

# Parts Summary Report

<b>Branch</b>	100
<b>Start Date</b>	2/1/2023
<b>End Date</b>	2/28/2023

Inventory Balance - By Stock Status	Total	18448	100.0%	39158	100.0%	\$ 960,844.84	100.0%
Inventory Balance - By Stock Status	Obsolete	1254	6.8%	3343	8.5%	\$ 47,072.54	4.9%
Inventory Balance - By Stock Status	Stocked	5558	30.1%	32994	84.3%	\$ 807,889.97	84.1%
Inventory Balance - By Stock Status	Watched	11636	63.1%	2821	7.2%	\$ 105,882.33	11.0%
Inventory Balance - By Part Type	Total	18448	100.0%	39158	100.0%	\$ 960,844.84	100.0%
Inventory Balance - By Part Type	Core	2321	12.6%	196	0.5%	\$ 24,107.50	2.5%
Inventory Balance - By Part Type	Kit	3	0.0%	0	0.0%	-	0.0%
Inventory Balance - By Part Type	Normal	15182	82.3%	38251	97.7%	\$ 741,268.19	77.1%
Inventory Balance - By Part Type	Reference Kit	1	0.0%	0	0.0%	-	0.0%
Inventory Balance - By Part Type	Reman	941	5.1%	711	1.8%	\$ 195,469.15	20.3%
Core Charges	Total	2349	100.0%	722	100.0%	\$ 78,507.17	100.0%
Inventory Movement - Sales	Total	15929	100.0%	18304	100.0%	\$ 483,683.16	100.0%
Inventory Movement - Sales	0 to 3 Months	2211	13.9%	7421	40.5%	\$ 179,050.96	37.0%
Inventory Movement - Sales	4 to 6 Months	5136	32.2%	4636	25.3%	\$ 133,126.46	27.5%
Inventory Movement - Sales	7 to 12 Months	5486	34.4%	4446	24.3%	\$ 121,868.05	25.2%
Inventory Movement - Sales	Over 12 Months	2379	14.9%	1062	5.8%	\$ 39,060.22	8.1%
Inventory Movement - Sales	Sales - Other	717	4.5%	739	4.0%	\$ 10,577.47	2.2%
Inventory Movement - Receipts	Total	16432	100.0%	29332	100.0%	\$ 613,174.73	100.0%
Inventory Movement - Receipts	0 to 3 Months	2135	13.0%	7732	26.4%	\$ 227,688.17	37.1%
Inventory Movement - Receipts	4 to 6 Months	5070	30.9%	5664	19.3%	\$ 174,690.33	28.5%
Inventory Movement - Receipts	7 to 12 Months	5562	33.8%	5907	20.1%	\$ 142,405.60	23.2%
Inventory Movement - Receipts	Over 12 Months	2977	18.1%	9248	31.5%	\$ 62,770.62	10.2%
Inventory Movement - Receipts	Sales - Other	688	4.2%	781	2.7%	\$ 5,620.01	0.9%
Purchase Orders - Open	Total	418	100.0%	1132	100.0%	\$ 127,476.09	100.0%
Purchase Orders - Open	*CREDIT RETURNS	1	0.2%	0	0.0%	-	0.0%
Purchase Orders - Open	*CRITICAL ORDER	143	34.2%	215	19.0%	\$ 56,839.82	44.6%
Purchase Orders - Open	*DIRECT SHIP - CUST	13	3.1%	9	0.8%	\$ 2,091.05	1.6%
Purchase Orders - Open	*DIRECT SHIP PURCHAS	18	4.3%	220	19.4%	\$ 6,855.73	5.4%
Purchase Orders - Open	*EMERGENCY PO	10	2.4%	22	1.9%	\$ 971.69	0.8%
Purchase Orders - Open	*FAPO2 Memphis	1	0.2%	1	0.1%	\$ 10.49	0.0%
Purchase Orders - Open	*PARTS MGRS ORDER	30	7.2%	69	6.1%	\$ 10,603.90	8.3%
Purchase Orders - Open	*RIMpro Orders	118	28.2%	377	33.3%	\$ 24,020.78	18.8%
