

Sort Source: 100

	DECEMBER 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	36,394	421,921	35,160	421,921	35,160
Parts Pieces	82,759	1,133,543	94,462	1,133,543	94,462
Parts Cost	1,253,285.39	15,469,927.68	1,289,160.64	15,469,927.68	1,289,160.64
Parts With Negative OH	-3,712.89	-583,897.37	-48,658.11	-583,897.37	-48,658.11
Core/Exchange	15,800.01	128,363.21	10,696.93	128,363.21	10,696.93
Gross Sales	1,566,691.72	19,023,764.39	1,585,313.70	19,023,764.39	1,585,313.70
Net Sales	1,182,823.14	15,293,412.70	1,274,451.06	15,293,412.70	1,274,451.06
Lost Sales	38,186.36	382,286.00	31,857.17	382,286.00	31,857.17
Outstanding Orders	674,588.81	5,260,913.76	438,409.48	5,260,913.76	438,409.48
Total Receipts	1,270,717.94	16,064,202.72	1,338,683.56	16,064,202.72	1,338,683.56
Customer Orders	570,201.69	7,140,843.94	595,070.33	7,140,843.94	595,070.33
Emergency Purchases	0.00	1,349.08	112.42	1,349.08	112.42
Net Adjustments	-17,341.42	-497,643.09	-41,470.26	-497,643.09	-41,470.26
Net Appreciation	2,525.39	34,838.32	2,903.19	34,838.32	2,903.19
NS Parts					
Number of Parts	20,256	240,152	20,013	240,152	20,013
Parts Pieces	3,319	36,433	3,036	36,433	3,036
Parts Cost	127,738.89	1,865,340.87	155,445.07	1,865,340.87	155,445.07
Gross Sales	220,864.75	2,903,982.38	241,998.53	2,903,982.38	241,998.53
Net Sales	150,536.04	2,325,137.49	193,761.46	2,325,137.49	193,761.46
Lost Sales	23,791.88	234,444.47	19,537.04	234,444.47	19,537.04
Outstanding Orders	88,830.55	984,041.43	82,003.45	984,041.43	82,003.45
Receipts	194,335.64	2,821,866.78	235,155.57	2,821,866.78	235,155.57
Inventory Movement - Sales					
0 to 3 Months	982,343.58	12,194,909.30	1,016,242.44	12,194,909.30	1,016,242.44
4 to 6 Months	107,189.18	1,135,824.64	94,652.05	1,135,824.64	94,652.05
7 to 12 Months	61,027.31	840,243.35	70,020.28	840,243.35	70,020.28
Over 12 Months	39,938.19	502,455.34	41,871.28	502,455.34	41,871.28
New Parts No Sales	62,787.13	796,495.05	66,374.59	796,495.05	66,374.59
Non-Productive Parts					
Excess Stock MNS < 12	826,354.13	8,913,074.05	742,756.17	8,913,074.05	742,756.17
Stock MNS > 11	43,043.58	556,555.66	46,379.64	556,555.66	46,379.64
NS Parts Not Sold	63,259.35	1,121,786.81	93,482.23	1,121,786.81	93,482.23
New Obsolescence					
Stock 9 Months	8,551.63	116,187.79	9,682.32	116,187.79	9,682.32
NS Parts 2 Months	32,423.56	395,443.58	32,953.63	395,443.58	32,953.63
Early Phase In					
NS Parts With YRSL > 2	10,679.01	247,584.82	20,632.07	247,584.82	20,632.07
True Turn	5.87		6.32		6.32
Purchase to Stock Ratio					
By Number of Parts	25.40		26.67		26.67
By Piece	77.67		72.61		72.61
By Cost	55.12		55.53		55.53
Sales Closing Ratio					
By Number of Parts	96.44		96.62		96.62
By Piece	99.55		99.59		99.59
By Cost	96.87		97.56		97.56
Demand Filled from Stock Ratio					
By Number of Parts	11.90		15.63		15.63
By Piece	77.58		71.35		71.35
By Cost	50.17		51.99		51.99
NS Parts Sales Efficiency	113.65		102.90		102.90

