

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	4,369		8,557		149,191.87	
Active Parts	657	15.03	5,653	66.06	40,544.71	27.17
NS Parts	3,483	79.72	1,639	19.15	97,099.69	65.08
MO Parts	1	0.02				
AP Parts	223	5.10	1,265	14.78	11,547.47	7.74
DP Parts						
SP Parts						
DEL Parts	5	0.11				
Parts With No Cost	15	0.34				
Parts With Negative On-Hand						
Core/Exchange	28	0.64	50	0.58	3,583.00	
Memos On File	331					
Parts Added	594	13.59	84	0.98	4,434.08	2.97
Active Parts						
NS Parts	594	100.00	84	100.00	4,434.08	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	203					
Inventory Movement - Sales						
0 to 3 Months	1,920	43.94	5,980	69.88	53,226.40	35.67
4 to 6 Months	769	17.60	891	10.41	7,672.09	5.14
7 to 12 Months	384	8.78	683	7.98	7,482.94	5.01
Over 12 Months	25	0.57				
New Parts No Sales	1,271	29.09	1,003	11.72	80,810.44	54.16
Inventory Movement - Receipts						
0 to 3 Months	1,949	44.60	5,875	68.65	123,939.46	83.07
4 to 6 Months	815	18.65	439	5.13	14,273.48	9.56
7 to 12 Months	419	9.59	1,178	13.76	7,164.40	4.80
Over 12 Months	61	1.39	1,026	11.99	3,138.74	2.10
New Parts No Receipts	1,125	25.74	39	0.45	675.79	0.45
Outstanding Orders						
Stockorders	88	2.01	157		15,214.21	
Supplemental Orders	11	12.50	28	17.83	503.85	3.31
Customer Orders						
Backorders	81	92.04	129	82.16	14,710.36	96.68
Stockorder Backorders	80	90.90	127	80.89	14,705.20	96.65
Supplemntl Backorders						
Customer Backorders	1	1.13	2	1.27	5.16	0.03

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	843	19.29	2,803		82,519.62		1,861
Regular	835	99.05	2,766	98.67	81,955.21	99.31	1,820
No History							
Drop Ship							
Wholesale	32	3.79	37	1.32	564.41	0.68	41
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.02	1		19.98		1
Return Sales	114	2.60	280		22,448.11		147
Regular	106	92.98	266	95.00	14,443.76	64.34	138
No History							
Defective							
Wholesale	8	7.01	14	5.00	8,004.35	35.65	9
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	692	15.83	2,894		74,819.21		878
Stockorders	505	72.97	1,222	42.22	36,975.31	49.41	599
Supplemental Orders							
Customer Orders							
Emergency Purchases	120	17.34	180	6.21	13,515.82	18.06	158
Other Receipts	101	14.59	1,492	51.55	24,328.08	32.51	121
Overages							
Net Adjustments	36	0.82	372		-3,433.97		44
Plus	8	22.22	18	4.83	411.80		11
Minus	28	77.77	354	95.16	-3,845.77		33
Factory Returns	15	0.34	18		-1,136.95		15
Net Appreciation	2	0.04	2	0.02	-18.50		2
Positive							
Negative	2	100.00	2	100.00	-18.50		2
Parts Updated With Cost	19	0.43	10		200.30		19
Parts With Comments	506						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			67		3,080.73		57
Lost Sales							
Return Sales			3		260.40		2

Grand Total

	JANUARY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	4,369	4,369	4,369	45,781	3,815
Parts Pieces	8,557	8,557	8,557	93,813	7,818
