

PUENTE HILLS MITSUBISHI PARTS  
 MONTHLY SUMMARY REPORT

Sort Source: 105

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	5,904		2,853		146,081.75	
Active Parts	1,644	27.84	1,473	51.62	96,028.21	65.73
NS Parts	3,353	56.79	295	10.33	23,749.65	16.25
MO Parts						
AP Parts	868	14.70	1,030	36.10	20,427.29	13.98
DP Parts	38	0.64	55	1.92	5,876.60	4.02
SP Parts						
DEL Parts	1	0.01				
Parts With No Cost	14	0.23				
Parts With Negative On-Hand	15	0.25	25		-715.16	
Core/Exchange						
Memos On File	629					
Parts Added	265	4.48	15	0.52	1,115.28	0.76
Active Parts	7	2.64	1	6.66	47.66	4.27
NS Parts	258	97.35	14	93.33	1,067.62	95.72
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	235					
Inventory Movement - Sales						
0 to 3 Months	1,596	27.03	1,014	35.54	61,507.26	42.10
4 to 6 Months	714	12.09	297	10.41	23,791.90	16.28
7 to 12 Months	1,067	18.07	396	13.88	30,867.20	21.13
Over 12 Months	1,006	17.03	1,071	37.53	23,533.18	16.10
New Parts No Sales	1,521	25.76	75	2.62	6,382.21	4.36
Inventory Movement - Receipts						
0 to 3 Months	1,486	25.16	940	32.94	65,614.28	44.91
4 to 6 Months	762	12.90	371	13.00	28,258.41	19.34
7 to 12 Months	1,075	18.20	397	13.91	27,761.91	19.00
Over 12 Months	1,074	18.19	1,133	39.71	22,784.35	15.59
New Parts No Receipts	1,507	25.52	12	0.42	1,662.80	1.13
Outstanding Orders	274	4.64	413		138,877.98	
Stockorders	123	44.89	178	43.09	21,584.44	15.54
Supplemental Orders						
Customer Orders	18	6.56	39	9.44	46,356.86	33.37
Backorders	142	51.82	196	47.45	70,936.68	51.07
Stockorder Backorders	109	39.78	136	32.92	35,656.14	25.67
Supplemntl Backorders						
Customer Backorders	34	12.40	60	14.52	35,280.54	25.40
Outstanding Forced Orders	1	0.01	1		8.48	

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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	840	12.52	4,779		140,193.12		2,542
Regular	840	100.00	4,779	100.00	140,193.12	100.00	2,542
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	13	0.19	13		3,600.70		13
Return Sales	124	1.84	1,069		18,204.56		199
Regular	124	100.00	1,069	100.00	18,204.56	100.00	199
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	673	10.03	3,766		124,398.25		1,078
Stockorders	293	43.53	1,015	26.95	33,833.35	27.19	383
Supplemental Orders							
Customer Orders	399	59.28	984	26.12	74,223.54	59.66	481
Emergency Purchases	31	4.60	175	4.64	2,384.65	1.91	155
Other Receipts	44	6.53	1,592	42.27	13,956.71	11.21	59
Overages							
Net Adjustments	16	0.23	18		-899.01		17
Plus	3	18.75	4	22.22	131.46		3
Minus	13	81.25	14	77.77	-1,030.47		14
Factory Returns							
Net Appreciation	4	0.05	7	0.06	-8.45		11
Positive	1	25.00	4	57.14	1.56		6
Negative	3	75.00	3	42.85	-10.01		5
Parts Updated With Cost	4	0.05					4
Parts With Comments	2						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			137		10,382.19		109
Lost Sales							
Return Sales			9		662.03		8