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	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	34,051	33,476	33,725	34,457	34,440	34,978
Parts Pieces	107,629	110,114	115,257	125,480	103,206	88,031
Parts Cost	1,337,145.35	1,382,603.01	1,373,963.40	1,528,717.77	1,332,642.23	1,215,724.81
Parts With Negative OH	-68,141.12	-90,863.28	-112,408.48	-134,535.56	-35,764.62	-19,568.80
Core/Exchange	5,874.90	5,684.90	6,754.90	7,498.90	6,810.90	7,610.90
Gross Sales	1,306,322.69	1,270,774.44	1,564,344.64	1,735,575.82	1,656,121.70	1,659,415.34
Net Sales	1,073,863.12	1,085,070.02	1,348,780.07	1,395,718.43	1,300,172.92	1,336,471.91
Lost Sales	14,655.16	19,391.95	13,853.36	22,299.36	43,273.95	41,675.02
Outstanding Orders	285,119.08	300,293.47	295,835.03	358,137.10	333,877.54	432,441.74
Total Receipts	1,119,857.08	1,127,456.09	1,419,542.29	1,538,152.66	1,284,936.69	1,301,195.41
Customer Orders	521,945.88	558,547.41	688,320.45	640,956.69	553,430.27	579,905.96
Emergency Purchases	853.73	0.00	9.93	0.00	0.00	0.00
Net Adjustments	-22,568.34	-24,677.03	-35,677.81	-23,161.01	-24,592.14	-25,343.16
Net Appreciation	2,476.02	-268.74	-1,799.20	209.69	22,651.21	550.27
NS Parts						
Number of Parts	19,141	18,833	19,203	19,658	19,940	20,313
Parts Pieces	2,511	2,635	2,722	3,077	3,144	2,991
Parts Cost	147,202.72	176,386.47	156,333.26	178,941.32	162,102.03	154,067.00
Gross Sales	188,546.01	185,620.34	249,121.80	258,071.97	264,476.61	259,027.98
Net Sales	144,316.88	152,370.22	211,602.35	206,383.86	211,347.87	209,250.38
Lost Sales	10,072.51	6,534.93	10,505.87	12,998.33	27,165.48	30,861.53
Outstanding Orders	69,943.83	74,085.08	82,311.21	81,153.20	72,030.13	87,008.66
Receipts	184,509.73	196,071.85	245,009.45	258,910.04	236,220.78	247,463.81
Inventory Movement - Sales						
0 to 3 Months	1,069,952.87	1,077,125.54	1,090,056.56	1,189,090.49	1,051,779.52	948,312.01
4 to 6 Months	89,369.36	112,733.53	94,810.63	111,615.82	85,022.19	84,166.00
7 to 12 Months	69,475.51	82,346.76	75,115.13	76,453.81	76,474.71	76,983.73
Over 12 Months	47,934.19	46,473.58	56,192.77	77,740.97	48,071.00	41,900.65
New Parts No Sales	60,413.42	63,923.60	57,788.31	73,816.68	71,294.81	64,362.42
Non-Productive Parts						
Excess Stock MMS < 12	751,960.69	771,599.58	764,929.41	875,132.77	716,952.92	682,767.08
Stock MMS > 11	50,832.21	53,869.01	61,846.04	82,025.71	50,777.85	43,170.48
NS Parts Not Sold	92,794.24	113,929.40	97,207.91	111,630.48	104,216.91	100,018.66
New Obsolescence						
Stock 9 Months	7,750.96	6,946.11	12,027.97	12,100.65	9,816.20	11,157.20
NS Parts 2 Months	39,868.05	30,848.83	29,042.81	28,410.40	39,963.72	29,972.19
Early Phase In						
NS Parts With YRSL > 2	23,459.09	42,142.30	22,466.73	17,440.22	23,948.04	18,947.30
True Turn	4.95	4.57	5.77	5.92	6.72	7.47
Purchase to Stock Ratio						
By Number of Parts	27.60	25.09	27.26	28.45	28.52	28.85
By Piece	68.84	67.77	69.24	72.42	71.29	71.54
By Cost	53.31	50.45	51.51	58.32	56.92	55.43