Parts Cost	149,191.87	149,191.87	149,191.87	1,099,636.06	91,636.34
Parts With Negative OH	0.00	0.00	0.00	-696.58	-58.05
Core/Exchange	3,583.00	3,583.00	3,583.00	29,029.00	2,419.08
Gross Sales	82,486.52	82,486.52	82,486.52	807,349.40	67,279.12
Net Sales	60,045.03	60,045.03	60,045.03	674,837.40	56,236.45
Lost Sales	19.98	19.98	19.98	2,608.46	217.37
Outstanding Orders	15,214.21	15,214.21	15,214.21	81,931.54	6,827.63
Total Receipts	74,785.75	74,785.75	74,785.75	820,497.66	68,374.81
Customer Orders	0.00	0.00	0.00	47,427.92	3,952.33
Emergency Purchases	13,502.58	13,502.58	13,502.58	94,076.18	7,839.68
Net Adjustments	-3,433.97	-3,433.97	-3,433.97	-53,952.26	-4,496.02
Net Appreciation	-18.50	-18.50	-18.50	10,175.72	847.98
NS Parts					
Number of Parts	3,483	3,483	3,483	28,533	2,378
Parts Pieces	1,639	1,639	1,639	8,674	723
Parts Cost	97,099.69	97,099.69	97,099.69	453,887.58	37,823.97
Gross Sales	65,117.05	65,117.05	65,117.05	568,648.36	47,387.36
Net Sales	51,717.56	51,717.56	51,717.56	472,019.86	39,334.99
Lost Sales	19.98	19.98	19.98	2,579.76	214.98
Outstanding Orders	12,954.13	12,954.13	12,954.13	57,106.26	4,758.86
Receipts	57,760.73	57,760.73	57,760.73	601,434.94	50,119.58
Inventory Movement - Sales					
0 to 3 Months	53,226.40	53,226.40	53,226.40	451,792.93	37,649.41
4 to 6 Months	7,672.09	7,672.09	7,672.09	94,397.93	7,866.49
7 to 12 Months	7,482.94	7,482.94	7,482.94	92,155.97	7,679.66
Over 12 Months	0.00	0.00	0.00	108,056.60	9,004.72
New Parts No Sales	80,810.44	80,810.44	80,810.44	353,232.63	29,436.05
Non-Productive Parts					
Excess Stock MNS < 12	29,489.21	29,489.21	29,489.21	291,067.29	24,255.61
Stock MNS > 11	654.41	654.41	654.41	111,959.77	9,329.98
NS Parts Not Sold	87,397.09	87,397.09	87,397.09	251,929.65	20,994.14
New Obsolescence					
Stock 9 Months	1,262.60	1,262.60	1,262.60	15,199.28	1,266.61
NS Parts 2 Months	62,522.20	62,522.20	62,522.20	113,633.10	9,469.43
Early Phase In					
NS Parts With YRSL > 2	5,757.54	5,757.54	5,757.54	23,465.72	1,955.48
True Turn	3.74		3.74		5.82
Purchase to Stock Ratio					
By Number of Parts	82.65		82.65		73.93
By Piece	93.81		93.81		89.70
By Cost	81.94		81.94		82.75
Sales Closing Ratio					
By Number of Parts	99.86		99.86		99.62
By Piece	99.96		99.96		99.85
By Cost	99.96		99.96		99.61
Demand Filled from Stock Ratio					
By Number of Parts	83.42		83.42		73.34
By Piece	92.89		92.89		88.20
By Cost	77.48		77.48		78.72
NS Parts Sales Efficiency	112.73		112.73		94.54

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	3,956	4,134	4,417	4,544	4,825	5,178
Parts Pieces	6,693	6,138	7,331	8,046	7,687	7,793
Parts Cost	72,722.11	65,232.98	68,015.58	70,728.71	70,923.06	71,579.14
Parts With Negative OH	0.00	-107.96	-173.47	-12.37	-335.02	0.00
Core/Exchange	1,606.00	2,244.00	1,666.00	1,632.00	1,534.00	1,484.00
