354.86	749,879.05	62,480.92
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	11,564.31	34,342.86	8,864.41	97,789.80	8,149.15
Net Appreciation	417.76	2,223.20	444.64	-6,729.05	-324.08
MS Parts					
Number of Parts	21,442	104,773	20,855	238,957	19,899
Parts Pieces	11,191	40,267	9,052	76,189	6,349
Parts Cost	240,158.03	1,124,078.05	238,615.92	2,351,367.46	193,447.28
Gross Sales	257,619.71	1,347,173.52	268,434.79	3,550,451.20	279,553.10
Net Sales	227,187.45	1,131,258.67	228,751.73	2,486,895.93	203,574.55
Lost Sales	385.94	1,489.13	297.82	9,161.58	763.47
Outstanding Orders	57,353.25	314,121.54	52,925.31	339,351.93	44,185.25
Receipts	242,675.23	1,225,224.22	241,944.68	2,856,747.59	221,395.63
Inventory Movement - Sales					
0 to 3 Months	445,283.73	2,257,097.33	459,417.58	5,959,760.87	421,147.46
4 to 6 Months	151,542.56	818,761.16	169,752.22	1,988,534.69	99,751.62
7 to 12 Months	93,953.08	390,528.97	79,186.36	1,933,541.85	95,126.47
Over 12 Months	63,451.95	414,194.84	82,530.67	645,313.46	53,776.12
New Parts No Sales	67,634.42	272,170.17	54,434.02	715,501.52	59,633.47
Non-Productive Parts					
Excess Stock MMS < 12	198,720.47	1,915,047.16	283,019.40	2,381,586.75	141,600.40
Stock MMS > 12	52,218.72	285,291.76	53,256.35	440,749.14	36,723.09
MS Parts Not Sold	159,957.52	897,516.12	179,509.22	1,540,391.20	138,350.93
New Obsolescence					
Stock 3 Months	6,509.01	33,528.05	5,795.21	121,944.93	10,162.08
MS Parts 2 Months	26,964.43	217,355.97	40,473.19	345,250.53	28,772.52
Early Phase In					
MS Parts With YRSL > 2	59,923.42	255,615.55	53,123.33	412,445.49	34,379.46
True Turn	5.22		5.15		6.44
Purchase to Stock Ratio					
By Number of Parts	77.32		75.49		75.71
By Piece	86.47		83.27		87.43
By Cost	87.75		86.74		85.83
Sales Cissing Ratio					
By Number of Parts	94.17		94.59		99.59
By Piece	99.72		99.79		99.77
By Cost	99.82		99.47		99.72
Demand Fillsc from Stock Ratio					
By Number of Parts	79.22		77.45		74.95
By Piece	83.88		87.97		88.89
By Cost	87.71		88.54		88.66
MS Parts Sales Efficiency	110.27		111.46		126.45

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	25,544	25,817	25,452	25,927	27,424	27,009
Parts Pieces	49,236	49,600	49,906	49,356	50,476	49,379
Parts Cost	725,395.48	775,722.00	797,185.66	779,531.77	823,466.33	841,755.04
Parts With Negative OM	-4,229.71	-29,909.16	-12,347.08	-23,589.79	-5,521.89	-3,512.40
Core/Exchange	23,842.00	28,441.00	23,495.00	23,457.50	28,331.00	21,713.00
Gross Sales	524,352.34	456,565.29	556,315.62	584,169.76	559,017.52	487,835.18
Net Sales	448,292.23	377,627.45	509,226.59	501,029.42	314,314.39	411,262.75
Lost Sales	199.42	323.97	759.25	695.09	1,359.49	977.49
Outstanding Orders	90,275.81	129,874.51	115,847.35	104,827.40	27,597.58	23,998.15
Total Receipts	453,204.41	467,235.22	631,085.27	459,506.49	305,450.64	416,115.87
