

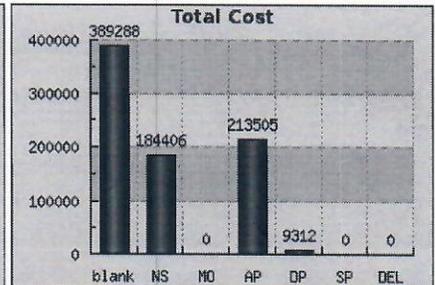
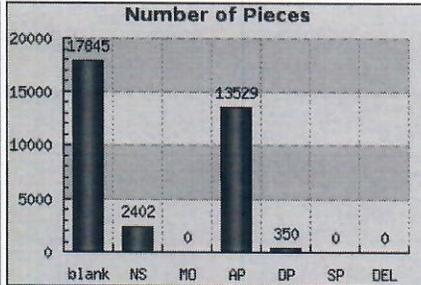
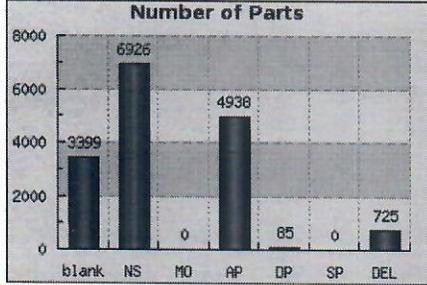
At-a-Glance

Inventory Totals as of Mon Nov 1 16:07:19 2021:

Total number of parts: 16073 Total number of pieces: 34126 Total cost: 796,511.30

Inventory Balances

Description	Number of Parts	Percent of Parts	Number of Pieces	Percent of Pieces	Total Cost	Percent of Cost
(blank) Active Parts	3399	21.15%	17845	52.29%	389,288.21	48.87%
(NS) Non-Stock	6926	43.09%	2402	7.04%	184,406.09	23.15%
(MO) Manual Order	0	0.00%	0	0.00%	0.00	0.00%
(AP) Automatic Phaseout	4938	30.72%	13529	39.64%	213,505.34	26.81%
(DP) Dealer Phaseout	85	0.53%	350	1.03%	9,311.66	1.17%
(SP) Special Purchase	0	0.00%	0	0.00%	0.00	0.00%
(DEL) Parts to be Deleted	725	4.51%	0	0.00%	0.00	0.00%



Inventory Movement - Sales

Description	Number of Parts	Percent of Parts	Number of Pieces	Percent of Pieces	Total Cost	Percent of Cost
MNS less than 6 Months	6554	40.78%	25169	73.75%	499,633.52	62.73%
MNS between 6 - 12 Months	4225	26.29%	4281	12.54%	126,039.09	15.82%
MNS greater than 12 Months	4569	28.43%	4676	13.70%	170,838.69	21.45%
On File > 1 Year, MNS > 36	384	2.39%	879	2.58%	58,361.57	7.33%

Inventory Movement - Receipts

Description	Number of Parts	Percent of Parts	Number of Pieces	Percent of Pieces	Total Cost	Percent of Cost
MNR less than 6 Months	6042	37.59%	19158	56.14%	486,441.67	61.07%
MNR between 6 - 12 Months	4211	26.20%	3589	10.52%	105,464.89	13.24%
MNR greater than 12 Months	5095	31.70%	11379	33.34%	204,604.74	25.69%

Inventory - Exceptions

Description	Number of Parts	Percent of Parts	Number of Pieces	Percent of Pieces	Total Cost	Percent of Cost
No Cost	424	2.64%	20	0.06%	0.00	0.00%
Excess Stock	2824	17.57%	27593	80.86%	495,674.51	62.23%
No Bin	9385	58.39%	1779	5.21%	140,496.21	17.64%
Negative On-hand	321	2.00%	0	0.00%	0.00	0.00%
Stockout	2139	13.31%	0	0.00%	0.00	0.00%