Purchase Orders - Open	*STOCK ORDER PURCHAS	59	14.1%	159	14.0%	\$ 22,906.39	18.0%
Purchase Orders - Open	DEPARTMENT PURCHASE	16	3.8%	21	1.9%	\$ 1,280.04	1.0%
Purchase Orders - Open	DO NOT USE	2	0.5%	7	0.6%	\$ 199.80	0.2%
Purchase Orders - Open	DONALDSON D/S	7	1.7%	32	2.8%	\$ 1,696.40	1.3%
Purchase Orders - Closed	Total	3062	100.0%	11660	100.0%	\$ 559,506.30	100.0%
Purchase Orders - Closed	DONALDSON D/S	19	0.6%	119	1.0%	\$ 5,064.72	0.9%
Purchase Orders - Closed	*CORE RETURNS	146	4.8%	-258	-2.2%	\$ (67,983.00)	-12.2%
Purchase Orders - Closed	*PARTS MGRS ORDER	153	5.0%	362	3.1%	\$ 36,402.50	6.5%
Purchase Orders - Closed	*STOCK ORDER PURCHAS	572	18.7%	1780	15.3%	\$ 139,227.98	24.9%
Purchase Orders - Closed	*DIRECT SHIP PURCHAS	27	0.9%	1492	12.8%	\$ 24,952.32	4.5%
Purchase Orders - Closed	DEPARTMENT PURCHASE	78	2.5%	2757	23.6%	\$ 44,981.71	8.0%
Purchase Orders - Closed	*CRITICAL ORDER	272	8.9%	656	5.6%	\$ 109,708.76	19.6%
Purchase Orders - Closed	*EMERGENCY PO	33	1.1%	58	0.5%	\$ 3,140.94	0.6%
Purchase Orders - Closed	*FAPO2 Memphis	3	0.1%	3	0.0%	\$ 210.09	0.0%
Purchase Orders - Closed	CAT Stock Order Only	9	0.3%	96	0.8%	\$ 2,152.17	0.4%
Purchase Orders - Closed	*PARTS RETURN	75	2.4%	-273	-2.3%	\$ (15,576.30)	-2.8%
Purchase Orders - Closed	*WARRANTY ORDERS	4	0.1%	4	0.0%	\$ 3,441.44	0.6%
Purchase Orders - Closed	*DIRECT SHIP - CUST	41	1.3%	87	0.7%	\$ 6,014.23	1.1%
Purchase Orders - Closed	*RIMpro Orders	1630	53.2%	4777	41.0%	\$ 267,768.74	47.9%
Purchase Orders - Receipts	Total	0	100.0%	0	100.0%	\$ 0.00	100.0%
Gross Sales - Front Counter	Total	3402	100.0%	7014	100.0%	\$ 601,550.39	100.0%
Gross Sales - Front Counter	INTERNAL	1	0.0%	1	0.0%	\$ 6.99	0.0%
Gross Sales - Front Counter	INTERNAL W/UNIT	2	0.1%	2	0.0%	\$ 109.06	0.0%
Gross Sales - Front Counter	RETAIL HOUSE	1277	37.5%	2783	39.7%	\$ 187,466.96	31.2%
Gross Sales - Front Counter	RETAIL IBS	1606	47.2%	3240	46.2%	\$ 266,203.16	44.3%
Gross Sales - Front Counter	RETAIL PINNACLE	495	14.6%	949	13.5%	\$ 142,243.21	23.6%
Gross Sales - Front Counter	TARGET IBS	11	0.3%	29	0.4%	\$ 2,834.00	0.5%
Gross Sales - Front Counter	WARRANTY	10	0.3%	10	0.1%	\$ 2,687.01	0.4%
Gross Sales - Back Counter	Total	1621	100.0%	5772	100.0%	\$ 421,430.81	100.0%
Gross Sales - Back Counter	SERVICE - AT COST INTERNAL	5	0.3%	5	0.1%	\$ 110.63	0.0%
Gross Sales - Back Counter	SERVICE - HOUSE	555	34.2%	2133	37.0%	\$ 119,826.13	28.4%
Gross Sales - Back Counter	SERVICE - IBS	242	14.9%	903	15.6%	\$ 22,431.64	5.3%
Gross Sales - Back Counter	SERVICE - INTERNAL	60	3.7%	168	2.9%	\$ 7,238.57	1.7%
Gross Sales - Back Counter	SERVICE - PINNACLE	349	21.5%	1220	21.1%	\$ 129,969.81	30.8%