Customer Orders	54,498.47	55,732.84	77,014.15	59,523.44	34,289.85	50,313.40
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	2,733.92	2,912.44	3,065.19	14,531.26	4,328.43	16,755.82
Net Appreciation	1,574.31	6,258.37	-2,679.18	-2,340.38	2,552.91	-487.51
NS Parts						
Number of Parts	20,414	20,558	20,989	21,372	21,917	22,049
Parts Pieces	2,599	7,001	6,893	8,505	3,119	4,223
Parts Cost	259,790.46	249,778.00	242,208.57	242,140.92	129,632.93	129,855.87
Gross Sales	271,793.35	223,257.40	313,404.47	271,091.59	173,069.51	234,639.43
Net Sales	224,819.47	190,628.23	281,771.75	229,353.79	146,911.94	190,220.57
Lost Sales	68.82	305.65	326.02	405.77	152.20	234.95
Outstanding Orders	54,605.73	74,345.97	91,543.95	56,292.62	17,264.14	19,530.59
Receipts	244,522.15	224,024.94	278,350.73	227,086.18	145,057.93	189,904.99
Inventory Movement - Sales						
3 to 6 Months	452,052.55	443,158.34	477,843.06	448,947.55	341,137.87	381,203.72
6 to 12 Months	89,427.02	114,728.97	108,343.22	109,643.33	151,758.40	128,283.27
1 to 12 Months	58,725.16	75,249.35	75,450.61	77,179.88	32,259.14	82,523.53
Over 12 Months	75,423.15	84,251.15	84,596.37	85,491.36	21,539.57	26,119.29
New Parts No Sales	45,752.77	51,345.59	50,141.40	57,292.52	57,039.27	53,628.17
Non-Productive Parts						
Excess Stock MNS < 12	196,665.75	207,600.51	217,860.82	195,460.01	170,525.97	174,670.81
Stock MNS > 12	51,322.22	59,617.61	60,247.59	53,079.25	17,715.44	17,085.94
NS Parts Not Sold	153,432.35	171,215.45	196,293.64	199,049.37	158,495.34	185,756.15
New Obsolescence						
Stock 3 Months	3,975.16	4,379.70	3,873.53	6,597.35	6,532.19	3,139.88
NS Parts 2 Months	50,523.20	41,313.83	59,646.17	37,929.14	6,938.33	14,332.27
Early Phase In						
NS Parts With YRSL > 2	52,280.87	51,003.52	51,946.52	55,330.32	18,145.37	15,252.05
True Turn	5.51	4.50	6.51	6.89	5.39	6.14
Purchase to Stock Ratio						
By Number of Parts	78.34	78.19	75.95	79.25	75.31	75.95
By Piece	80.09	69.27	92.55	80.45	92.69	83.65
By Cost	87.36	85.35	85.64	87.04	88.79	87.05
Sales Closing Ratio						
By Number of Parts	88.83	88.75	89.58	88.20	88.33	88.58
By Piece	90.80	90.83	90.89	90.87	90.61	90.72
By Cost	99.25	99.91	99.95	99.99	99.55	99.75
Demand Filled from Stock Ratio						
By Number of Parts	79.26	77.35	79.19	77.55	77.32	77.54
By Piece	69.95	59.95	90.99	89.99	91.41	87.43
By Cost	87.00	84.16	84.74	87.89	89.70	86.73
NS Parts Sales Efficiency	110.56	99.55	115.82	119.41	117.45	123.68

Grand Total

	JULY 2020	AUGUST 2020	SEPTEMBER 2020	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
Number of Parts	23,353	23,428	23,258	24,594	25,292	25,808
Parts Pieces	32,414	35,328	40,271	45,209	41,439	47,627
Parts Cost	838,191.27	832,841.66	844,576.84	701,511.37	869,397.71	717,242.63
Parts with Negative CM	-7,629.83	-7,659.62	-4,818.14	-12,887.62	-14,892.89	-2,737.57
Gross/Exchange	24,840.00	24,010.00	25,910.00	24,829.00	22,861.00	24,734.00