Sales Closing Ratio	98.11	98.45	98.52	97.61	95.05	95.26
By Number of Parts	99.75	99.81	99.84	99.71	99.35	99.41
By Piece	98.65	98.24	98.98	98.42	96.77	96.97
Demand Filled from Stock Ratio	16.00	18.17	18.05	16.79	16.88	19.53
By Piece	66.60	69.64	70.36	71.93	65.39	73.78
By Cost	50.62	47.67	48.46	53.22	55.58	54.89
NS Parts Sales Efficiency	102.18	94.66	101.67	99.67	111.96	104.67

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	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2020
Number of Parts	35,629	35,860	36,122	36,241	36,548	33,977
Parts Pieces	73,932	84,136	77,453	79,453	79,184	97,824
Parts Cost	1,189,215.68	1,239,236.76	1,188,006.72	1,215,106.56	1,214,190.00	1,327,310.65
Parts With Negative OH	-22,765.33	-32,549.18	-20,045.64	-39,665.77	-3,876.70	-47,078.07
Core/Exchange	14,880.00	14,400.00	13,917.80	12,770.00	16,360.00	4,439.90
Gross Sales	1,709,755.39	1,707,063.46	1,653,366.90	1,707,395.15	1,486,937.14	1,431,459.83
Net Sales	1,415,967.85	1,301,157.29	1,281,924.08	1,385,893.26	1,185,570.61	1,206,915.13
Lost Sales	40,976.03	45,772.74	40,068.25	26,790.69	35,343.13	12,216.28
Outstanding Orders	429,793.47	472,845.47	519,908.72	539,766.21	618,307.13	296,740.29
Total Receipts	1,458,947.68	1,490,316.13	1,307,313.57	1,474,869.78	1,270,897.40	1,430,331.32
Customer Orders	623,393.95	659,177.47	584,479.17	587,009.17	573,475.83	604,630.81
Emergency Purchases	13.66	0.00	0.00	446.88	24.88	2,456.71
Net Adjustments	-37,343.86	-139,947.46	-43,420.41	-58,495.08	-45,075.37	-100,552.05
Net Appreciation	4,222.49	1,202.03	-2,342.94	3,859.35	1,552.75	-300.69
NS Parts						
Number of Parts	20,550	20,603	20,590	20,565	20,500	19,097
Parts Pieces	3,259	3,684	3,681	2,676	2,734	2,521
Parts Cost	174,142.90	159,679.75	157,827.35	136,484.65	134,434.53	138,222.78
Gross Sales	268,224.73	287,678.62	276,993.58	246,666.06	198,689.93	242,304.38
Net Sales	219,108.87	222,868.89	226,471.62	200,174.15	170,706.36	200,482.20
Lost Sales	29,077.07	25,866.78	21,632.90	17,308.99	18,628.20	8,740.75
Outstanding Orders	88,077.61	84,844.12	89,360.28	78,028.67	88,368.09	71,181.56
Receipts	296,453.57	261,913.96	265,308.30	235,450.60	200,219.05	235,873.12
Inventory Movement - Sales						
0 to 3 Months	932,078.15	997,698.28	936,651.53	966,226.40	953,594.37	1,061,687.24
4 to 6 Months	83,117.65	83,973.26	90,167.33	93,034.56	100,625.13	89,357.25
7 to 12 Months	68,751.74	68,710.00	63,304.51	59,782.25	61,817.89	66,974.06
Over 12 Months	25,998.86	23,416.44	28,076.38	29,744.91	36,967.40	54,313.11
New Parts No Sales	79,269.28	65,528.78	69,806.97	66,318.44	61,185.21	54,978.99
Non-Productive Parts						
Excess Stock MNS < 12	657,741.51	705,032.77	677,790.29	728,689.13	754,123.77	738,623.73
Stock MNS > 11	30,249.69	27,872.55	32,944.82	37,496.44	42,427.28	58,689.95
NS Parts Not Sold	88,862.70	91,343.88	94,170.80	87,161.82	77,190.66	76,698.03
New Obsolescence						
Stock 9 Months	17,058.44	7,244.07	8,646.48	5,416.55	9,471.53	10,655.50
