

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	8,563		7,689		179,776.29	
Active Parts	1,164	13.59	5,812	75.58	105,200.81	58.51
NS Parts	6,888	80.43	1,177	15.30	63,230.49	35.17
MO Parts	3	0.03	1	0.01	17.68	0.00
AP Parts	502	5.86	694	9.02	11,114.67	6.18
DP Parts	5	0.05	5	0.06	212.64	0.11
SP Parts						
DEL Parts	1	0.01				
Parts With No Cost	13	0.15				
Parts With Negative On-Hand	16	0.18	26		-3,961.33	
Core/Exchange	6	0.07	6	0.07	5,050.00	
Memos On File	570					
Parts Added	420	4.90	89	1.15	7,378.66	4.10
Active Parts	4	0.95	14	15.73	326.20	4.42
NS Parts	416	99.04	75	84.26	7,052.46	95.57
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	310					
Inventory Movement - Sales						
0 to 3 Months	2,023	23.62	5,443	70.78	101,873.90	56.66
4 to 6 Months	850	9.92	776	10.09	34,801.22	19.35
7 to 12 Months	1,125	13.13	717	9.32	18,090.89	10.06
Over 12 Months	3,010	35.15	500	6.50	13,359.59	7.43
New Parts No Sales	1,555	18.15	253	3.29	11,650.69	6.48
Inventory Movement - Receipts						
0 to 3 Months	2,113	24.67	5,928	77.09	131,054.87	72.89
4 to 6 Months	838	9.78	584	7.59	26,535.89	14.76
7 to 12 Months	1,066	12.44	312	4.05	12,584.71	7.00
Over 12 Months	3,071	35.86	821	10.67	8,586.60	4.77
New Parts No Receipts	1,475	17.22	44	0.57	1,014.22	0.56
Outstanding Orders	157	1.83	338		49,803.89	
Stockorders	155	98.72	333	98.52	48,833.66	98.05
Supplemental Orders						
Customer Orders						
Backorders	4	2.54	5	1.47	970.23	1.94
Stockorder Backorders	4	2.54	5	1.47	970.23	1.94
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,059	12.36	5,982		181,581.46		3,105
Regular	1,012	95.56	5,907	98.74	171,802.19	94.61	3,049
No History	56	5.28	75	1.25	9,779.27	5.38	56
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	10	0.11	14		332.20		11
Return Sales	200	2.33	1,642		42,613.94		362
Regular	198	99.00	1,637	99.69	42,502.01	99.73	360
No History	2	1.00	5	0.30	111.93	0.26	2
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	855	9.98	5,103		150,783.95		1,249
Stockorders	741	86.66	1,955	38.31	122,272.14	81.09	1,064
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	155	18.12	3,148	61.68	28,511.81	18.90	185
Overages							
Net Adjustments	48	0.56	93		-4,357.25		50
Plus							
Minus	48	100.00	93	100.00	-4,357.25		50
Factory Returns							
Net Appreciation	25	0.29	79	1.02	263.47		69
Positive	25	100.00	79	100.00	263.47		66
Negative							3
Parts Updated With Cost							
Parts With Comments	2						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			155		78,163.11		116
Lost Sales							
Return Sales			6		960.17		6

Grand Total

	AUGUST 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	8,563	65,984	8,248	98,204	8,184
Parts Pieces	7,689	60,104	7,513	94,524	7,877
Parts Cost	179,776.29	1,289,059.41	161,132.43	1,997,448.77	166,454.06
Parts With Negative OH	-3,961.33	-16,202.07	-2,025.26	-28,121.84	-2,343.49