IS this report
Accurate?
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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	16,051		34,857		824,872.52	
Active Parts	3,333	20.76	18,267	52.40	394,364.08	47.80
NS Parts	7,643	47.61	2,593	7.43	194,916.10	23.62
MO Parts						
AP Parts	4,982	31.03	13,646	39.14	226,267.37	27.43
DP Parts	86	0.53	351	1.00	9,324.97	1.13
SP Parts						
DEL Parts	7	0.04				
Parts With No Cost	420	2.61	20	0.05		
Parts With Negative On-Hand	306	1.90	10,398		-127,510.15	
Core/Exchange	78	0.48	122	0.35	21,050.00	
Memos On File	1,374					
Parts Added	688	4.28	249	0.71	28,315.33	3.43
Active Parts	38	5.52	41	16.46	783.34	2.76
NS Parts	625	90.84	168	67.46	27,122.63	95.78
MO Parts						
AP Parts	24	3.48	40	16.06	409.36	1.44
DP Parts	1	0.14				
SP Parts						
Parts & Memos Deleted	621					
Inventory Movement - Sales						
0 to 3 Months	4,221	26.29	23,937	68.67	416,748.97	50.52
4 to 6 Months	1,545	9.62	1,889	5.41	60,556.90	7.34
7 to 12 Months	2,373	14.78	3,121	8.95	70,073.73	8.49
Over 12 Months	4,983	31.04	4,713	13.52	171,610.97	20.80
New Parts No Sales	2,929	18.24	1,197	3.43	105,881.95	12.83
Inventory Movement - Receipts						
0 to 3 Months	3,648	22.72	17,672	50.69	431,883.44	52.35
4 to 6 Months	1,693	10.54	2,424	6.95	86,752.52	10.51
7 to 12 Months	2,375	14.79	2,781	7.97	77,567.71	9.40
Over 12 Months	5,549	34.57	11,372	32.62	204,610.87	24.80
New Parts No Receipts	2,786	17.35	608	1.74	24,057.98	2.91
Outstanding Orders	2,914	18.15	13,749		794,565.19	
Stockorders	2,255	77.38	9,690	70.47	572,366.70	72.03
Supplemental Orders	51	1.75	3,021	21.97	104,565.66	13.16
Customer Orders	721	24.74	1,031	7.49	116,708.94	14.68
Backorders	5	0.17	7	0.05	923.89	0.11
Stockorder Backorders	4	0.13	6	0.04	753.44	0.09
Supplemntl Backorders						
Customer Backorders	1	0.03	1	0.00	170.45	0.02
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS	PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----	-----
Gross Sales	2,041	12.71	26,443			519,004.74		7,870
Regular	2,014	98.67	25,849	97.75		517,465.47	99.70	7,640
No History								
Drop Ship	96	4.70	594	2.24		1,539.27	0.29	230
Wholesale								
Wholesale No History								
Wholesale Drop Ship								
Warranty								
Warranty No History								
Warranty Drop Ship								
Lost Sales	10	0.06	42			1,638.44		19
Return Sales	548	3.41	3,695			112,370.74		834
Regular	548	100.00	3,695	100.00		112,370.74	100.00	834
No History								
Defective								
Wholesale								
Wholesale No History								
Wholesale Defective								
Warranty								
Warranty No History								
Warranty Defective								
Receipts	1,300	8.09	11,275			431,476.65		1,745
Stockorders	294	22.61	1,794	15.91		91,781.62	21.27	369
Supplemental Orders	30	2.30	4,715	41.81		162,734.86	37.71	42
Customer Orders	934	71.84	3,353	29.73		140,462.28	32.55	1,155
Emergency Purchases	145	11.15	1,413	12.53		36,497.89	8.45	179
Other Receipts								
Overages								
Net Adjustments	230	1.43	2,739			18,151.66		257
Plus	140	60.86	2,522	92.07		38,705.07		161
Minus	90	39.13	217	7.92		-20,553.41		96
Factory Returns								
Net Appreciation	891	5.55	3,321	9.52		695.09		3,366
Positive	658	73.84	1,122	33.78		3,477.63		2,612
Negative	233	26.15	2,199	66.21		-2,782.54		754
Parts Updated With Cost	15	0.09	1			206.93		29
Parts With Comments								
Misc & Sublet Items								
Gross Sales								
Lost Sales								
Return Sales								
Parts Not On File, But Sold								
Gross Sales			431			49,765.99		242
Lost Sales								
Return Sales			24			2,206.93		20