NS Parts 2 Months	33,727.46	33,575.66	37,281.45	32,678.48	27,650.97	19,485.78
Early Phase In						
NS Parts With YRSL > 2	26,452.45	19,091.95	18,199.74	12,745.47	12,012.52	22,981.44
True Turn	8.00	6.22	7.04	7.89	6.05	5.42
Purchase to Stock Ratio						
By Number of Parts	32.69	24.75	21.81	22.79	25.91	32.49
By Piece	69.25	75.60	77.56	75.33	71.64	83.26
By Cost	57.27	55.76	55.29	60.16	54.87	57.55
Sales Closing Ratio						
By Number of Parts	94.58	95.19	96.44	97.28	97.31	98.81
By Piece	99.39	99.43	99.52	99.72	99.62	99.83
By Cost	97.18	96.60	96.96	98.10	97.10	98.99
Demand Filled from Stock Ratio						
By Number of Parts	18.50	13.61	10.91	9.66	17.16	23.07
By Piece	74.01	64.22	75.79	73.63	71.25	74.50
By Cost	54.39	47.66	52.75	56.51	50.13	49.20
NS Parts Sales Efficiency	90.47	109.83	104.40	104.76	99.23	102.72

Sort Source: 225

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	DECEMBER 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	160	1,922	160	1,922	160
Parts Pieces	3	192	16	192	16
Parts Cost	16.00	2,616.00	218.00	2,616.00	218.00
Parts With Negative OH	0.00	-28.00	-2.33	-28.00	-2.33
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	3.00	723.00	60.25	723.00	60.25
Net Sales	3.00	650.00	54.17	650.00	54.17
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	0.00	0.00	0.00	0.00	0.00
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	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
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	13.00	286.00	23.83	286.00	23.83
4 to 6 Months	0.00	155.00	12.92	155.00	12.92
7 to 12 Months	0.00	116.00	9.67	116.00	9.67
Over 12 Months	3.00	2,059.00	171.58	2,059.00	171.58
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MMS < 12	0.00	75.00	6.25	75.00	6.25
Stock MMS > 11	3.00	2,077.00	173.08	2,077.00	173.08
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	3.00	0.25	3.00	0.25
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	2.25		2.98		2.98
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	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		0.00





Grand Total

	DECEMBER 2021	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	36,554	423,843	35,320	423,843	35,320
Parts Pieces	82,762	1,133,735	94,478	1,133,735	94,478
Parts Cost	1,253,301.39	15,472,543.68	1,289,378.64	15,472,543.68	1,289,378.64
Parts With Negative OH	-3,712.89	-583,925.37	-48,660.45	-583,925.37	-48,660.45
Core/Exchange	15,800.01	128,363.21	10,696.93	128,363.21	10,696.93
Gross Sales	1,566,694.72	19,024,487.39	1,585,373.95	19,024,487.39	1,585,373.95
Net Sales	1,182,826.14	15,294,062.70	1,274,505.23	15,294,062.70	1,274,505.23
Lost Sales	38,186.36	382,285.00	31,857.17	382,285.00	31,857.17
Outstanding Orders	674,588.81	5,260,913.76	438,409.48	5,260,913.76	438,409.48
Total Receipts	1,270,717.94	16,064,202.72	1,338,683.56	16,064,202.72	1,338,683.56
Customer Orders	570,201.69	7,140,843.94	595,070.33	7,140,843.94	595,070.33
