

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	8,702		15,679		375,886.94	
Active Parts	2,146	24.66	10,432	66.53	253,596.20	67.46
NS Parts	5,401	62.06	806	5.14	55,898.51	14.87
MO Parts	445	5.11	3,841	24.49	40,064.20	10.65
AP Parts	571	6.56	349	2.22	8,536.50	2.27
DP Parts	117	1.34	202	1.28	16,422.84	4.36
SP Parts	16	0.18	49	0.31	1,368.69	0.36
DEL Parts	6	0.06				
Parts With No Cost	195	2.24	115	0.73		
Parts With Negative On-Hand	4	0.04	4		-1,972.05	
Core/Exchange	65	0.74	118	0.75	8,940.00	
Memos On File	2,051					
Parts Added	459	5.27	194	1.23	11,364.58	3.02
Active Parts	61	13.28	73	37.62	3,567.03	31.38
NS Parts	390	84.96	85	43.81	7,261.70	63.89
MO Parts	7	1.52	35	18.04	499.25	4.39
AP Parts						
DP Parts	1	0.21	1	0.51	36.60	0.32
SP Parts						
Parts & Memos Deleted	441					
Inventory Movement - Sales						
0 to 3 Months	2,276	26.15	12,729	81.18	224,916.03	59.83
4 to 6 Months	967	11.11	880	5.61	50,520.67	13.44
7 to 12 Months	1,821	20.92	1,228	7.83	47,705.30	12.69
Over 12 Months	1,073	12.33	239	1.52	7,005.45	1.86
New Parts No Sales	2,565	29.47	603	3.84	45,739.49	12.16
Inventory Movement - Receipts						
0 to 3 Months	2,305	26.48	10,997	70.13	249,015.12	66.24
4 to 6 Months	1,157	13.29	2,404	15.33	53,547.49	14.24
7 to 12 Months	1,904	21.88	1,229	7.83	44,344.66	11.79
Over 12 Months	1,144	13.14	944	6.02	25,465.52	6.77
New Parts No Receipts	2,192	25.18	105	0.66	3,514.15	0.93
Outstanding Orders	459	5.27	1,779		153,736.52	
Stockorders	205	44.66	655	36.81	33,120.54	21.54
Supplemental Orders						
Customer Orders	273	59.47	1,123	63.12	120,217.98	78.19
Backorders	1	0.21	1	0.05	398.00	0.25
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders	1	0.21	1	0.05	398.00	0.25
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,033	11.87	6,847		226,931.24		3,346
Regular	953	92.25	6,727	98.24	214,420.72	94.48	3,248
No History	90	8.71	120	1.75	12,510.52	5.51	98
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	111	1.27	138		10,052.91		116
Return Sales	158	1.81	391		21,593.96		227
Regular	155	98.10	384	98.20	20,466.66	94.77	221
No History	6	3.79	7	1.79	1,127.30	5.22	6
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	757	8.69	7,310		228,631.96		1,128
Stockorders	332	43.85	1,903	26.03	60,024.34	26.25	476
Supplemental Orders							
Customer Orders	372	49.14	830	11.35	100,705.00	44.04	403
Emergency Purchases	17	2.24	105	1.43	12,286.06	5.37	94
Other Receipts	124	16.38	4,472	61.17	55,616.56	24.32	155
Overages							
Net Adjustments	29	0.33	99		-3,745.66		30
Plus	12	41.37	59	59.59	1,203.40		14
Minus	17	58.62	40	40.40	-4,949.06		16
Factory Returns	59	0.67	159		-14,650.41		61
Net Appreciation	56	0.64	812	5.17	2,976.61		379
Positive	54	96.42	810	99.75	3,053.61		346
Negative	2	3.57	2	0.24	-77.00		33
Parts Updated With Cost	13	0.14					13
Parts With Comments	217						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			142		12,774.23		126
Lost Sales							
Return Sales			11		645.72		11

Grand Total