Grand Total

	OCTOBER 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	16,051	163,207	16,321	196,900	16,408
Parts Pieces	34,857	414,483	41,448	511,324	42,610
Parts Cost	824,872.52	8,220,491.65	822,049.17	10,090,927.95	840,910.66
Parts With Negative OH	-127,510.15	-2,679,790.60	-267,979.06	-2,717,085.82	-226,423.82
Core/Exchange	21,050.00	186,240.00	18,624.00	221,515.00	18,459.58
Gross Sales	519,004.74	5,939,111.07	593,911.11	6,967,961.13	580,663.43
Net Sales	406,634.00	4,017,084.84	401,708.48	4,791,004.48	399,250.37
Lost Sales	1,638.44	9,470.24	947.02	13,646.24	1,137.19
Outstanding Orders	794,565.19	7,548,501.57	754,850.16	8,938,179.96	744,848.33
Total Receipts	431,476.65	3,272,164.40	327,216.44	4,066,819.39	338,901.62
Customer Orders	140,462.28	1,431,130.12	143,113.01	1,707,715.84	142,309.65
Emergency Purchases	36,497.89	515,285.04	51,528.50	606,297.48	50,524.79
Net Adjustments	18,151.66	1,186,230.73	118,623.07	1,131,453.48	94,287.79
Net Appreciation	695.09	8,902.40	890.24	13,619.22	1,134.94
NS Parts					
Number of Parts	7,643	80,214	8,021	97,232	8,103
Parts Pieces	2,593	30,488	3,049	37,710	3,143
Parts Cost	194,916.10	1,592,506.93	159,250.69	1,882,908.07	156,909.01
Gross Sales	163,423.07	1,584,214.50	158,421.45	1,870,407.40	155,867.28
Net Sales	121,036.52	1,111,091.48	111,109.15	1,336,428.67	111,369.06
Lost Sales	1,137.38	4,630.58	463.06	6,820.60	568.38
Outstanding Orders	68,426.77	539,717.33	53,971.73	613,222.50	51,101.88
Receipts	135,879.53	1,138,876.40	113,887.64	1,365,363.27	113,780.27
Inventory Movement - Sales					
0 to 3 Months	416,748.97	4,517,613.61	451,761.36	5,666,181.88	472,181.82
4 to 6 Months	60,556.90	608,942.74	60,894.27	724,567.76	60,380.65
7 to 12 Months	70,073.73	653,912.56	65,391.26	793,094.95	66,091.25
Over 12 Months	171,610.97	1,582,559.91	158,255.99	1,899,906.71	158,325.56
New Parts No Sales	105,881.95	857,462.83	85,746.28	1,007,176.65	83,931.39
Non-Productive Parts					
Excess Stock MNS < 12	370,985.01	3,889,500.54	388,950.05	4,699,471.39	391,622.62
Stock MNS > 11	176,543.65	1,618,088.98	161,808.90	1,946,705.20	162,225.43
NS Parts Not Sold	145,772.04	1,196,922.39	119,692.24	1,430,495.97	119,208.00
New Obsolescence					
Stock 9 Months	19,312.98	88,151.67	8,815.17	107,032.11	8,919.34
NS Parts 2 Months	34,085.48	233,610.48	23,361.05	282,724.99	23,560.42
Early Phase In					
NS Parts With YRSL > 2	18,818.96	113,330.74	11,333.07	140,013.25	11,667.77
True Turn	3.34		3.02		2.95
Purchase to Stock Ratio					
By Number of Parts	17.00		16.45		16.65
By Piece	57.72		51.07		54.66
By Cost	58.98		40.51		43.10
Sales Closing Ratio					
By Number of Parts	99.33		99.27		99.21
By Piece	99.81		99.81		99.77
By Cost	99.59		99.76		99.71
Demand Filled from Stock Ratio					
By Number of Parts	27.54		24.33		25.69
By Piece	78.90		77.55		77.79
By Cost	56.25		51.42		51.55
NS Parts Sales Efficiency	120.27		139.10		136.98