Emergency Purchases	0.00	1,349.08	112.42	1,349.08	112.42
Net Adjustments	-17,341.42	-497,643.09	-41,470.26	-497,643.09	-41,470.26
Net Appreciation	2,525.39	34,838.32	2,903.19	34,838.32	2,903.19
NS Parts					
Number of Parts	20,256	240,152	20,013	240,152	20,013
Parts Pieces	3,319	36,433	3,036	36,433	3,036
Parts Cost	127,738.89	1,865,340.87	155,445.07	1,865,340.87	155,445.07
Gross Sales	220,864.75	2,903,982.38	241,998.53	2,903,982.38	241,998.53
Net Sales	150,536.04	2,325,137.49	193,761.46	2,325,137.49	193,761.46
Lost Sales	23,791.88	234,444.47	19,537.04	234,444.47	19,537.04
Outstanding Orders	88,830.55	984,041.43	82,003.45	984,041.43	82,003.45
Receipts	194,335.64	2,821,866.78	235,155.57	2,821,866.78	235,155.57
Inventory Movement - Sales					
0 to 3 Months	982,356.58	12,195,195.30	1,016,266.28	12,195,195.30	1,016,266.28
4 to 6 Months	107,189.18	1,135,979.64	94,664.97	1,135,979.64	94,664.97
7 to 12 Months	61,027.31	840,359.35	70,029.95	840,359.35	70,029.95
Over 12 Months	39,941.19	504,514.34	42,042.86	504,514.34	42,042.86
New Parts No Sales	62,787.13	796,495.05	66,374.59	796,495.05	66,374.59
Non-Productive Parts					
Excess Stock MNS < 12	826,354.13	8,913,149.05	742,762.42	8,913,149.05	742,762.42
Stock MNS > 11	43,046.58	558,632.66	46,552.72	558,632.66	46,552.72
NS Parts Not Sold	63,259.35	1,121,786.81	93,482.23	1,121,786.81	93,482.23
New Obsolescence					
Stock 9 Months	8,551.63	116,190.79	9,682.57	116,190.79	9,682.57
NS Parts 2 Months	32,423.56	395,443.58	32,953.63	395,443.58	32,953.63
Early Phase In					
NS Parts With YRSL > 2	10,679.01	247,584.82	20,632.07	247,584.82	20,632.07
True Turn	5.87		6.32		6.32
Purchase to Stock Ratio					
By Number of Parts	25.40		26.67		26.67
By Piece	77.67		72.61		72.61
By Cost	55.12		55.53		55.53
Sales Closing Ratio					
By Number of Parts	96.44		96.62		96.62
By Piece	99.55		99.59		99.59
By Cost	96.87		97.56		97.56
Demand Filled from Stock Ratio					
By Number of Parts	11.92		15.68		15.68
By Piece	77.58		71.35		71.35
By Cost	50.17		52.00		52.00
NS Parts Sales Efficiency	113.65		102.90		102.90

Grand Total

	JANUARY 2021	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	34,212	33,637	33,885	34,617	34,600	35,138
Parts Pieces	1,077,665	1,110,144	1,115,285	1,225,504	1,033,222	88,045
Parts Cost	1,337,687.35	1,383,050.01	1,374,389.40	1,529,062.77	1,332,864.23	1,215,908.81
Parts With Negative OH	-68,141.12	-90,863.28	-112,408.48	-134,533.56	-35,764.62	-19,568.80
Core/Exchange	5,874.90	5,684.90	6,754.90	7,498.90	6,810.90	7,610.90
Gross Sales	1,306,446.69	1,270,869.44	1,564,365.64	1,735,656.82	1,656,255.70	1,659,453.34
Net Sales	1,073,987.12	1,085,165.02	1,348,801.07	1,395,799.43	1,300,295.92	1,336,509.91
Lost Sales	14,655.16	19,391.95	13,853.36	22,299.36	43,273.95	41,675.02
Outstanding Orders	285,119.08	300,293.47	295,835.03	358,137.10	333,877.54	432,441.74
Total Receipts	1,119,857.08	1,127,456.09	1,419,542.29	1,538,152.66	1,284,936.69	1,301,195.41
