

MARCH

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	41,228		65,896		3,249,902.30	
Active Parts	15,346	37.22	46,798	71.01	2,372,529.06	73.00
NS Parts	18,870	45.76	7,752	11.76	538,781.93	16.57
MO Parts	14	0.03	74	0.11	2,240.86	0.06
AP Parts	6,971	16.90	11,272	17.10	336,350.45	10.34
DP Parts						
SP Parts						
DEL Parts	27	0.06				
Parts With No Cost	12	0.02	4	0.00		
Parts With Negative On-Hand						
Core/Exchange	338	0.81	812	1.23	232,280.00	
Memos On File	7,748					
Parts Added	1,631	3.95	465	0.70	35,527.87	1.09
Active Parts	5	0.30	19	4.08	3,662.72	10.30
NS Parts	1,622	99.44	446	95.91	31,865.15	89.69
MO Parts						
AP Parts	4	0.24				
DP Parts						
SP Parts						
Parts & Memos Deleted	1,385					
Inventory Movement - Sales						
0 to 3 Months	20,342	49.34	46,280	70.23	2,303,807.80	70.88
4 to 6 Months	5,396	13.08	6,764	10.26	319,215.34	9.82
7 to 12 Months	6,672	16.18	5,395	8.18	369,817.75	11.37
Over 12 Months	3,994	9.68	5,479	8.31	79,016.92	2.43
New Parts No Sales	4,824	11.70	1,978	3.00	178,044.49	5.47
Inventory Movement - Receipts						
0 to 3 Months	18,637	45.20	40,894	62.05	2,231,360.74	68.65
4 to 6 Months	6,974	16.91	8,624	13.08	476,814.58	14.67
7 to 12 Months	7,896	19.15	10,783	16.36	408,645.15	12.57
Over 12 Months	2,788	6.76	5,035	7.64	72,981.59	2.24
New Parts No Receipts	4,933	11.96	560	0.84	60,100.24	1.84
Outstanding Orders	1,645	3.99	5,375		840,053.05	
Stockorders	655	39.81	2,170	40.37	265,855.62	31.64
Supplemental Orders						
Customer Orders	286	17.38	531	9.87	56,788.49	6.76
Backorders	775	47.11	2,674	49.74	517,408.94	61.59
Stockorder Backorders	265	16.10	896	16.66	100,966.67	12.01
Supplemntl Backorders						
Customer Backorders	593	36.04	1,778	33.07	416,442.27	49.57
Outstanding Forced Orders						

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	11,506	27.90	46,934		3,221,894.41		32,277
Regular	9,458	82.20	38,275	81.55	2,439,642.79	75.72	25,954
No History							
Drop Ship	2	0.01	3	0.00	1,392.00	0.04	3
Wholesale	3,122	27.13	8,656	18.44	780,859.62	24.23	6,320
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	27	0.06	78		2,617.26		31
Return Sales	1,906	4.62	4,633		416,123.37		2,635
Regular	1,551	81.37	3,903	84.24	285,527.28	68.61	2,130
No History							
Defective	68	3.56	79	1.70	24,943.92	5.99	75
Wholesale	346	18.15	651	14.05	105,652.17	25.38	430
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	8,555	20.75	39,039		2,546,259.29		18,726
Stockorders	5,844	68.31	29,217	74.84	1,655,752.00	65.02	13,345
Supplemental Orders							
Customer Orders	3,559	41.60	7,676	19.66	815,119.66	32.01	5,187
Emergency Purchases	73	0.85	152	0.38	31,373.20	1.23	78
Other Receipts	71	0.82	1,994	5.10	44,014.43	1.72	116
Overages							
Net Adjustments	230	0.55	959		17,111.22		264
Plus	107	46.52	614	64.02	48,940.76		129
Minus	123	53.47	345	35.97	-31,829.54		135
Factory Returns	320	0.77	541		-28,903.67		328
Net Appreciation	3,899	9.45	8,860	13.44	22,081.80		7,173
Positive	2,607	66.86	6,449	72.78	38,589.37		4,588
Negative	1,292	33.13	2,411	27.21	-16,507.57		2,585
Parts Updated With Cost	32	0.07	1		24.03		32
Parts With Comments	141						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales			1		335.90		1
Parts Not On File, But Sold							
Gross Sales			997		87,787.95		742
Lost Sales							
Return Sales			140		15,800.15		102

