

Parts Performance Report

Nov 1, 2022 – Nov 30, 2022

Key Business Metrics

Part Level of Service Percentage **100** Fill rate Percentage **55.06** Parts with no sale in last 9 months **\$0.00** Emergency Purchases

Lost sales **\$0.00**

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%age)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	12,332.91	0	0	12,332.91	4,244.68	34.42
Wholesale	630	0	0	630	630	100.00
Internal	315.14	0	0	315.14	28.65	9.09
Retail	905	0	0	905	88.34	9.76
Total	14,183.05	0	0	14,183.05	4,991.67	35.19
Lost Sales	0	0	0	0	0	-
Total Demand	14,183.05	0	0	0	-	-

Sales by Type

Sales Item	MTD			MTD Pacing			Oct 2022 (Last Month)			Nov 2021 (Month Last Year)			YTD			
	Orders	Pieces	Value (\$)	GP(%)	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales
Retail	18	44	3,063	0.07	56	3,956.38	4.79	19	955	6.33	-	0	-	49	8,101.28	2.6%
ROs	107	1091	57,412.49	0.59	1409	7,4157.8	89.7	263	14,010.46	92.88	-	0	-	328	140,313.33	45.7%
Internal	3	3	440.14	0.14	3	568.51	0.69	1	118.7	0.79	-	0	-	6	578.28	0.1%
Wholesale	3	79	3,086.31	0.26	102	3,986.48	4.82	0	0	0	-	0	-	627	157,478.63	51.3%
Total	131	1217	64,001.94	0.17	1570	82,669.17	0	283	15,084.16	156.65	-	0	-	1010	306,471.52	128.2%
Returns	1	1	62.63	0.1	1	80.9	0.1	0	0	0	-	0	-	17	4186.7	1.3%
Net	130	1216	63,939.31	99.9	1569	82,588.27	99.9	283	15,084.16	100	-	0	-	993	302,284.82	98.6%

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Sales by Stock Type

Stock Item	MTD		MTD Pacing		Oct 2022 (Last Month)		Nov 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sale from Stock	130	785	31,994	51	26	1,066.47	166	9,038	-	-	985	77,914
Sale by SOR	71	426	30,650	49	14	1,021.67	115	5,911	-	-	784	213,434
In-out sale	1	1	78	0	0	2.6	2	133	-	-	45	6,784
Total	202	1212	62,722	0	40	2,090.73	283	15,082	-	-	1814	298,132
Lost sale	0	0	0	0	0	0	0	0	-	-	3	300
Unusual sale	0	0	0	0	0	0	0	0	-	-	0	0

Sales by Source Code

Source Code	MTD		MTD Pacing		Oct 2022 (Last Month)		Nov 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
100	42	101	6,751.9	130	16	8,721.2	166	667.89	0	0	119	16,816.72
102	0	0	0	0	0	0	0	0	0	0	1	0
305	12	242	4,320.13	312	3	5,580.17	3	298.86	0	0	30	10,323.62
105	19	78	5,447.76	100	18	7,036.69	18	940	0	0	30	6,919.8
Deleted	0	0	0	0	0	0	0	0	0	0	568	0
Inactive	0	0	0	0	0	0	0	0	0	0	568	0
106	20	131	820.34	169	15	1,059.61	15	113.95	0	0	31	1,434.59
900	86	299	20,897.54	386	171	26,992.66	171	8,813.77	0	0	285	63,524.2
104	0	0	0	0	0	0	0	0	0	2	62.63	62.63
108	0	0	0	0	0	0	0	0	0	1	223.78	223.78
103	41	305	14,381.16	393	41	18,575.67	41	1,150.32	0	0	538	116,137.64
333	17	58	9,301.55	74	19	12,014.5	19	3,098.37	0	0	49	27,625.52
901	2	2	1,943.93	2	2	2,510.91	0	0	0	0	216	54,971.32
Total	131	1216	63,864.31	1566	283	82,491.41	283	15,084.16	0	0	298,039.82	298,039.82

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SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	2	28	1,484	23.7
Invoiced	6	29	2,404.62	38.4
Submitted	0	0	0	0
Filled	3	7	1,903.98	30.41
Partially Filled	2	7	469.46	7.5
Reopened	0	0	0	0
Total	13	71	6,262.06	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	8	11	1,521.59	35.5
RO	12	29	2,765.05	64.5
Total	20	40	4,286.64	100