	FEBRUARY 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	8,702	17,449	8,725	103,921	8,660
Parts Pieces	15,679	30,632	15,316	175,953	14,663
Parts Cost	375,886.94	740,970.28	370,485.14	3,979,788.48	331,649.04
Parts With Negative OH	-1,972.05	-2,699.90	-1,349.95	-10,792.67	-899.39
Core/Exchange	8,940.00	17,620.00	8,810.00	107,040.00	8,920.00
Gross Sales	226,931.24	460,324.64	230,162.32	2,591,402.28	215,950.19
Net Sales	205,337.28	402,488.84	201,244.42	2,360,717.51	196,726.46
Lost Sales	10,052.91	19,021.01	9,510.51	114,067.07	9,505.59
Outstanding Orders	153,736.52	305,377.27	152,688.64	1,365,559.49	113,796.62
Total Receipts	228,631.96	418,006.40	209,003.20	2,471,230.91	205,935.91
Customer Orders	100,705.00	197,401.45	98,700.73	1,204,251.28	100,354.27
Emergency Purchases	12,286.06	13,289.12	6,644.56	23,778.76	1,981.56
Net Adjustments	-3,745.66	37.93	18.97	-62.11	-5.18
Net Appreciation	2,976.61	5,006.83	2,503.42	29,400.77	2,450.06
NS Parts					
Number of Parts	5,401	10,886	5,443	65,834	5,486
Parts Pieces	806	1,664	832	8,556	713
Parts Cost	55,898.51	115,226.68	57,613.34	529,323.02	44,110.25
Gross Sales	81,306.97	174,079.49	87,039.75	989,447.54	82,453.96
Net Sales	73,617.50	144,256.81	72,128.41	909,776.71	75,814.73
Lost Sales	5,860.75	10,843.70	5,421.85	75,665.90	6,305.49
Outstanding Orders	54,863.98	117,372.83	58,686.42	509,823.75	42,485.31
Receipts	82,876.55	152,096.80	76,048.40	946,928.81	78,910.73
Inventory Movement - Sales					
0 to 3 Months	224,916.03	437,625.48	218,812.74	2,539,264.43	211,605.37
4 to 6 Months	50,520.67	107,021.50	53,510.75	499,269.37	41,605.78
7 to 12 Months	47,705.30	87,976.81	43,988.41	417,373.76	34,781.15
Over 12 Months	7,005.45	14,242.35	7,121.18	47,523.01	3,960.25
New Parts No Sales	45,739.49	94,104.14	47,052.07	476,357.91	39,696.49
Non-Productive Parts					
Excess Stock MNS < 12	141,819.41	264,875.57	132,437.79	1,275,913.47	106,326.12
Stock MNS > 11	9,379.50	23,301.17	11,650.59	73,221.46	6,101.79
NS Parts Not Sold	37,611.06	77,539.73	38,769.87	334,776.53	27,898.04
New Obsolescence					
Stock 9 Months	6,448.64	17,076.34	8,538.17	87,281.30	7,273.44
NS Parts 2 Months	8,940.80	25,466.67	12,733.34	76,453.09	6,371.09
Early Phase In					
NS Parts With YRSL > 2	2,560.65	6,564.52	3,282.26	28,695.58	2,391.30
True Turn	2.95		3.11		3.42
Purchase to Stock Ratio					
By Number of Parts	48.61		44.04		44.06
By Piece	87.20		82.64		83.24
By Cost	50.57		49.59		50.30
Sales Closing Ratio					
By Number of Parts	88.74		89.67		91.02
By Piece	97.90		98.15		98.37
By Cost	95.33		95.48		95.39
Demand Filled from Stock Ratio					
By Number of Parts	49.29		46.42		45.19
By Piece	83.72		80.15		80.96
By Cost	42.87		45.50		45.76
NS Parts Sales Efficiency	98.10		114.45		104.49

Grand Total

	JANUARY 2022	FEBRUARY 2021	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	8,747	8,263	8,374	8,526	8,538	8,708
Parts Pieces	14,953	13,923	13,773	14,109	15,511	15,445
Parts Cost	365,083.34	286,841.04	295,907.75	294,053.02	301,147.11	312,604.62
Parts With Negative OH	-727.85	-804.29	-1,069.50	-1,487.69	-765.99	-828.15