Gross Sales	61,168.73	41,943.75	51,696.40	59,660.70	64,354.02	67,526.60
Net Sales	50,074.58	36,298.44	44,462.54	43,644.03	55,522.22	57,512.94
Lost Sales	37.40	1,581.06	5.42	644.20	13.17	0.00
Outstanding Orders	5,635.67	5,051.14	8,952.10	5,699.58	1,399.34	707.72
Total Receipts	49,911.99	37,963.57	48,138.57	49,599.29	60,774.40	70,366.37
Customer Orders	12,219.49	6,711.26	11,212.68	14,547.24	4,476.11	269.88
Emergency Purchases	1,313.07	3,214.38	7,036.06	10,266.08	7,645.15	5,801.43
Net Adjustments	-3,570.54	-5,154.58	-930.87	-2,662.70	-4,055.07	-10,156.52
Net Appreciation	175.35	191.58	629.07	517.15	-376.69	473.12
NS Parts						
Number of Parts	2,649	2,964	3,204	3,456	3,671	493
Parts Pieces	780	942	751	781	326	196
Parts Cost	18,590.05	17,352.56	19,105.54	21,664.59	18,154.69	14,264.62
Gross Sales	37,380.13	27,863.81	34,081.34	44,339.55	46,399.59	44,741.64
Net Sales	31,206.37	24,749.22	28,864.38	31,357.32	41,808.96	37,568.07
Lost Sales	37.40	1,569.36	5.42	627.20	13.17	0.00
Outstanding Orders	4,356.10	2,606.92	6,572.71	3,033.38	300.37	0.00
Receipts	35,236.69	27,608.12	30,350.28	36,051.33	44,715.63	45,559.78
Inventory Movement - Sales						
0 to 3 Months	30,201.41	26,925.71	32,603.96	33,840.77	33,544.19	34,098.34
4 to 6 Months	5,703.19	6,518.24	6,825.80	7,506.47	8,784.83	9,569.43
7 to 12 Months	6,605.00	7,384.71	7,955.62	8,346.55	8,234.84	6,046.72
Over 12 Months	15,557.59	12,366.17	8,576.63	9,456.95	10,992.15	10,708.53
New Parts No Sales	14,654.92	12,038.15	12,053.57	11,577.97	9,367.05	11,156.12
Non-Productive Parts						
Excess Stock MNS < 12	18,259.62	18,703.55	21,710.01	21,386.66	22,656.68	23,967.27
Stock MNS > 11	15,051.60	13,086.86	8,962.17	9,938.57	10,850.83	11,467.21
NS Parts Not Sold	12,843.65	13,374.95	14,438.80	15,816.81	15,729.84	7,265.42
New Obsolescence						
Stock 9 Months	1,461.49	1,672.71	1,797.55	1,792.71	1,062.71	1,109.93
NS Parts 2 Months	23.84	4,085.15	2,590.07	2,452.91	3,558.37	1,902.72
Early Phase In						
NS Parts With YRSL > 2	397.79	685.59	1,267.59	2,705.16	1,036.08	434.66
True Turn	6.03	4.85	4.62	3.19	7.34	8.62
Purchase to Stock Ratio						
By Number of Parts	58.20	58.90	48.54	38.20	80.63	93.41
By Piece	73.91	73.62	88.66	81.03	96.51	96.26
By Cost	72.88	73.85	62.09	49.97	80.05	91.37
Sales Closing Ratio						
By Number of Parts	99.82	98.53	99.59	99.20	99.78	100.00
By Piece	99.96	99.51	99.87	99.79	99.95	100.00
By Cost	99.92	95.82	99.98	98.54	99.97	100.00
Demand Filled from Stock Ratio						
By Number of Parts	55.92	56.15	56.14	35.92	78.61	91.83
By Piece	79.40	77.24	82.42	75.20	95.56	95.71
By Cost	72.92	69.62	58.94	42.51	78.15	89.44
NS Parts Sales Efficiency	106.08	100.92	112.29	122.99	103.76	98.20

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	2,101	2,408	2,861	3,241	3,682	4,021
Parts Pieces	8,121	7,241	7,556	7,390	9,325	8,628