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	16,704	16,281	16,277	16,269	16,251	16,446
Parts Pieces	47,265	51,526	45,670	41,888	42,663	39,194
Parts Cost	838,624.28	949,513.49	914,719.79	799,040.25	812,993.79	840,544.63
Parts With Negative OH	-60,482.03	-83,326.26	-159,273.99	-234,195.66	-57,095.36	-388,749.08
Core/Exchange	17,010.00	17,555.00	19,500.00	15,305.00	19,380.00	20,925.00
Gross Sales	683,945.30	1,147,239.62	566,678.82	625,228.06	439,509.12	495,388.51
Net Sales	394,455.30	416,185.75	417,642.60	443,736.26	383,745.41	393,189.79
Lost Sales	520.87	1,026.44	899.97	1,808.90	402.98	615.40
Outstanding Orders	833,885.93	686,814.25	656,143.49	717,835.06	704,246.92	722,754.72
Total Receipts	289,669.61	473,547.36	304,287.38	249,329.30	300,178.98	347,764.71
Customer Orders	154,313.93	127,272.57	136,972.14	149,901.07	135,828.73	171,981.93
Emergency Purchases	66,028.42	92,785.92	52,364.06	40,929.59	53,210.37	36,213.31
Net Adjustments	-31,153.69	13,019.00	17,071.83	24,450.54	361,185.62	8,367.36
Net Appreciation	3,056.39	400.08	3,324.54	-3,227.47	1,636.25	1,043.39
NS Parts						
Number of Parts	8,411	8,238	8,179	8,058	8,139	8,129
Parts Pieces	3,124	3,175	3,340	3,166	3,298	3,381
Parts Cost	131,872.42	140,781.86	144,978.94	139,830.94	159,585.62	182,690.13
Gross Sales	362,163.68	117,254.35	117,149.37	136,590.68	138,153.32	158,456.62
Net Sales	116,969.68	94,422.49	99,272.03	122,387.13	117,395.40	117,352.20
Lost Sales	247.20	248.13	12.70	541.57	319.96	201.29
Outstanding Orders	49,911.08	56,511.54	46,762.87	52,826.11	47,155.44	43,122.04
Receipts	113,449.23	94,484.80	112,134.47	122,230.96	125,311.01	140,279.06
Inventory Movement - Sales						
0 to 3 Months	537,614.82	621,752.55	571,695.03	436,618.32	419,031.30	428,822.99
4 to 6 Months	48,523.22	61,114.11	63,463.05	69,975.02	73,828.77	67,054.13
7 to 12 Months	59,846.60	61,021.27	62,315.47	60,775.28	61,201.20	66,255.58
Over 12 Months	122,380.63	131,868.32	141,508.31	149,260.39	171,111.36	180,982.31
New Parts No Sales	70,259.01	73,757.24	75,737.93	82,411.24	87,821.16	97,429.62
Non-Productive Parts						
Excess Stock MNS < 12	526,913.83	473,322.65	421,523.63	354,818.56	353,555.56	346,157.08
Stock MNS > 11	126,066.43	131,231.47	143,632.05	155,136.53	178,712.73	181,728.03
NS Parts Not Sold	94,699.48	110,500.01	104,939.61	109,912.69	115,098.82	120,835.92
New Obsolescence						
Stock 9 Months	8,001.07	8,681.53	4,744.07	4,932.95	8,278.82	6,482.31
NS Parts 2 Months	12,692.74	22,952.47	17,584.75	25,918.94	18,913.56	24,795.29
Early Phase In						
NS Parts With YRSL > 2	11,582.86	9,905.19	9,557.31	8,314.19	11,897.18	14,026.40
True Turn	2.49	2.48	3.00	3.80	2.87	2.64
Purchase to Stock Ratio						
By Number of Parts	18.85	16.70	16.28	9.09	21.74	12.51
By Piece	31.82	68.11	44.87	35.18	49.90	54.68
By Cost	23.93	53.52	37.77	23.46	37.02	40.13
Sales Closing Ratio						
By Number of Parts	99.19	98.95	99.16	99.03	99.51	99.41
By Piece	99.75	99.83	99.92	99.73	99.90	99.81
By Cost	99.86	99.75	99.78	99.59	99.89	99.84
Demand Filled from Stock Ratio						
By Number of Parts	28.60	12.21	23.89	25.72	23.49	17.48
By Piece	67.06	73.86	82.34	82.86	80.84	78.70
By Cost	44.08	47.00	54.54	56.76	50.68	46.97
NS Parts Sales Efficiency	319.22	124.09	104.47	111.74	110.24	112.95