Sort Source: 100

	MARCH 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	41,228	123,314	41,105	490,978	40,915
Parts Pieces	65,896	195,341	65,114	775,028	64,586
Parts Cost	3,249,902.30	9,204,908.11	3,068,302.70	35,156,973.44	2,929,747.79
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	232,280.00	625,255.00	208,418.33	2,318,178.00	193,181.50
Gross Sales	3,221,894.41	9,008,761.02	3,002,920.34	33,398,599.83	2,783,216.65
Net Sales	2,805,771.04	7,859,090.33	2,619,696.78	29,020,003.50	2,418,333.63
Lost Sales	2,617.26	14,982.92	4,994.31	47,663.86	3,971.99
Outstanding Orders	840,053.05	2,684,656.50	894,885.50	10,561,209.87	880,100.82
Total Receipts	2,546,259.29	6,754,957.38	2,251,652.46	24,161,951.58	2,013,495.97
Customer Orders	815,119.66	2,227,240.77	742,413.59	7,718,365.33	643,197.11
Emergency Purchases	31,373.20	59,617.87	19,872.62	234,187.33	19,515.61
Net Adjustments	17,111.22	18,853.57	6,284.52	222,547.93	18,545.66
Net Appreciation	22,081.80	66,338.05	22,112.68	174,090.31	14,507.53
NS Parts					
Number of Parts	18,870	56,693	18,898	224,519	18,710
Parts Pieces	7,752	23,643	7,881	93,161	7,763
Parts Cost	538,781.93	1,601,911.95	533,970.65	6,213,795.36	517,816.28
Gross Sales	538,764.43	1,607,715.61	535,905.20	6,161,580.35	513,465.03
Net Sales	471,322.96	1,378,476.96	459,492.32	5,275,855.29	439,654.61
Lost Sales	363.82	3,969.77	1,323.26	11,356.09	946.34
Outstanding Orders	147,756.92	459,888.45	153,296.15	1,834,414.45	152,867.87
Receipts	403,413.04	1,141,595.24	380,531.75	4,222,453.91	351,871.16
Inventory Movement - Sales					
0 to 3 Months	2,303,807.80	6,373,042.79	2,124,347.60	24,617,331.90	2,051,444.33
4 to 6 Months	319,215.34	1,027,258.85	342,419.62	4,086,595.99	340,549.67
7 to 12 Months	369,817.75	1,089,163.40	363,054.47	4,085,122.11	340,426.84
Over 12 Months	79,016.92	210,597.23	70,199.08	579,480.31	48,290.03
New Parts No Sales	178,044.49	504,845.84	168,281.95	1,788,443.13	149,036.93
Non-Productive Parts					
Excess Stock MNS < 12	1,471,383.83	4,236,339.37	1,412,113.12	15,980,259.01	1,331,688.25
Stock MNS > 11	112,623.86	286,585.21	95,528.40	850,783.59	70,898.63
NS Parts Not Sold	460,811.41	1,371,835.16	457,278.39	5,255,856.45	437,988.04
New Obsolescence					
Stock 9 Months	34,837.10	109,391.52	36,463.84	427,050.63	35,587.55
NS Parts 2 Months	55,650.72	172,155.22	57,385.07	738,848.44	61,570.70
Early Phase In					
NS Parts With YRSL > 2	16,153.82	55,609.60	18,536.53	219,812.45	18,317.70
True Turn	7.23		7.26		7.19
Purchase to Stock Ratio					
By Number of Parts	57.54		58.62		60.03
By Piece	79.94		78.79		77.73
By Cost	66.75		66.14		67.08
Sales Closing Ratio					
By Number of Parts	99.71		99.73		99.74
By Piece	99.81		99.68		99.75
By Cost	99.90		99.80		99.83
Demand Filled from Stock Ratio					
By Number of Parts	61.99		63.94		65.08
By Piece	81.34		81.14		79.90
By Cost	69.76		70.76		72.47
NS Parts Sales Efficiency	133.55		140.83		145.92