Sort Source: 105

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	5,570	5,710	5,862	5,999	6,076	6,016
Parts Pieces	2,835	2,710	2,748	2,843	2,845	2,982
Parts Cost	140,971.03	146,371.98	152,222.90	160,568.77	163,607.36	167,812.01
Parts With Negative OH	-1,858.94	-1,672.56	-53.37	-657.43	-1,858.63	-261.58
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	129,170.61	203,770.74	233,049.66	170,991.07	117,029.14	124,709.40
Net Sales	107,597.17	145,854.41	163,987.44	131,888.62	97,439.99	102,626.92
Lost Sales	6,856.28	6,367.19	1,231.33	1,426.64	6,789.30	413.70
Outstanding Orders	196,939.88	159,347.64	92,095.63	66,029.27	89,590.64	95,823.83
Total Receipts	106,084.65	168,363.51	179,502.66	167,884.51	105,620.26	121,666.25
Customer Orders	71,957.43	125,164.58	144,348.01	100,860.28	63,827.39	81,875.42
Emergency Purchases	984.55	6,249.04	11,337.07	3,797.20	4,018.81	6,022.99
Net Adjustments	-5,524.50	134.24	-4,691.31	-1,505.96	-3,945.71	-8,305.61
Net Appreciation	689.38	-272.04	0.00	-81.10	0.00	0.00
NS Parts						
Number of Parts	3,601	3,674	3,727	3,833	3,679	3,540
Parts Pieces	332	335	368	380	346	317
Parts Cost	30,077.41	31,056.16	35,579.96	33,436.44	36,891.13	29,384.23
Gross Sales	36,316.07	51,902.70	43,167.15	49,386.57	41,114.20	39,404.68
Net Sales	32,636.32	46,346.24	27,631.61	35,914.44	34,598.42	34,178.41
Lost Sales	2,133.36	3,323.64	187.95	340.13	2,587.07	123.70
Outstanding Orders	34,961.43	10,226.97	14,864.77	9,235.97	6,188.60	11,261.12
Receipts	33,666.31	50,990.63	38,661.17	49,011.27	43,766.41	37,604.06
Inventory Movement - Sales						
0 to 3 Months	71,292.85	71,638.63	70,510.72	82,532.75	82,312.44	85,116.31
4 to 6 Months	17,386.96	27,565.02	24,770.22	26,706.63	19,753.30	23,700.43
7 to 12 Months	19,839.73	20,063.65	25,950.59	20,135.50	28,456.96	29,489.07
Over 12 Months	25,947.65	20,690.10	21,502.14	23,775.28	24,791.06	20,698.05
New Parts No Sales	6,503.84	6,414.58	9,489.23	7,418.61	8,293.60	8,808.15
Non-Productive Parts						
Excess Stock MNS < 12	118,729.03	77,576.94	27,283.67	32,623.13	34,439.89	50,713.32
Stock MNS > 11	27,472.98	20,229.95	28,218.34	24,313.95	24,437.00	21,881.82
NS Parts Not Sold	25,518.99	24,891.14	24,124.95	27,797.49	22,586.10	24,211.71
New Obsolescence						
Stock 9 Months	1,364.31	1,388.37	2,104.54	1,056.85	2,702.01	4,867.02
NS Parts 2 Months	4,185.50	1,584.47	3,562.76	5,694.08	1,147.08	4,800.83
Early Phase In						
NS Parts With YRSL > 2	1,702.46	249.39	1,312.16	1,041.87	1,397.51	737.04
True Turn	2.95	1.18	0.65	2.04	2.17	1.05
Purchase to Stock Ratio						
By Number of Parts	32.17	26.57	25.78	26.02	28.62	35.17
By Piece	43.26	37.94	32.22	38.43	36.07	44.03
By Cost	31.24	21.94	13.26	37.66	35.76	27.75
Sales Closing Ratio						
By Number of Parts	96.88	96.78	99.01	98.53	97.94	99.20
By Piece	98.24	97.75	99.45	99.05	98.51	99.52
By Cost	94.00	95.81	99.25	98.92	93.48	99.59
Demand Filled from Stock Ratio						
By Number of Parts	36.18	21.96	24.95	25.16	33.90	34.12
By Piece	42.14	25.51	28.89	26.22	34.65	38.98
By Cost	30.27	9.48	5.02	20.42	28.39	14.29
NS Parts Sales Efficiency	107.87	101.78	111.65	100.76	93.94	104.78