

Grand Total

	DECEMBER 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
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Number of Parts	25,938	308,937	25,745	308,937	25,745
Parts Pieces	49,498	621,757	51,813	621,757	51,813
Parts Cost	1,426,869.99	15,326,706.71	1,277,225.56	15,326,706.71	1,277,225.56
Parts With Negative OH	-1,290.40	-6,259.72	-521.64	-6,259.72	-521.64
Core/Exchange	62,158.09	507,707.08	42,308.92	507,707.08	42,308.92
Gross Sales	904,682.94	9,850,552.08	820,879.34	9,850,552.08	820,879.34
Net Sales	807,762.67	8,561,049.79	713,420.82	8,561,049.79	713,420.82
Lost Sales	3,381.55	87,335.55	7,277.96	87,335.55	7,277.96
Outstanding Orders	387,399.97	5,219,746.07	434,978.84	5,219,746.07	434,978.84
Total Receipts	839,707.13	8,740,517.90	728,376.49	8,740,517.90	728,376.49
Customer Orders	238,565.25	2,613,562.26	217,796.86	2,613,562.26	217,796.86
Emergency Purchases	115.64	5,585.20	465.43	5,585.20	465.43
Net Adjustments	-4,248.69	-36,750.34	-3,062.53	-36,750.34	-3,062.53
Net Appreciation	5,289.08	130,805.03	10,900.42	130,805.03	10,900.42
NS Parts					
Number of Parts	10,893	134,405	11,200	134,405	11,200
Parts Pieces	2,101	29,657	2,471	29,657	2,471
Parts Cost	158,890.61	1,867,239.13	155,603.26	1,867,239.13	155,603.26
Gross Sales	246,825.81	2,497,583.01	208,131.92	2,497,583.01	208,131.92
Net Sales	221,862.06	2,182,165.08	181,847.09	2,182,165.08	181,847.09
Lost Sales	841.30	47,317.54	3,943.13	47,317.54	3,943.13
Outstanding Orders	66,192.35	1,021,778.85	85,148.24	1,021,778.85	85,148.24
Receipts	245,729.94	2,400,290.35	200,024.20	2,400,290.35	200,024.20
Inventory Movement - Sales					
0 to 3 Months	850,473.03	9,449,705.01	787,475.42	9,449,705.01	787,475.42
4 to 6 Months	173,299.77	1,692,541.90	141,045.16	1,692,541.90	141,045.16
7 to 12 Months	146,484.73	1,497,245.61	124,770.47	1,497,245.61	124,770.47
Over 12 Months	192,946.84	1,880,058.23	156,671.52	1,880,058.23	156,671.52
New Parts No Sales	63,665.62	807,155.96	67,263.00	807,155.96	67,263.00
Non-Productive Parts					
Excess Stock MNS < 12	367,286.08	4,221,121.16	351,760.10	4,221,121.16	351,760.10
Stock MNS > 11	199,579.18	1,940,787.78	161,732.32	1,940,787.78	161,732.32
NS Parts Not Sold	131,348.21	1,523,693.41	126,974.45	1,523,693.41	126,974.45
New Obsolescence					
Stock 9 Months	28,484.72	229,450.11	19,120.84	229,450.11	19,120.84
NS Parts 2 Months	20,915.91	246,857.71	20,571.48	246,857.71	20,571.48
Early Phase In					
NS Parts With YRSL > 2	9,217.34	124,745.16	10,395.43	124,745.16	10,395.43
True Turn	4.79		4.65		4.65
Purchase to Stock Ratio					
By Number of Parts	67.05		67.06		67.06
By Piece	85.17		85.87		85.87
By Cost	71.57		70.03		70.03
Sales Closing Ratio					
By Number of Parts	99.27		99.28		99.28
By Piece	99.78		99.80		99.80
By Cost	99.58		98.99		98.99
Demand Filled from Stock Ratio					
By Number of Parts	68.50		69.15		69.15
By Piece	86.64		85.69		85.69
By Cost	70.15		68.70		68.70
NS Parts Sales Efficiency	100.44		104.05		104.05