Gross Sales	551,878.31	487,041.94	591,136.81	537,029.44	511,273.37	582,180.80
Net Sales	445,613.22	410,440.73	422,244.24	449,893.62	425,529.34	439,479.69
Lost Sales	4,174.06	571.83	341.25	785.09	3,527.61	1,469.58
Outstanding Orders	53,749.24	47,531.55	48,850.13	58,624.75	59,300.65	58,482.71
Total Receipts	468,256.56	411,027.18	448,883.94	490,852.81	391,194.98	459,672.66
Customer Orders	55,485.25	55,925.81	65,271.46	77,424.87	62,349.30	62,983.41
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	1,186.58	9,815.77	-9,677.92	3,758.65	879.72	43,522.60
Net Appreciation	-2,341.66	-2,759.72	-1,261.20	-9,872.27	-29.76	3,783.82
MS Parts						
Number of Parts	17,417	17,981	19,315	19,231	19,731	20,317
Parts Pieces	4,733	4,845	4,751	5,589	5,155	6,272
Parts Cost	124,332.54	127,883.26	131,389.72	155,459.97	150,638.30	169,327.51
Gross Sales	234,967.93	221,461.11	404,461.44	241,735.20	249,773.28	488,399.79
Net Sales	211,840.32	184,143.95	479,949.17	205,792.55	223,332.03	198,959.32
Lost Sales	3,816.43	218.54	543.81	0.00	2,249.67	314.12
Outstanding Orders	23,356.24	25,824.82	22,885.37	23,234.72	23,832.59	49,465.44
Receipts	209,787.19	181,097.84	488,028.75	225,859.37	208,529.22	238,846.82
Inventory Movement - Sales						
0 to 3 Months	363,538.66	378,893.59	393,893.13	435,571.61	412,619.10	439,613.90
4 to 6 Months	73,994.51	60,411.08	69,413.39	68,580.19	72,034.90	60,063.54
7 to 12 Months	104,528.52	103,823.29	94,953.80	92,325.68	91,389.19	59,287.02
Over 12 Months	34,149.25	31,234.72	34,276.49	35,568.26	29,174.99	41,558.31
New Parts No Sales	58,553.81	55,456.15	55,133.19	67,389.72	55,172.52	54,378.83
Non-Productive Parts						
Excess Stock MNS < 12	152,513.28	152,493.81	179,441.73	193,352.25	139,429.88	268,414.71
Stock MNS > 12	20,894.11	23,295.21	21,281.38	23,275.11	22,573.84	48,889.83
MS Parts Not Sold	97,348.62	96,244.23	112,189.18	119,399.80	121,239.27	114,779.52
New Obsolescence						
Stock 9 Months	7,727.94	10,202.50	40,853.72	8,743.76	5,946.14	10,944.20
MS Parts 2 Months	11,835.49	11,778.09	24,973.54	13,915.26	24,683.16	29,368.20
Early Phase In						
MS Parts With YRSL > 2	17,791.99	13,656.81	15,954.10	21,955.60	22,744.55	36,638.43
True Turn	7.59	6.55	6.85	6.27	6.51	6.39
Purchase to Stock Ratio						
By Number of Parts	71.65	72.68	73.03	72.73	74.40	78.53
By Piece	88.34	84.92	90.33	83.66	82.44	86.33
By Cost	85.64	84.40	83.19	84.22	84.09	85.87
Sales Closing Ratio						
By Number of Parts	98.53	99.71	99.38	99.79	96.49	99.37
By Piece	99.96	99.81	99.69	99.88	99.76	99.87
By Cost	99.11	99.85	99.60	99.82	99.29	99.66
Demand Filled from Stock Ratio						
By Number of Parts	72.59	73.85	89.90	59.24	72.29	70.88
By Piece	87.71	83.89	82.81	78.32	83.66	87.80
By Cost	85.31	85.25	84.37	82.41	84.74	85.38
MS Parts Sales Efficiency	121.58	113.89	217.35	127.48	119.80	171.15