Parts Cost	76,264.08	72,736.78	77,246.65	77,792.32	151,169.57	148,755.32
Parts With Negative OH	-33.46	0.00	0.00	0.00	-34.30	0.00
Core/Exchange	1,875.00	2,060.00	1,811.00	3,416.00	3,984.00	3,740.00
Gross Sales	58,316.62	81,406.77	66,811.20	78,872.35	88,123.04	66,151.43
Net Sales	51,836.06	72,034.85	57,718.92	66,224.09	72,310.08	57,228.20
Lost Sales	0.00	0.00	5.52	0.00	9.16	329.95
Outstanding Orders	738.18	2,972.03	7,895.57	8,880.63	12,500.82	11,920.22
Total Receipts	59,882.40	76,333.79	66,284.96	71,320.39	146,724.00	58,324.17
Customer Orders	0.00	8,089.83	936.47	1,184.45	0.00	0.00
Emergency Purchases	1,369.67	5,233.14	8,162.37	12,756.94	15,636.80	3,451.58
Net Adjustments	-5,448.84	-5,251.61	-3,159.13	-1,537.86	-8,810.90	-3,350.21
Net Appreciation	1,101.66	333.34	316.57	194.34	6,678.17	135.91
NS Parts						
Number of Parts	795	1,214	1,659	2,129	2,558	2,907
Parts Pieces	241	290	328	466	1,290	1,424
Parts Cost	13,128.76	18,691.58	23,551.39	25,770.60	90,608.60	94,494.96
Gross Sales	35,647.28	59,746.38	47,424.91	59,889.30	67,505.82	35,891.69
Net Sales	31,524.61	51,668.85	40,676.72	48,915.38	54,197.54	28,971.25
Lost Sales	0.00	0.00	5.52	0.00	9.16	329.95
Outstanding Orders	22.40	917.70	5,814.01	5,924.75	9,783.70	9,176.19
Receipts	35,147.30	60,639.06	48,004.31	54,738.98	122,047.36	38,812.06
Inventory Movement - Sales						
0 to 3 Months	37,240.58	31,909.11	33,490.84	36,576.20	48,000.85	50,335.98
4 to 6 Months	8,965.65	8,214.96	9,065.68	7,553.91	5,376.74	8,344.13
7 to 12 Months	7,197.17	8,440.62	9,443.16	6,178.26	7,668.99	7,776.39
Over 12 Months	12,128.51	10,553.75	11,257.05	11,680.77	10,336.09	0.00
New Parts No Sales	10,732.17	13,618.34	13,989.92	15,803.18	79,786.90	82,298.82
Non-Productive Parts						
Excess Stock MNS < 12	25,659.41	22,206.79	22,072.67	21,693.44	29,377.95	32,143.67
Stock MNS > 11	12,986.44	11,660.73	11,049.06	11,035.55	10,267.94	0.00
NS Parts Not Sold	9,649.37	9,653.79	14,523.35	17,258.22	19,206.21	27,615.80
New Obsolescence						
Stock 9 Months	1,069.98	468.66	1,029.18	915.83	1,794.88	1,222.54
NS Parts 2 Months	4,192.58	2,230.13	6,680.24	5,483.21	5,172.43	12,763.09
Early Phase In						
NS Parts With YRSL > 2	495.22	267.06	2,289.58	1,789.16	2,886.79	3,851.29
True Turn	7.94	9.69	7.55	8.06	4.50	4.34
Purchase to Stock Ratio						
By Number of Parts	91.22	69.39	77.01	73.07	81.85	79.62
By Piece	96.67	75.58	92.02	86.29	94.81	89.72
By Cost	97.71	82.54	86.27	80.45	89.34	94.08
Sales Closing Ratio						
By Number of Parts	100.00	100.00	99.82	100.00	99.83	98.94
By Piece	100.00	100.00	99.84	100.00	99.86	99.50
By Cost	100.00	100.00	99.99	100.00	99.98	99.42
Demand Filled from Stock Ratio						
By Number of Parts	89.40	69.00	77.32	72.84	79.63	82.98
By Piece	96.26	82.74	90.83	86.77	91.20	91.40
By Cost	97.35	81.50	84.22	78.94	78.36	93.43
NS Parts Sales Efficiency	101.42	98.52	98.79	109.40	55.31	92.47