Purchases by Type

Purchases Category	MTD		MTD Pacing		Nov 2021 (Month Last Year)		2021 (Last Year YTD)	
	Orders	Pieces	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Non OEM Stock Order	12	61	78	6,613.41	-	-	84	27,139.01
RIM/ASR Orders	-	-	-	-	-	-	-	-
OEM Special Order	-	-	-	-	-	-	-	-
OEM stock order	-	-	-	-	-	-	-	-

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Purchases by Type

Purchases Category	MTD		MTD Pacing		Oct 2022 (Last Month)		Nov 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Misc Order	36	0	7,753.07	3114	0	10,014.38	0	-	60	20,825.23	-	-
Sublet Orders	10	0	1,938.56	779	0	2,503.97	0	-	16	3,389.07	-	-
Total	113	269	24,900.37	-	346	32,162.97	3	0	375	185,425.55	0	0
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-
Net	113	269	24,900.37	-	346	32,162.97	3	0	375	185,425.55	0	0

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	21	222	18,701.24	12.78
Received	206	2884	85,272.95	58.27
Submitted	150	311	42,368.65	28.95
Total	377	3417	146,342.84	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Ordered	12	19	3,605.9	21.06
Received	22	74	4,086.59	23.86
Requested	16	18	2,821.54	16.48
Partially Received	17	103	6,612.02	38.61
Total	67	214	17,126.05	100

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Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	5	11	147.49	0.86
5-25 days	11	22	859.41	5.02
>25	51	181	16,119.15	94.12
Total	67	214	17,126.05	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Received	504	5101	246,455.11	90.66
Partially Received	21	222	18,701.24	6.88
Pending	32	55	6,690.27	2.46
Total	557	5378	271,846.62	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	4	6	174.78	1.02
Not Paid	66	208	16,951.27	98.98
Total	70	214	17,126.05	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Total	0	0	0	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	0	0	0	0
Negative Adjustments	0	0	0	0
Parts Returns	0	0	0	0
Core Returns	0	0	0	0
Part Appreciation/Depreciation	0	0	0	0

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Core Appreciation/Depreciation	0	0	0	0
Manual Update	2	2	6.6	0
Purchased parts	86	193	9,553.8	48.5
Sold parts	101	233	10,117.96	51.4
Total	189	428	19,678.36	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	0
Closing Inventory	0
Percent change	0

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Phased out parts	14	274	4,411.06	12.1
Non-stocking parts	88	634	22,039.42	60.2
Stocking parts	75	802	10,147.96	27.7
Total	177	1710	36,598.44	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	2	294	1,005.48
Parts with multiple bins	0	0	0
Total	2	294	1,005.48

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Inventory by age

Category	Sales					Purchase (\$)					Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	Total				
Never Sold	429.08	6,560.3	4,931.19	848.54	0	0	12,769.11				
0-3 months	0	15,638.91	3,887.83	0	0	0	19,526.74				
4-6 months	86.87	10,261	2,410.29	176.05	0	0	2,775.82				
7-9 months	59.8	0	0	1,466.97	0	0	1,526.77				
10-12 months	0	0	0	0	0	0	0				
Greater than 12 months	0	0	0	0	0	0	0				
Total	575.75	22,301.82	11,229.31	2,491.56	0	0	36,598.44				

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	20	1,081.94	3
103	35	4,912.39	13.4
105	42	14,901.62	40.7
106	2	1,329.12	3.6
305	26	4,805.59	13.1
333	10	3,990.4	10.9
900	36	4,851.52	13.3
901	6	725.86	2
Total	177	36,598.44	100

Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
Tim Chapin	2,091.33	2,743.89	0	652.56	23.78	0	0	0	0	0	0	2,743.89	23.78
Kendrick Belfield	272.25	675.79	0	403.54	59.71	0	0	0	0	0	0	675.79	59.71

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Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
Richard Meneely	6,827.8	10,763.37	0	3,935.57	36.56	315.14	9.09	905	9.76	630	100	8,913.23	35.77

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that this is crucial for ensuring transparency and accountability in the organization's operations.

2. The second part of the document outlines the specific steps and procedures that must be followed to ensure that all records are properly maintained and updated. This includes regular audits and reviews to identify any discrepancies or errors.

3. The third part of the document provides a detailed overview of the various systems and tools that are used to manage and store these records. It highlights the importance of using secure and reliable technology to protect sensitive information.

4. The fourth part of the document discusses the role of all employees in maintaining accurate records. It stresses that every individual has a responsibility to ensure that their work is properly documented and reported.