Customer Orders	521,945.88	558,547.41	688,320.45	640,956.69	553,430.27	579,905.96
Emergency Purchases	853.73	0.00	9.93	0.00	0.00	0.00
Net Adjustments	-22,568.34	-24,677.03	-35,677.81	-23,161.01	-24,592.14	-25,343.16
Net Appreciation	2,476.02	-268.74	-1,799.20	209.69	22,651.21	550.27
NS Parts						
Number of Parts	19,141	18,833	19,203	19,658	19,940	20,313
Parts Pieces	2,511	2,635	2,722	3,077	3,144	2,991
Parts Cost	147,202.72	176,386.47	156,333.26	178,941.32	162,102.03	154,067.00
Gross Sales	188,546.01	185,620.34	249,121.80	258,071.97	264,476.61	259,027.98
Net Sales	144,316.88	152,370.22	180,602.35	206,383.86	211,347.87	209,250.38
Lost Sales	10,072.51	6,534.93	12,507.51	12,998.33	27,165.48	30,861.53
Outstanding Orders	69,943.83	74,085.08	82,311.21	81,153.20	72,030.13	87,008.66
Receipts	184,509.73	196,071.85	245,009.45	258,910.04	236,220.78	247,463.81
Inventory Movement - Sales						
0 to 3 Months	1,070,010.87	1,077,212.54	1,090,132.56	1,189,122.49	1,051,779.52	948,312.01
4 to 6 Months	89,414.36	112,775.53	94,852.63	111,617.82	85,030.19	84,174.00
7 to 12 Months	69,490.51	82,355.76	75,118.13	76,498.81	76,498.71	76,986.73
Over 12 Months	48,358.19	46,782.58	56,497.77	78,006.97	48,263.00	42,073.65
New Parts No Sales	60,413.42	63,923.60	57,788.31	73,816.68	71,294.81	64,362.42
Non-Productive Parts						
Excess Stock MNS < 12	751,987.69	771,623.58	764,953.41	875,132.77	716,952.92	682,767.08
Stock MNS > 11	51,265.21	54,184.01	62,151.04	82,291.71	50,969.85	43,343.48
NS Parts Not Sold	92,794.24	113,929.40	97,207.91	111,630.48	104,216.91	100,018.66
New Obsolescence						
Stock 9 Months	7,750.96	6,946.11	12,027.97	12,103.65	9,816.20	11,157.20
NS Parts 2 Months	39,868.05	30,848.83	29,042.81	28,410.40	39,963.72	29,972.19
Early Phase In						
NS Parts With YRSL > 2	23,459.09	42,142.30	22,466.73	17,440.22	23,948.04	18,947.30
True Turn	4.94	4.57	5.77	5.92	6.72	7.47
Purchase to Stock Ratio	27.60	25.09	27.26	28.45	28.52	28.85
By Number of Parts	68.84	67.77	69.24	72.42	71.29	71.54
By Piece	53.31	50.45	51.51	58.32	56.92	55.43
Sales Closing Ratio	98.12	98.45	98.52	97.61	95.05	95.26
By Number of Parts	99.75	99.81	99.84	99.71	99.35	99.41
By Piece	98.65	98.24	98.98	98.42	96.77	96.97
Demand Filled from Stock Ratio	16.12	18.27	18.08	16.85	16.97	19.56
By Number of Parts	66.60	69.64	70.36	71.93	65.40	73.78
By Piece	50.63	47.67	48.45	53.22	55.58	54.89
By Cost	102.18	94.66	101.67	99.67	111.96	104.67
NS Parts Sales Efficiency						

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Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2020
Number of Parts	35,789	36,020	36,282	36,401	36,708	34,138
Parts pieces	73,944	84,147	77,462	86,367	79,188	97,867
Parts Cost	1,189,369.68	1,239,461.76	1,188,104.72	1,215,134.56	1,214,209.00	1,327,976.65
Parts With Negative OH	-22,765.33	-32,549.18	-20,045.64	-39,693.77	-3,876.70	-47,078.07
Core/Exchange	14,880.00	14,400.00	13,917.80	12,770.00	16,360.00	4,439.90