Core/Exchange	5,050.00	30,650.00	3,831.25	44,050.00	3,670.83
Gross Sales	181,581.46	1,380,867.76	172,608.47	1,874,503.87	156,208.66
Net Sales	138,967.52	1,057,807.93	132,225.99	1,470,151.25	122,512.60
Lost Sales	332.20	21,690.62	2,711.33	32,408.04	2,700.67
Outstanding Orders	49,803.89	538,183.73	67,272.97	784,627.61	65,385.63
Total Receipts	150,783.95	1,123,567.03	140,445.88	1,544,446.05	128,703.84
Customer Orders	0.00	3,043.13	380.39	3,043.13	253.59
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-4,357.25	-33,288.77	-4,161.10	-3,822.49	-318.54
Net Appreciation	263.47	2,339.78	292.47	4,842.67	403.56
NS Parts					
Number of Parts	6,888	53,252	6,657	78,748	6,562
Parts Pieces	1,177	9,611	1,201	15,401	1,283
Parts Cost	63,230.49	478,000.83	59,750.10	762,767.23	63,563.94
Gross Sales	96,278.81	649,365.69	81,170.71	893,335.48	74,444.62
Net Sales	73,376.32	540,578.78	67,572.35	758,223.37	63,185.28
Lost Sales	263.19	11,956.88	1,494.61	20,018.00	1,668.17
Outstanding Orders	34,348.80	396,645.10	49,580.64	565,567.56	47,130.63
Receipts	82,535.84	588,535.01	73,566.88	826,339.01	68,861.58
Inventory Movement - Sales					
0 to 3 Months	101,873.90	721,531.12	90,191.39	1,041,124.52	86,760.38
4 to 6 Months	34,801.22	156,431.65	19,553.96	238,423.26	19,868.61
7 to 12 Months	18,090.89	179,564.97	22,445.62	261,539.54	21,794.96
Over 12 Months	13,359.59	122,276.39	15,284.55	283,165.91	23,597.16
New Parts No Sales	11,650.69	109,255.28	13,656.91	173,195.54	14,432.96
Non-Productive Parts					
Excess Stock MNS < 12	54,346.58	373,623.50	46,702.94	554,291.10	46,190.93
Stock MNS > 11	6,070.31	58,947.38	7,368.42	144,090.06	12,007.51
NS Parts Not Sold	38,403.97	314,694.85	39,336.86	525,167.46	43,763.96
New Obsolescence					
Stock 9 Months	1,777.69	20,491.68	2,561.46	28,847.87	2,403.99
NS Parts 2 Months	6,105.16	50,060.54	6,257.57	77,244.92	6,437.08
Early Phase In					
NS Parts With YRSL > 2	14,461.58	93,776.40	11,722.05	134,973.90	11,247.83
True Turn	9.28		9.82		8.81
Purchase to Stock Ratio					
By Number of Parts	100.00		99.92		99.94
By Piece	100.00		99.98		99.98
By Cost	100.00		99.72		99.80
Sales Closing Ratio					
By Number of Parts	98.84		95.13		95.15
By Piece	99.67		97.96		97.91
By Cost	99.76		97.99		97.84
Demand Filled from Stock Ratio					
By Number of Parts	98.84		95.06		95.10
By Piece	99.67		97.94		97.90
By Cost	99.76		97.70		97.64
NS Parts Sales Efficiency	116.65		110.33		108.10

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	8,004	8,120	8,054	8,157	8,286	8,340
Parts Pieces	8,381	7,226	7,452	6,651	7,569	8,166
Parts Cost	167,200.71	135,835.43	147,942.19	142,128.87	162,292.35	182,592.70
Parts With Negative OH	0.00	-145.48	-295.81	-3,798.81	-5,829.37	-1,928.25
Core/Exchange	4,050.00	3,100.00	5,100.00	2,050.00	4,050.00	3,100.00
Gross Sales	166,111.11	120,319.63	210,565.71	202,890.49	159,481.07	167,798.57