Gross Sales - Back Counter	SERVICE - WARRANTY - FREIGI	133	8.2%	538	9.3%	\$ 19,299.31	4.6%
Gross Sales - Back Counter	SERVICE - WARRANTY-CUMM	31	1.9%	40	0.7%	\$ 15,342.00	3.6%
Gross Sales - Back Counter	SERVICE - WARRANTY-DETRO	246	15.2%	765	13.3%	\$ 107,212.72	25.4%
Lost Sales	Total	37	100.0%	46	100.0%	\$ 15,778.57	100.0%
Return Sales - Front Counter (credit)	Total	302	100.0%	-582	100.0%	\$ (74,682.00)	100.0%
Return Sales - Front Counter (credit)	RETAIL HOUSE	94	31.1%	-152	26.1%	\$ (15,584.34)	20.9%
Return Sales - Front Counter (credit)	RETAIL IBS	149	49.3%	-311	53.4%	\$ (47,710.42)	63.9%
Return Sales - Front Counter (credit)	RETAIL PINNACLE	57	18.9%	-117	20.1%	\$ (10,981.14)	14.7%

Return Sales - Front Counter (credit)	WARRANTY	2	0.7%	-2	0.3%	\$ (406.10)	0.5%
<b>Return Sales - Back Counter (credit)</b>	<b>Total</b>	<b>172</b>	<b>100.0%</b>	<b>-405</b>	<b>100.0%</b>	<b>\$ (94,927.05)</b>	<b>100.0%</b>
Return Sales - Back Counter (credit)	SERVICE - HOUSE	41	23.8%	-115	28.4%	\$ (17,535.60)	18.5%
Return Sales - Back Counter (credit)	SERVICE - IBS	25	14.5%	-66	16.3%	\$ (2,785.45)	2.9%
Return Sales - Back Counter (credit)	SERVICE - INTERNAL	11	6.4%	-21	5.2%	\$ (1,677.17)	1.8%
Return Sales - Back Counter (credit)	SERVICE - PINNACLE	36	20.9%	-104	25.7%	\$ (40,623.26)	42.8%
Return Sales - Back Counter (credit)	SERVICE - WARRANTY- FREIGI	10	5.8%	-46	11.4%	\$ (3,269.73)	3.4%
Return Sales - Back Counter (credit)	SERVICE - WARRANTY-CUMM	3	1.7%	-3	0.7%	\$ (1,250.00)	1.3%
Return Sales - Back Counter (credit)	SERVICE - WARRANTY-DETRO	46	26.7%	-50	12.3%	\$ (27,785.84)	29.3%
<b>Parts - Misc - No Location</b>	<b>Total</b>	<b>35</b>	<b>100.0%</b>	<b>70</b>	<b>100.0%</b>	<b>\$ 5,078.25</b>	<b>100.0%</b>
<b>Parts - Misc - No Cost</b>	<b>Total</b>	<b>0</b>	<b>100.0%</b>	<b>0</b>	<b>100.0%</b>	<b>\$ -</b>	<b>100.0%</b>
<b>Parts - Misc - Reman No Core Charge</b>	<b>Total</b>	<b>3</b>	<b>100.0%</b>	<b>3</b>	<b>100.0%</b>	<b>\$ 1,303.83</b>	<b>100.0%</b>
<b>Parts - Misc - N/Stk Parts - Front Counter Sold</b>	<b>Total</b>	<b>0</b>	<b>100.0%</b>	<b>0</b>	<b>100.0%</b>	<b>\$ -</b>	<b>100.0%</b>
<b>Parts - Misc - N/Stk Parts - Back Counter Sold</b>	<b>Total</b>	<b>0</b>	<b>100.0%</b>	<b>0</b>	<b>100.0%</b>	<b>\$ -</b>	<b>100.0%</b>
<b>Parts - Misc - N/Stk Parts - Purchase</b>	<b>Total</b>	<b>0</b>	<b>100.0%</b>	<b>0</b>	<b>100.0%</b>	<b>\$ -</b>	<b>100.0%</b>
<b>Parts Added</b>	<b>Total</b>	<b>653</b>	<b>100.0%</b>	<b>101</b>	<b>100.0%</b>	<b>\$ 3,211.67</b>	<b>100.0%</b>
<b>Parts Deleted</b>	<b>Total</b>	<b>2753</b>	<b>100.0%</b>	<b>0</b>	<b>100.0%</b>	<b>\$ -</b>	<b>100.0%</b>