Core/Exchange	8,680.00	6,300.00	8,625.00	9,600.00	8,980.00	6,125.00
Gross Sales	233,393.40	184,276.71	244,375.02	229,129.28	218,456.68	214,770.83
Net Sales	197,151.56	168,066.33	221,420.95	207,229.32	207,501.75	195,226.89
Lost Sales	8,968.10	7,590.90	7,796.80	5,211.90	8,714.42	2,292.35
Outstanding Orders	151,640.75	67,604.23	74,579.08	92,156.32	118,614.29	106,850.69
Total Receipts	189,374.44	188,932.00	233,404.54	208,931.85	210,600.04	209,109.14
Customer Orders	96,696.45	100,336.13	122,740.19	103,011.13	99,733.37	109,888.12
Emergency Purchases	1,003.06	1,948.70	656.52	338.69	1,832.81	522.97
Net Adjustments	3,783.59	450.88	527.78	-166.30	-748.15	-66.81
Net Appreciation	2,030.22	13,652.15	4,872.34	2,984.48	1,142.43	676.72
NS Parts						
Number of Parts	5,485	5,237	5,338	5,411	5,533	5,562
Parts Pieces	858	646	610	591	573	616
Parts Cost	59,328.17	50,549.54	40,881.85	44,482.92	34,368.63	36,472.06
Gross Sales	92,772.52	80,172.10	102,606.80	98,792.48	91,925.08	81,249.50
Net Sales	70,639.31	72,745.11	95,550.51	94,235.59	89,132.31	75,340.75
Lost Sales	4,982.95	6,412.90	6,336.65	2,811.65	5,540.00	1,494.90
Outstanding Orders	62,508.85	35,708.09	30,686.89	34,786.88	38,085.38	43,375.50
Receipts	69,220.25	90,416.29	96,493.60	96,925.30	77,116.78	79,250.25
Inventory Movement - Sales						
0 to 3 Months	212,709.45	181,507.82	196,508.62	188,637.28	202,017.65	209,265.12
4 to 6 Months	56,500.83	29,743.20	33,987.68	37,816.69	32,169.32	33,587.57
7 to 12 Months	40,271.51	24,551.57	21,934.59	26,689.53	29,652.24	29,910.09
Over 12 Months	7,236.90	7,299.17	5,128.69	3,004.37	2,976.05	2,939.95
New Parts No Sales	48,364.65	43,739.28	38,348.17	37,905.15	34,331.85	36,901.89
Non-Productive Parts						
Excess Stock MNS < 12	123,056.16	81,825.39	85,403.52	74,049.27	100,890.39	100,774.94
Stock MNS > 11	13,921.67	8,582.42	6,355.58	3,578.98	4,215.80	5,561.85
NS Parts Not Sold	39,928.67	26,386.22	26,085.25	27,770.79	25,872.39	24,832.16
New Obsolescence						
Stock 9 Months	10,627.70	2,849.18	7,055.89	7,073.80	3,331.35	5,439.83
NS Parts 2 Months	16,525.87	6,074.21	5,193.35	7,469.35	2,528.00	4,871.30
Early Phase In						
NS Parts With YRSL > 2	4,003.87	4,402.54	3,605.61	1,926.20	1,760.40	1,013.97
True Turn	3.27	2.75	3.98	4.24	4.22	3.26
Purchase to Stock Ratio						
By Number of Parts	39.47	44.02	39.80	39.18	42.74	45.11
By Piece	77.80	86.20	86.84	82.37	75.22	81.60
By Cost	48.40	45.86	47.13	50.53	51.77	47.19
Sales Closing Ratio						
By Number of Parts	90.61	91.53	91.45	94.55	92.49	96.92
By Piece	98.39	98.38	98.66	98.87	98.53	99.33
By Cost	95.64	95.67	96.59	97.54	95.96	98.83
Demand Filled from Stock Ratio						
By Number of Parts	43.50	43.32	42.02	40.08	45.49	48.41
By Piece	76.83	84.07	85.69	80.23	68.70	81.05
By Cost	48.24	37.44	42.76	48.89	48.99	42.94
NS Parts Sales Efficiency	134.02	88.66	106.33	101.92	119.20	102.52

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	8,681	8,857	8,735	8,672	8,682	8,699
Parts Pieces	14,764	13,775	14,031	14,480	14,510	14,923