Net Sales	137,080.22	106,759.13	156,919.05	123,896.60	134,013.57	116,618.23
Lost Sales	9,471.38	2,199.53	4,813.05	746.75	1,501.34	851.87
Outstanding Orders	52,878.20	67,029.11	31,061.31	37,889.70	128,396.29	130,349.39
Total Receipts	126,046.49	110,897.02	171,035.47	117,967.24	152,720.60	145,439.72
Customer Orders	43.13	3,000.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-2,876.05	-2,295.07	-1,365.66	-2,131.12	-645.79	-5,567.47
Net Appreciation	-594.40	222.80	193.09	89.66	307.45	1,444.71
NS Parts						
Number of Parts	6,367	6,453	6,526	6,624	6,785	6,837
Parts Pieces	1,490	1,274	1,023	1,100	1,177	1,206
Parts Cost	67,142.09	51,215.76	51,853.83	55,246.91	65,567.87	64,838.08
Gross Sales	97,554.76	61,941.47	83,927.03	74,641.46	83,161.70	80,655.65
Net Sales	79,942.24	57,044.91	65,778.54	68,905.02	74,075.33	58,781.01
Lost Sales	5,897.16	1,083.94	2,276.76	373.74	846.88	414.17
Outstanding Orders	28,083.58	45,098.03	18,251.48	19,283.49	111,392.27	110,928.26
Receipts	78,054.24	61,259.55	71,966.59	72,802.61	84,241.68	70,771.47
Inventory Movement - Sales						
0 to 3 Months	68,375.56	69,875.33	83,154.46	79,196.01	101,357.31	113,262.62
4 to 6 Months	20,426.02	19,143.71	15,420.75	12,569.11	13,648.76	17,688.18
7 to 12 Months	24,455.74	20,457.07	24,317.86	23,809.98	22,230.50	23,619.53
Over 12 Months	38,825.89	10,343.84	10,136.05	13,742.17	10,177.95	15,747.76
New Parts No Sales	15,117.50	16,015.48	14,913.07	12,811.60	14,877.83	12,274.61
Non-Productive Parts						
Excess Stock MNS < 12	36,377.95	37,551.28	44,414.84	42,652.58	48,858.38	57,124.38
Stock MNS > 11	19,756.81	5,644.90	4,619.30	5,488.18	3,709.26	9,990.34
NS Parts Not Sold	52,726.77	31,393.99	33,787.42	37,191.57	36,844.23	44,327.69
New Obsolescence						
Stock 9 Months	2,199.00	3,489.12	1,623.59	1,787.46	5,798.75	1,651.48
NS Parts 2 Months	4,219.45	2,578.57	7,789.67	7,289.31	5,941.60	10,192.17
Early Phase In						
NS Parts With YRSL > 2	5,907.29	9,444.41	8,155.19	11,018.63	16,769.09	15,505.16
True Turn	9.84	9.17	12.73	10.46	9.91	7.66
Purchase to Stock Ratio						
By Number of Parts	99.53	99.82	100.00	100.00	100.00	100.00
By Piece	99.88	99.97	100.00	100.00	100.00	100.00
By Cost	99.96	97.29	100.00	100.00	100.00	100.00
Sales Closing Ratio						
By Number of Parts	85.10	95.27	96.54	97.51	94.93	96.39
By Piece	95.76	97.91	97.69	98.17	97.93	98.44
By Cost	93.53	97.98	97.02	99.40	98.89	99.27
Demand Filled from Stock Ratio						
By Number of Parts	84.75	95.14	96.54	97.51	94.93	96.39
By Piece	95.63	97.88	97.69	98.17	97.93	98.44
By Cost	93.50	95.22	97.02	99.40	98.89	99.27
NS Parts Sales Efficiency	124.98	101.11	116.61	102.52	98.71	113.96

Grand Total

	JULY 2022	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	8,460	8,304	8,210	8,079	7,986	7,945
Parts Pieces	6,970	8,771	9,433	8,935	8,321	7,731