5. The final part of the document concludes by reiterating the overall goal of maintaining accurate records and the commitment to transparency and accountability. It encourages all employees to continue to uphold these standards in their daily work.

Parts Performance Report

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Key Business Metrics

Part Level of Service Percentage
100

Fill rate Percentage
52.44

Parts with no sale in last 9 months
\$0.00

Emergency Purchases

Lost sales
\$0.00

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%age)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	22,804.89	62.63	44.99	22,742.26	9,361.02	41.05
Wholesale	41.55	0	0	41.55	0	-
Internal	125	0	0	125	25	20.00
Retail	0	0	0	0	0	-
Total	22,971.44	62.63	44.99	22,908.81	9,386.02	40.86
Lost Sales	0	0	0	0	0	-
Total Demand	22,971.44	0	0	0	0	-

Sales by Type

Sales Item	MTD			MTD Pacing			Nov 2022 (Last Month)			Dec 2021 (Month Last Year)			YTD			
	Orders	Pieces	Value (\$)	GP(%)	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales
Retail	10	25	2,158	4.33	32	2,787.42	4.33	19	905	6.38	-	0	-	49	8,101.28	2.64
ROs	66	870	45,079.58	90.49	1123	58,227.79	90.49	221	12,332.91	86.96	-	0	-	328	140,313.33	45.74
Internal	1	1	125	0.25	1	161.46	0.25	2	315.14	2.22	-	0	-	6	578.28	0.14
Wholesale	2	37	2,456.31	4.93	47	3,172.73	4.93	42	630	4.44	-	0	-	627	157,478.63	51.34
Total	79	933	49,818.89	152.85	1203	64,349.4	0	284	14,183.05	154.31	-	0	-	1010	306,471.52	128.27
Returns	1	1	62.63	0.13	1	80.9	0.13	0	0	0	-	0	-	17	4,186.7	1.31
Net	78	932	49,756.26	99.87	1202	64,268.5	99.87	284	14,183.05	100	-	0	-	993	302,284.82	98.61

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Sales by Stock Type

Stock Item	MTD		MTD Pacing		Nov 2022 (Last Month)		Dec 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	% age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sale from Stock	78	572	22,820	47	18	736.13	213	9,174	-	-	985	77,914
Sale by SOR	49	356	25,719	53	11	829.65	70	4,930	-	-	784	213,434
In-out sale	0	0	0	0	0	0	1	78	-	-	45	6,784
Total	127	928	48,539	0	29	1,565.77	284	14,182	-	-	1814	298,132
Lost sale	0	0	0	0	0	0	0	0	-	-	3	300
Unusual sale	0	0	0	0	0	0	0	0	-	-	0	0

Sales by Source Code

Source Code	MTD		MTD Pacing		Nov 2022 (Last Month)		Dec 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
100	34	85	6,295.36	10.9	16	8,131.51	16	456.54	0	0	119	16,816.72
102	0	0	0	0	0	0	0	0	0	0	1	0
305	7	236	4,020.02	30.4	6	5,192.53	6	300.11	0	0	30	10,323.62
105	11	59	4,542.76	76	19	5,867.73	19	905	0	0	30	6,919.8
Deleted	0	0	0	0	0	0	0	0	0	0	568	0
Inactive	0	0	0	0	0	0	0	0	0	0	568	0
106	15	98	620.04	126	33	800.88	33	200.3	0	0	31	1,434.59
900	47	179	12,055.66	231	120	15,571.89	120	8,841.88	0	0	285	63,524.2
104	0	0	0	0	0	0	0	0	0	0	2	62.63
108	0	0	0	0	0	0	0	0	0	0	1	223.78
103	27	230	12,891.56	297	75	16,651.6	75	1,489.6	0	0	538	116,137.64
333	12	43	7,311.93	55	15	9,444.58	15	1,989.62	0	0	49	27,625.52
901	2	2	1,943.93	2	0	2,510.91	0	0	0	0	216	54,971.32
Total	79	932	49,681.26	1200	284	64,171.63	284	14,183.05	0	0	0	298,039.82

Parts Performance Report

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SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	2	28	1,484	23.7
Invoiced	6	29	2,404.62	38.4
Submitted	0	0	0	0
Filled	3	7	1,903.98	30.41
Partially Filled	2	7	469.46	7.5
Reopened	0	0	0	0
Total	13	71	6,262.06	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	8	11	1,521.59	35.5
RO	12	29	2,765.05	64.5
Total	20	40	4,286.64	100