Parts Cost	322,989.07	321,827.05	328,966.94	348,576.18	344,018.47	368,727.99
Parts With Negative OH	-1,065.80	-245.50	-337.84	-165.65	-948.75	-1,177.90
Core/Exchange	7,640.00	8,600.00	10,155.00	9,480.00	8,640.00	11,575.00
Gross Sales	199,310.11	190,836.58	203,539.95	199,599.72	206,034.05	225,025.42
Net Sales	179,613.79	175,984.52	193,179.08	180,095.54	187,687.05	210,289.78
Lost Sales	12,630.70	19,131.90	11,526.80	7,702.05	7,124.10	12,915.04
Outstanding Orders	108,371.14	108,127.60	102,029.42	114,061.24	113,552.10	121,840.34
Total Receipts	189,925.75	184,890.48	201,811.45	195,431.51	185,664.92	233,454.83
Customer Orders	93,948.38	79,106.39	100,765.46	86,586.66	95,237.37	115,832.76
Emergency Purchases	1,585.81	516.46	114.31	303.84	258.39	4,359.84
Net Adjustments	-591.30	1,548.82	-70.73	114.30	290.16	-937.81
Net Appreciation	1,344.18	1,416.68	405.74	8,409.27	1,180.78	1,961.32
NS Parts						
Number of Parts	5,486	5,659	5,538	5,505	5,432	5,484
Parts Pieces	635	744	712	770	814	827
Parts Cost	36,216.58	38,356.36	40,838.03	41,909.21	40,192.61	60,378.09
Gross Sales	78,910.78	57,990.96	77,780.32	65,114.29	75,788.68	85,209.16
Net Sales	70,698.28	55,059.69	75,966.17	59,875.59	69,674.03	79,986.98
Lost Sales	7,840.45	14,348.10	7,319.90	5,621.10	4,003.95	9,505.50
Outstanding Orders	47,948.91	40,967.54	33,864.02	39,852.72	39,020.33	43,862.75
Receipts	70,844.16	57,714.35	82,725.47	62,678.70	69,675.77	101,407.63
Inventory Movement - Sales						
0 to 3 Months	222,790.73	208,180.88	212,487.15	225,047.73	214,376.07	222,327.72
4 to 6 Months	36,244.28	44,245.36	42,846.76	39,010.99	43,469.72	48,869.50
7 to 12 Months	29,980.60	28,919.95	31,352.31	39,459.95	45,115.65	46,382.04
Over 12 Months	2,126.20	2,516.35	2,388.58	1,603.50	2,838.42	7,758.55
New Parts No Sales	31,847.26	37,964.51	39,892.14	43,454.01	38,218.61	43,390.18
Non-Productive Parts						
Excess Stock MNS < 12	101,167.56	101,903.32	104,062.51	116,290.80	112,083.55	114,412.04
Stock MNS > 11	4,044.45	1,549.45	4,261.44	3,992.80	6,347.29	10,012.65
NS Parts Not Sold	24,857.47	25,110.52	22,776.17	25,862.90	26,408.50	27,660.65
New Obsolescence						
Stock 9 Months	6,399.85	6,196.96	7,087.90	10,298.23	6,076.45	11,244.70
NS Parts 2 Months	5,663.42	5,728.05	2,823.45	6,331.90	5,532.00	4,845.60
Early Phase In						
NS Parts With YRSL > 2	3,681.03	1,303.17	2,943.02	1,392.80	1,435.15	3,069.71
True Turn	3.12	3.59	3.37	3.21	3.22	2.93
Purchase to Stock Ratio						
By Number of Parts	43.59	48.53	45.68	47.49	46.22	44.10
By Piece	82.31	88.84	88.14	85.71	80.31	82.76
By Cost	49.69	56.93	50.01	55.53	48.56	48.51
Sales Closing Ratio						
By Number of Parts	88.98	84.45	89.02	92.47	92.43	89.83
By Piece	98.00	97.10	97.76	98.92	98.53	98.30
By Cost	93.42	90.19	94.36	95.89	96.34	94.21
Demand Filled from Stock Ratio						
By Number of Parts	45.54	44.45	44.80	47.41	50.20	42.16
By Piece	82.36	84.51	85.69	83.75	78.88	80.15
By Cost	43.73	49.38	45.08	49.63	47.32	40.36
NS Parts Sales Efficiency	111.38	100.47	94.02	103.88	108.77	84.02