

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	12,164		27,142		383,460.19	
Active Parts	1,453	11.94	23,249	85.65	220,391.53	57.47
NS Parts	9,921	81.56	1,601	5.89	107,442.41	28.01
MO Parts	31	0.25	364	1.34	5,360.57	1.39
AP Parts	737	6.05	1,875	6.90	45,369.24	11.83
DP Parts	22	0.18	53	0.19	4,896.44	1.27
SP Parts						
DEL Parts						
Parts With No Cost	15	0.12	3	0.01		
Parts With Negative On-Hand	76	0.62	114		-15,803.86	
Core/Exchange	18	0.14	19	0.07	5,929.60	
Memos On File	1,119					
Parts Added	415	3.41	87	0.32	4,831.12	1.25
Active Parts	5	1.20	6	6.89	321.37	6.65
NS Parts	408	98.31	65	74.71	4,258.55	88.14
MO Parts						
AP Parts	2	0.48	16	18.39	251.20	5.19
DP Parts						
SP Parts						
Parts & Memos Deleted	349					
Inventory Movement - Sales						
0 to 3 Months	3,161	25.98	23,935	88.18	233,958.29	61.01
4 to 6 Months	1,234	10.14	684	2.52	46,924.59	12.23
7 to 12 Months	1,596	13.12	813	2.99	51,984.86	13.55
Over 12 Months	4,195	34.48	1,510	5.56	37,305.95	9.72
New Parts No Sales	1,978	16.26	200	0.73	13,286.50	3.46
Inventory Movement - Receipts						
0 to 3 Months	3,071	25.24	23,001	84.74	260,635.04	67.96
4 to 6 Months	1,255	10.31	769	2.83	40,575.11	10.58
7 to 12 Months	1,675	13.77	821	3.02	43,756.36	11.41
Over 12 Months	4,207	34.58	2,509	9.24	37,631.24	9.81
New Parts No Receipts	1,956	16.08	42	0.15	862.44	0.22
Outstanding Orders	471	3.87	1,690		170,408.39	
Stockorders	292	61.99	1,096	64.85	93,165.67	54.67
Supplemental Orders						
Customer Orders	72	15.28	116	6.86	31,766.14	18.64
Backorders	149	31.63	478	28.28	45,476.58	26.68
Stockorder Backorders	101	21.44	372	22.01	30,050.00	17.63
Supplemntl Backorders						
Customer Backorders	56	11.88	106	6.27	15,426.58	9.05
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,316	10.81	18,387		564,943.53		3,550
Regular	1,316	100.00	18,387	100.00	564,943.53	100.00	3,550
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	20	0.16	25		6,663.07		21
Return Sales	232	1.90	4,401		306,276.13		306
Regular	232	100.00	4,401	100.00	306,276.13	100.00	306
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,138	9.35	4,157		296,897.09		1,673
Stockorders	896	78.73	2,602	62.59	152,585.31	51.39	1,307
Supplemental Orders							
Customer Orders	197	17.31	590	14.19	87,217.79	29.37	246
Emergency Purchases							
Other Receipts	102	8.96	965	23.21	57,093.99	19.23	120
Overages							
Net Adjustments	27	0.22	47		-1,057.67		39
Plus	10	37.03	16	34.04	1,613.43		16
Minus	17	62.96	31	65.95	-2,671.10		23
Factory Returns	82	0.67	1,136		-18,990.10		84
Net Appreciation	1,515	12.45	3,720	13.70	6,402.65		7,952
Positive	1,453	95.90	3,698	99.40	7,524.91		7,936
Negative	62	4.09	22	0.59	-1,122.26		16
Parts Updated With Cost	29	0.23					29
Parts With Comments	436						
Misc & Sublet Items							
Gross Sales			1		90.00		1
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1		4.00		1
Lost Sales							
Return Sales							

Grand Total

	JULY 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	12,164	83,111	11,873	141,343	11,779