Purchases by Type

Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD			MTD Pacing			Nov 2022 (Last Month)			Dec 2021 (Month Last Year)			2021 (Last Year YTD)		
					Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)
Non OEM Stock Order	8	50	4,070.73	20.04	64	5,258.03	11	-	-	84	27,139.01	-	-	-	-	-	-	-	
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
OEM Special Order	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
OEM stock order	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	

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Purchases by Type

Category	Orders	Pieces	MTD		%age by value of total purchases	MTD Pacing		Nov 2022 (Last Month)		Dec 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
			Value (\$)	Pieces		Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
Misc Order	29	0	5,774.69	0	28.43	7,458.97	0	-	-	-	-	60	20,825.23	-	-
Sublet Orders	9	0	1,621.16	0	7.98	2,094	0	-	-	-	-	16	3,389.07	-	-
Total	93	224	20,310.47	288	-	26,234.36	45	0	0	0	0	375	185,425.55	0	0
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net	93	224	20,310.47	288	-	26,234.36	45	0	0	0	0	375	185,425.55	0	0

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	21	222	18,701.24	12.78
Received	206	2884	85,272.95	58.27
Submitted	150	311	42,368.65	28.95
Total	377	3417	146,342.84	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Ordered	12	19	3,605.9	21.06
Received	22	74	4,086.59	23.86
Requested	16	18	2,821.54	16.48
Partially Received	17	103	6,612.02	38.61
Total	67	214	17,126.05	100

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Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	5	11	147.49	0.86
5-25 days	11	22	859.41	5.02
>25	51	181	16,119.15	94.12
Total	67	214	17,126.05	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Received	504	5101	246,455.11	90.66
Partially Received	21	222	18,701.24	6.88
Pending	32	55	6,690.27	2.46
Total	557	5378	271,846.62	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	4	6	174.78	1.02
Not Paid	66	208	16,951.27	98.98
Total	70	214	17,126.05	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Total	0	0	0	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	0	0	0	0
Negative Adjustments	1	35	0	0
Parts Returns	0	0	0	0
Core Returns	0	0	0	0
Part Appreciation/Depreciation	0	0	0	0

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Core Appreciation/Depreciation	0	0	0	0
Manual Update	2	4	-0.4	0
Purchased parts	124	371	13,698.26	48.8
Sold parts	123	555	14,366.77	51.2
Total	250	965	28,064.63	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	0
Closing Inventory	0
Percent change	0

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Phased out parts	14	274	4,411.06	12.1
Non-stocking parts	88	634	22,039.42	60.2
Stocking parts	75	802	10,147.96	27.7
Total	177	1710	36,598.44	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	2	294	1,005.48
Parts with multiple bins	0	0	0
Total	2	294	1,005.48

Parts Performance Report

Dec 1, 2022 – Dec 31, 2022

Inventory by age

Category	Purchase (\$)						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Never Sold	429.08	6,560.3	4,931.19	848.54	0	0	12,769.11
0-3 months	0	15,638.91	3,887.83	0	0	0	19,526.74
4-6 months	86.87	102.61	2,410.29	176.05	0	0	2,775.82
7-9 months	59.8	0	0	1,466.97	0	0	1,526.77
10-12 months	0	0	0	0	0	0	0
Greater than 12 months	0	0	0	0	0	0	0
Total	575.75	22,301.82	11,229.31	2,491.56	0	0	36,598.44

Inventory by source code

Source Code	Pieces	Value (\$)	% of parts value
100	20	1,081.94	3
103	35	4,912.39	13.4
105	42	14,901.62	40.7
106	2	1,329.12	3.6
305	26	4,805.59	13.1
333	10	3,990.4	10.9
900	36	4,851.52	13.3
901	6	725.86	2
Total	177	36,598.44	100

Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale Sale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
Tim Chapin	3,611.58	5,907.07	62.63	2,295.49	38.86	125	20.11	0	0	41.55	0.18	5,740.52	39.55
Kendrick Beilfield	1,474.9	2,373.8	0	898.9	37.87	0	0	0	0	0	0	2,373.8	37.87

Parts Performance Report

Dec 1, 2022 – Dec 31, 2022

Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
Richard Meneely	8,387.34	14,492.08	0	6,104.74	42.12	0	0	0	0	0	0	14,492.08	42.12
Bryanna Williams	7715	135.86	0	58.71	43.21	0	0	0	0	0	0	135.86	43.21