Parts Cost	171,290.87	177,254.06	172,025.44	175,106.65	176,844.14	184,413.13
Parts With Negative OH	-243.02	-32,746.68	-613.89	-3,603.17	-5,906.25	-1,796.46
Core/Exchange	4,150.00	6,250.00	2,350.00	2,350.00	4,350.00	4,350.00
Gross Sales	172,119.72	146,206.55	118,797.63	132,288.76	122,196.98	120,352.74
Net Sales	143,553.61	123,173.06	103,797.17	116,348.96	100,834.29	91,362.90
Lost Sales	1,774.50	2,901.48	996.94	799.92	3,276.78	5,643.78
Outstanding Orders	40,775.84	61,145.79	78,600.62	61,719.28	56,939.76	49,184.22
Total Receipts	148,676.54	122,211.87	101,288.48	116,907.80	100,754.31	101,928.43
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-14,050.36	-538.04	29,893.49	-171.77	-1.41	-254.03
Net Appreciation	413.00	2,260.46	19.04	361.11	98.80	2,023.94
NS Parts						
Number of Parts	6,772	6,613	6,522	6,390	6,327	6,257
Parts Pieces	1,164	1,472	1,636	1,458	1,261	1,435
Parts Cost	58,905.80	63,040.44	73,695.99	64,602.77	70,576.41	75,891.23
Gross Sales	71,204.81	81,039.79	43,842.64	79,195.26	68,647.11	52,284.78
Net Sales	62,675.41	76,281.09	40,121.55	74,081.63	57,358.57	46,082.84
Lost Sales	801.04	2,271.63	594.85	426.76	2,754.08	4,285.43
Outstanding Orders	29,259.19	46,067.55	54,772.37	42,812.97	41,510.53	29,826.59
Receipts	66,903.03	68,960.77	52,852.08	63,265.17	63,964.86	57,721.89
Inventory Movement - Sales						
0 to 3 Months	104,435.93	88,816.14	82,694.79	80,653.54	76,022.08	80,222.99
4 to 6 Months	22,733.90	16,851.08	19,035.11	19,628.16	22,479.37	20,848.97
7 to 12 Months	22,583.40	22,138.26	19,132.57	18,656.27	21,444.82	22,740.91
Over 12 Months	9,943.14	38,131.05	38,748.13	40,840.66	40,418.46	40,882.27
New Parts No Sales	11,594.50	11,317.53	12,414.84	15,328.02	16,479.41	19,717.99
Non-Productive Parts						
Excess Stock MNS < 12	52,297.51	49,253.47	46,318.20	48,116.62	45,001.49	41,231.29
Stock MNS > 11	3,668.28	20,535.61	20,789.81	21,595.44	22,394.32	20,363.11
NS Parts Not Sold	40,019.21	43,782.93	50,714.96	54,878.94	52,277.90	52,600.81
New Obsolescence						
Stock 9 Months	2,164.59	3,973.97	1,427.68	4,085.82	1,497.08	1,345.61
NS Parts 2 Months	5,944.61	4,707.62	10,902.10	6,057.62	4,421.60	5,803.06
Early Phase In						
NS Parts With YRSL > 2	12,515.05	9,576.83	8,163.21	7,893.29	9,870.33	15,270.67
True Turn	10.06	8.34	7.24	7.97	6.84	5.95
Purchase to Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	100.00
By Piece	100.00	100.00	100.00	100.00	100.00	100.00
By Cost	100.00	100.00	100.00	100.00	100.00	100.00
Sales Closing Ratio						
By Number of Parts	96.93	95.69	96.71	95.69	94.99	93.47
By Piece	98.26	97.93	98.74	97.30	97.13	97.97
By Cost	98.77	97.69	99.04	99.31	96.85	94.18
Demand Filled from Stock Ratio						
By Number of Parts	96.93	95.69	96.71	95.69	94.99	93.47
By Piece	98.26	97.93	98.74	97.30	97.13	97.97
By Cost	98.77	97.69	99.04	99.31	96.85	94.18
NS Parts Sales Efficiency	106.42	117.51	82.95	125.17	107.32	90.58