Parts Pieces	27,142	214,937	30,705	370,731	30,894
Parts Cost	383,460.19	2,513,614.77	359,087.82	4,310,187.90	359,182.33
Parts With Negative OH	-15,803.86	-180,624.81	-25,803.54	-241,538.89	-20,128.24
Core/Exchange	5,929.60	54,150.90	7,735.84	103,850.40	8,654.20
Gross Sales	564,943.53	2,516,937.47	359,562.50	3,829,367.00	319,113.92
Net Sales	258,667.40	1,927,610.38	275,372.91	3,035,932.12	252,994.34
Lost Sales	6,663.07	19,907.87	2,843.98	32,458.68	2,704.89
Outstanding Orders	170,408.39	1,068,114.68	152,587.81	1,552,862.33	129,405.19
Total Receipts	296,897.09	2,097,501.56	299,643.08	3,362,137.32	280,178.11
Customer Orders	87,217.79	1,025,646.89	146,520.98	1,776,430.22	148,035.85
Emergency Purchases	0.00	61.26	8.75	61.26	5.11
Net Adjustments	-1,057.67	-10,082.93	-1,440.42	-15,610.65	-1,300.89
Net Appreciation	6,402.65	19,312.00	2,758.86	27,801.00	2,316.75
NS Parts					
Number of Parts	9,921	67,936	9,705	115,244	9,604
Parts Pieces	1,601	11,429	1,633	18,819	1,568
Parts Cost	107,442.41	814,724.64	116,389.23	1,430,278.36	119,189.86
Gross Sales	135,685.92	987,548.01	141,078.29	1,520,437.21	126,703.10
Net Sales	110,031.51	829,992.37	118,570.34	1,278,701.28	106,558.44
Lost Sales	5,143.91	11,362.74	1,623.25	17,723.84	1,476.99
Outstanding Orders	52,045.19	466,011.06	66,573.01	751,334.59	62,611.22
Receipts	123,676.19	902,459.82	128,922.83	1,476,885.28	123,073.77
Inventory Movement - Sales					
0 to 3 Months	233,958.29	1,503,344.54	214,763.51	2,556,629.95	213,052.50
4 to 6 Months	46,924.59	349,946.55	49,992.36	638,768.13	53,230.68
7 to 12 Months	51,984.86	316,442.95	45,206.14	589,224.57	49,102.05
Over 12 Months	37,305.95	236,687.40	33,812.49	335,002.33	27,916.86
New Parts No Sales	13,286.50	107,193.33	15,313.33	190,562.92	15,880.24
Non-Productive Parts					
Excess Stock MNS < 12	177,462.35	888,080.74	126,868.68	1,339,571.85	111,630.99
Stock MNS > 11	19,713.03	86,708.04	12,386.86	126,357.80	10,529.82
NS Parts Not Sold	89,214.61	639,016.69	91,288.10	1,102,294.71	91,857.89
New Obsolescence					
Stock 9 Months	2,117.08	24,494.30	3,499.19	51,070.29	4,255.86
NS Parts 2 Months	11,022.73	93,059.83	13,294.26	167,394.17	13,949.51
Early Phase In					
NS Parts With YRSL > 2	10,532.24	83,370.69	11,910.10	153,477.04	12,789.75
True Turn	5.37		4.31		3.51
Purchase to Stock Ratio					
By Number of Parts	82.68		47.46		45.03
By Piece	85.80		92.22		90.97
By Cost	70.62		51.09		47.16
Sales Closing Ratio					
By Number of Parts	98.18		97.98		97.96
By Piece	99.82		99.81		99.80
By Cost	97.48		98.97		98.94
Demand Filled from Stock Ratio					
By Number of Parts	80.34		45.58		43.00
By Piece	95.61		91.90		91.36
By Cost	64.61		46.31		41.04
NS Parts Sales Efficiency	109.71		109.42		102.94

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	11,638	11,616	11,801	11,842	11,925	12,125
Parts Pieces	27,868	31,632	36,223	34,207	19,741	38,124
Parts Cost	347,073.11	334,985.18	356,496.14	358,788.20	363,229.05	369,582.90
Parts With Negative OH	-32,380.31	-26,735.45	-19,151.16	-26,119.78	-34,610.35	-25,823.90