Gross Sales	1,709,793.39	1,707,082.46	1,653,403.90	1,707,493.15	1,486,972.14	1,431,646.83
Net Sales	1,415,997.83	1,301,176.29	1,281,961.08	1,385,991.26	1,185,551.61	1,207,102.18
Lost Sales	40,976.03	45,772.74	40,068.25	26,790.69	35,343.13	12,216.28
Outstanding Orders	429,793.47	472,845.47	519,908.72	539,766.21	618,307.12	296,740.29
Total Receipts	1,458,947.68	1,490,316.13	1,307,313.57	1,474,869.78	1,270,897.40	1,430,331.32
Customer Orders	623,393.95	659,177.47	584,479.17	587,009.17	573,475.83	604,630.81
Emergency Purchases	13.66	0.00	0.00	446.88	24.88	2,456.71
Net Adjustments	-37,343.86	-139,947.46	-43,420.41	-58,495.08	-45,075.37	-100,552.05
Net Appreciation	4,222.49	1,202.03	-2,342.94	3,859.35	1,552.75	-300.69
NS Parts						
Number of Parts	20,550	20,603	20,590	20,565	20,500	19,097
Parts pieces	3,259	3,684	3,681	2,676	2,734	2,521
Parts Cost	174,142.90	159,679.75	157,827.35	136,484.65	134,434.53	138,292.78
Gross Sales	268,224.73	287,678.62	276,993.58	246,666.06	198,689.93	242,304.38
Net Sales	219,108.87	222,868.89	226,471.62	200,174.15	170,706.36	200,482.20
Lost Sales	29,077.07	25,866.78	21,632.90	17,308.99	18,628.20	8,740.75
Outstanding Orders	88,077.61	84,844.12	89,360.28	78,028.67	88,368.09	71,181.56
Receipts	296,453.57	261,913.96	265,308.30	235,450.60	200,219.05	235,873.12
Inventory Movement - Sales						
0 to 3 Months	932,078.15	997,698.28	936,651.53	966,236.40	953,604.37	1,061,741.24
4 to 6 Months	83,125.65	83,973.26	90,167.33	93,034.56	100,625.13	89,360.25
7 to 12 Months	68,754.74	68,754.74	63,312.51	59,782.25	61,817.89	66,989.06
Over 12 Months	26,141.86	23,543.44	28,166.38	29,762.91	36,976.40	54,907.11
New Parts No Sales	79,269.28	65,528.78	69,806.97	66,318.44	61,185.21	54,978.99
Non-Productive Parts						
Excess Stock MNS < 12	657,741.51	705,032.77	677,790.29	728,689.13	754,123.77	738,626.73
Stock MNS > 11	30,395.69	27,999.55	33,034.82	37,514.44	42,436.28	59,283.95
NS Parts Not Sold	88,862.70	91,343.88	94,170.80	87,161.82	77,190.66	76,698.03
New Obsolescence						
Stock 9 Months	17,058.44	7,244.07	8,646.48	5,416.55	9,471.53	10,655.50
NS Parts 2 Months	33,727.46	33,575.66	37,281.45	32,678.48	27,650.97	19,485.78
Early Phase In						
NS Parts With YRSL > 2	26,452.45	19,091.95	18,199.74	12,745.47	12,012.52	22,981.44
True Turn	8.00	6.22	7.04	7.89	6.05	5.42
Purchase to Stock Ratio						
By Number of Parts	32.69	24.75	21.81	22.79	25.91	32.49
By Piece	69.25	75.60	77.56	75.33	71.64	83.26
By Cost	57.27	55.76	55.29	60.16	54.87	57.55
Sales Closing Ratio						
By Number of Parts	94.58	95.19	96.44	97.28	97.31	98.81
By Piece	99.39	99.43	99.52	99.72	99.72	99.83
By Cost	97.18	96.60	96.96	98.10	97.10	98.99
Demand Filled from Stock Ratio						
By Number of Parts	18.52	13.62	10.94	9.73	17.16	23.20
By Piece	74.01	64.22	75.79	73.63	71.25	74.50
By Cost	54.39	47.66	52.75	56.52	50.13	49.20
NS Parts Sales Efficiency	90.47	109.83	104.40	104.76	99.23	102.72