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2020	NOVEMBER 2020	DECEMBER 2020
Number of Parts	16,477	16,396	16,055	17,264	16,988	16,705
Parts Pieces	39,468	37,485	34,467	41,622	49,543	47,298
Parts Cost	799,756.79	694,957.51	745,468.60	911,224.65	946,128.78	924,307.52
Parts With Negative OH	-668,690.60	-806,685.78	-93,781.69	-17,427.36	-14,050.47	-23,244.75
Core/Exchange	20,935.00	17,315.00	17,265.00	20,425.00	18,400.00	16,875.00
Gross Sales	491,273.27	479,352.39	491,491.24	576,972.67	497,507.66	531,342.40
Net Sales	380,276.30	380,616.86	400,602.57	508,667.67	408,906.67	365,012.97
Lost Sales	485.45	1,873.71	198.08	5,808.33	2,862.11	1,313.89
Outstanding Orders	742,714.01	809,441.11	880,100.89	631,455.54	727,029.22	662,649.17
Total Receipts	263,328.79	236,596.62	375,985.00	348,531.88	497,532.66	297,122.33
Customer Orders	135,150.27	119,317.29	159,929.91	149,867.98	161,121.51	115,464.21
Emergency Purchases	39,818.81	38,298.53	59,138.14	52,593.18	55,914.97	35,097.47
Net Adjustments	25,282.57	-37,879.54	787,735.38	751,749.65	-72,149.30	17,372.05
Net Appreciation	-3,898.30	5,473.99	398.44	1,148.00	3,285.24	1,431.58
NS Parts						
Number of Parts	7,925	7,765	7,727	8,624	8,530	8,488
Parts Pieces	3,166	2,563	2,682	3,210	3,743	3,479
Parts Cost	174,535.32	144,442.73	178,872.87	156,737.35	153,272.60	137,128.54
Gross Sales	128,637.25	124,387.21	137,998.95	143,467.49	163,602.60	122,590.30
Net Sales	107,424.18	99,916.91	114,914.94	114,692.36	129,160.99	96,176.20
Lost Sales	143.85	1,705.20	73.30	5,735.48	1,755.39	434.63
Outstanding Orders	49,480.15	58,358.80	67,162.53	51,370.01	38,772.18	34,732.99
Receipts	94,568.40	82,612.71	117,926.23	139,997.66	130,212.41	96,274.46
Inventory Movement - Sales						
0 to 3 Months	384,694.79	342,906.97	357,727.87	465,929.25	591,069.66	557,498.61
4 to 6 Months	71,224.81	44,128.63	49,074.10	49,880.62	55,535.04	60,089.98
7 to 12 Months	74,361.64	69,963.01	68,098.78	103,277.42	72,027.71	67,154.68
Over 12 Months	181,288.98	163,027.31	169,521.33	207,994.30	153,071.27	164,275.53
New Parts No Sales	88,186.57	74,931.59	101,046.52	84,143.06	74,425.10	75,288.72
Non-Productive Parts						
Excess Stock MNS < 12	329,344.63	329,321.80	383,557.79	371,230.05	439,945.61	370,025.24
Stock MNS > 11	183,348.43	169,470.83	172,218.83	214,318.98	157,858.66	170,757.56
NS Parts Not Sold	146,094.13	118,756.36	130,313.33	112,914.78	118,785.29	114,788.29
New Obsolescence						
Stock 9 Months	8,860.54	9,449.59	9,407.81	6,737.28	10,759.00	8,121.44
NS Parts 2 Months	39,010.20	16,204.32	21,452.73	15,694.99	30,407.44	18,707.07
Early Phase In						
NS Parts With YRSL > 2	8,190.31	7,732.46	13,305.88	13,268.87	12,672.89	14,009.62
True Turn	3.08	3.85	2.92	4.03	2.43	2.78
Purchase to Stock Ratio						
By Number of Parts	13.13	17.59	20.26	28.64	19.66	15.24
By Piece	47.97	42.39	55.54	49.48	78.67	46.11
By Cost	33.55	33.38	41.73	41.91	56.37	49.32
Sales Closing Ratio						
By Number of Parts	99.44	99.45	99.24	99.17	98.79	99.05
By Piece	99.56	99.86	99.94	99.83	99.75	99.36
By Cost	99.87	99.51	99.95	98.87	99.30	99.64
Demand Filled from Stock Ratio						
By Number of Parts	31.60	23.12	28.51	29.78	29.60	34.84
By Piece	75.13	74.08	79.11	77.90	80.01	78.40
By Cost	53.92	58.30	45.29	59.51	46.59	58.54
NS Parts Sales Efficiency	136.02	150.56	117.02	102.47	125.64	127.33