Core/Exchange	7,558.50	10,747.50	8,254.50	7,626.60	5,595.60	8,438.60
Gross Sales	328,815.50	266,778.51	367,356.09	297,601.28	344,510.49	346,932.07
Net Sales	280,781.28	234,287.80	317,309.36	257,459.21	268,327.53	310,777.80
Lost Sales	2,182.75	758.45	3,280.89	853.58	3,153.46	3,015.67
Outstanding Orders	156,613.38	146,533.26	123,897.21	144,006.75	190,097.46	136,558.23
Total Receipts	259,522.35	266,386.24	365,601.91	272,682.55	290,377.94	346,033.48
Customer Orders	117,854.96	150,924.55	202,942.71	134,356.19	141,954.96	190,395.73
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	61.26
Net Adjustments	-527.86	-3,058.30	-1,625.56	-341.15	-3,671.32	198.93
Net Appreciation	3,292.06	942.42	-1,584.76	10,111.68	-70.60	218.55
NS Parts						
Number of Parts	9,514	9,419	9,618	9,659	9,872	9,933
Parts Pieces	1,634	1,563	1,682	1,601	1,648	1,700
Parts Cost	118,316.67	110,983.91	126,263.34	108,240.13	126,693.30	116,784.88
Gross Sales	149,732.08	109,915.21	164,214.28	119,732.83	147,458.48	160,809.21
Net Sales	121,780.08	95,091.76	141,775.16	108,156.14	111,593.96	141,563.76
Lost Sales	64.15	339.53	2,314.14	234.49	1,438.89	1,827.63
Outstanding Orders	85,392.86	76,570.62	54,824.80	59,054.63	83,673.44	54,449.52
Receipts	101,275.96	108,939.77	177,885.21	101,259.53	141,337.03	148,086.13
Inventory Movement - Sales						
0 to 3 Months	210,124.74	202,614.19	206,130.52	212,543.54	215,723.34	222,249.92
4 to 6 Months	45,597.20	39,715.44	56,863.12	54,338.52	59,365.88	47,141.80
7 to 12 Months	48,278.34	47,651.30	41,257.29	44,191.70	41,092.55	41,986.91
Over 12 Months	29,576.65	30,800.41	28,625.27	32,898.48	32,785.55	44,695.09
New Parts No Sales	13,496.18	14,203.84	23,619.94	14,815.96	14,261.73	13,509.18
Non-Productive Parts						
Excess Stock MNS < 12	115,877.04	114,630.99	111,873.72	128,224.73	112,265.91	127,746.00
Stock MNS > 11	10,716.87	8,748.50	12,030.45	11,095.92	11,266.26	13,137.01
NS Parts Not Sold	100,603.23	97,060.84	91,267.60	89,535.54	80,610.96	90,723.91
New Obsolescence						
Stock 9 Months	3,001.74	4,962.79	4,396.62	4,140.09	1,961.02	3,914.96
NS Parts 2 Months	25,315.23	11,698.98	5,573.73	11,795.99	8,301.39	19,351.78
Early Phase In						
NS Parts With YRSL > 2	12,849.30	9,504.27	12,348.01	13,652.61	12,186.75	12,297.51
True Turn	5.63	2.99	3.85	4.12	4.17	3.91
Purchase to Stock Ratio						
By Number of Parts	47.22	35.71	38.61	39.80	38.90	44.43
By Piece	93.49	94.48	94.33	89.68	56.43	94.68
By Cost	54.58	43.34	44.49	50.72	51.11	44.95
Sales Closing Ratio						
By Number of Parts	98.34	97.73	98.16	98.07	97.91	97.51
By Piece	99.80	99.85	99.84	99.84	99.85	99.64
By Cost	99.22	99.67	98.97	99.66	98.83	99.03
Demand Filled from Stock Ratio						
By Number of Parts	49.17	37.59	33.10	40.87	34.38	41.25
By Piece	91.84	93.32	92.82	91.09	90.64	88.57
By Cost	57.57	35.46	35.67	47.65	46.54	38.34
NS Parts Sales Efficiency	147.84	100.89	92.31	118.24	104.33	108.59

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	11,948	11,869	11,487	11,595	11,618	11,663
Parts Pieces	42,521	39,878	27,838	29,104	35,419	23,555
Parts Cost	405,343.66	374,383.88	347,061.78	345,796.29	368,250.54	361,080.64
Parts With Negative OH	-12,392.83	-9,982.59	-11,880.02	-15,480.46	-10,102.20	-13,468.81
Core/Exchange	9,590.50	9,471.00	9,057.00	9,965.50	9,696.50	11,509.50
Gross Sales	294,777.07	235,657.06	244,378.51	278,711.09	279,688.50	273,994.37
Net Sales	246,494.46	188,890.16	213,405.96	240,599.67	227,682.57	237,743.38
Lost Sales	3,881.48	3,706.03	1,229.92	1,060.41	3,649.76	2,904.69
Outstanding Orders	77,491.97	67,690.65	96,564.42	94,856.74	93,049.07	132,586.77
Total Receipts	260,134.54	235,248.07	214,285.49	257,779.94	284,909.01	272,413.25
Customer Orders	175,217.96	139,480.20	150,611.84	170,453.12	141,408.03	148,830.14
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-3,084.08	-1,620.15	33.17	-381.71	3,284.33	-6,843.36
Net Appreciation	-439.97	627.39	1,897.05	3,756.95	610.37	1,597.24
NS Parts						
Number of Parts	9,352	9,316	9,438	9,545	9,496	9,513
Parts Pieces	1,471	1,364	1,444	1,462	1,527	1,593
Parts Cost	117,362.46	123,473.74	124,984.95	113,462.16	117,193.19	136,439.68
Gross Sales	130,495.59	99,587.47	96,556.87	120,845.41	101,233.01	114,666.44
Net Sales	117,771.53	82,632.10	85,224.53	100,661.16	80,970.60	99,220.52
Lost Sales	1,440.48	939.31	1,111.79	156.60	2,036.72	2,116.68
Outstanding Orders	38,845.29	35,448.24	48,529.04	54,996.24	62,027.72	84,322.29
Receipts	120,481.68	109,704.65	101,923.36	108,811.93	109,086.63	144,898.89
Inventory Movement - Sales						
0 to 3 Months	212,726.92	229,390.26	198,110.85	188,352.34	213,705.29	223,726.67
4 to 6 Months	53,873.06	66,554.95	62,822.07	59,626.40	54,923.88	44,894.28
7 to 12 Months	51,161.51	50,245.04	51,620.71	58,684.88	61,062.19	51,168.80
Over 12 Months	70,972.23	12,691.18	13,608.91	21,171.97	24,446.98	26,395.89
New Parts No Sales	16,609.94	15,502.45	20,899.24	17,960.70	14,112.20	14,895.00
Non-Productive Parts						
Excess Stock MNS < 12	85,873.13	87,167.54	78,933.15	87,171.83	103,600.29	94,618.30
Stock MNS > 11	60,203.99	6,199.49	7,237.77	8,195.90	7,692.73	10,323.87
NS Parts Not Sold	96,183.88	92,965.32	98,534.79	95,782.79	93,354.84	82,640.28
New Obsolescence						
Stock 9 Months	2,379.28	5,829.63	6,512.56	1,905.88	5,442.29	6,885.63
NS Parts 2 Months	17,558.77	16,238.53	21,577.95	13,784.77	10,253.92	12,479.17
Early Phase In						
NS Parts With YRSL > 2	14,884.12	19,393.41	20,321.54	10,252.92	8,312.80	11,825.68
True Turn	2.11	1.58	2.17	2.43	2.81	2.95
Purchase to Stock Ratio						
By Number of Parts	41.36	45.22	34.37	40.17	45.07	42.03
By Piece	94.55	89.40	56.14	90.29	94.24	73.33
By Cost	32.64	40.70	29.71	33.87	50.36	45.36
Sales Closing Ratio						
By Number of Parts	96.97	97.72	97.76	98.46	98.04	97.69
By Piece	99.74	99.79	99.72	99.88	99.88	99.71
By Cost	98.44	98.07	99.42	99.56	98.42	98.79
Demand Filled from Stock Ratio						
By Number of Parts	38.33	40.88	36.00	36.87	43.05	38.94
By Piece	91.37	89.62	90.02	89.38	91.49	91.73
By Cost	28.46	25.65	29.25	29.02	37.29	36.94
NS Parts Sales Efficiency	108.31	90.77	94.73	111.05	92.80	79.13