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	JANUARY 2023	FEBRUARY 2023	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	41,072	41,014	39,897	40,258	40,460	40,875
Parts Pieces	64,703	64,742	59,410	62,891	65,686	64,680
Parts Cost	2,895,771.84	3,059,233.97	2,728,392.23	2,775,927.64	2,807,423.37	2,870,878.05
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	187,752.00	205,223.00	205,338.00	200,842.00	184,177.00	168,496.00
Gross Sales	3,038,913.94	2,747,952.67	3,103,454.28	2,521,946.43	2,723,969.45	2,797,006.48
Net Sales	2,650,094.00	2,403,225.29	2,549,861.06	2,238,626.91	2,387,348.03	2,365,293.18
Lost Sales	9,283.66	3,082.00	2,977.33	3,456.28	3,784.54	1,428.70
Outstanding Orders	963,108.96	881,494.49	836,146.74	843,086.01	715,916.10	944,631.70
Total Receipts	2,064,665.95	2,144,032.14	2,179,698.66	1,869,171.84	1,913,041.79	1,918,568.53
Customer Orders	696,963.37	715,157.74	746,939.69	648,098.85	670,927.58	565,995.93
Emergency Purchases	15,943.02	12,301.65	16,256.51	11,537.54	22,014.25	25,555.17
Net Adjustments	-17,656.82	19,399.17	10,074.15	7,691.25	-461.79	-5,291.00
Net Appreciation	21,404.03	22,852.22	3,852.67	556.61	9,507.70	52,268.56
NS Parts						
Number of Parts	19,063	18,760	18,179	18,175	18,288	18,505
Parts Pieces	8,133	7,758	6,236	7,751	7,818	7,622
Parts Cost	536,689.17	526,440.85	463,103.73	468,929.76	482,528.48	487,185.98
Gross Sales	569,536.50	499,414.68	563,010.78	521,260.51	505,103.88	490,930.88
Net Sales	461,867.35	445,286.65	465,098.01	455,871.99	444,822.34	430,855.55
Lost Sales	3,602.57	3.38	1,335.47	1,007.39	194.03	53.20
Outstanding Orders	161,513.21	150,618.32	176,110.87	181,728.00	143,191.77	153,321.72
Receipts	378,619.21	359,562.99	377,905.25	355,921.47	331,988.94	291,506.15
Inventory Movement - Sales						
0 to 3 Months	1,950,969.58	2,118,265.41	2,016,792.57	2,024,129.58	2,037,136.11	2,053,030.57
4 to 6 Months	345,459.39	362,584.12	299,196.16	295,254.99	291,299.95	312,707.33
7 to 12 Months	376,824.20	342,521.45	292,155.80	323,918.31	333,599.29	347,359.95
Over 12 Months	61,409.05	70,171.26	6,596.79	16,768.72	25,316.46	38,565.16
New Parts No Sales	161,109.62	165,691.73	113,650.91	115,856.04	120,071.56	119,215.04
Non-Productive Parts						
Excess Stock MNS < 12	1,344,226.08	1,420,729.45	1,230,150.54	1,242,560.78	1,186,974.25	1,376,365.02
Stock MNS > 11	82,235.64	91,725.71	18,519.33	38,693.57	44,028.37	65,378.69
NS Parts Not Sold	449,204.90	461,818.86	384,969.20	385,589.59	408,527.24	408,268.75
New Obsolescence						
Stock 9 Months	36,534.30	38,020.12	27,424.20	29,693.18	32,999.70	59,566.17
NS Parts 2 Months	57,695.94	58,808.56	50,759.45	56,625.15	55,772.24	47,506.93
Early Phase In						
NS Parts With YRSL > 2	22,388.86	17,066.92	28,054.61	24,067.03	19,144.34	16,372.02
True Turn	8.03	6.57	7.86	6.83	7.24	7.41
Purchase to Stock Ratio						
By Number of Parts	59.53	58.89	57.27	59.82	57.32	62.43
By Piece	78.82	77.39	77.12	71.20	76.77	80.92
By Cost	65.47	66.07	64.98	64.70	63.77	69.16
Sales Closing Ratio						
By Number of Parts	99.69	99.78	99.65	99.72	99.73	99.76
By Piece	99.40	99.85	99.81	99.85	99.70	99.83
By Cost	99.65	99.87	99.88	99.84	99.84	99.93
Demand Filled from Stock Ratio						
By Number of Parts	66.39	63.46	60.00	66.05	62.58	65.96
By Piece	82.30	79.59	80.17	71.67	77.99	83.14
By Cost	72.84	69.64	69.98	70.42	70.86	74.94
NS Parts Sales Efficiency	150.42	138.89	148.98	146.45	152.14	168.41

Sort Source: 100

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	41,183	41,660	40,901	41,098	40,522	40,707
Parts Pieces	63,685	63,078	61,301	68,238	62,545	67,583
Parts Cost	2,836,377.26	2,747,859.78	2,843,696.84	3,128,037.91	2,910,318.42	3,031,546.06
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	177,019.00	170,671.00	184,585.00	207,030.00	191,149.00	208,954.00
Gross Sales	2,499,467.14	3,084,868.44	2,879,157.47	2,690,656.85	2,548,993.22	2,643,773.33
Net Sales	2,198,177.58	2,694,035.55	2,463,639.63	2,219,481.79	2,258,766.19	2,335,544.31
Lost Sales	5,007.68	4,875.64	986.44	3,368.60	2,721.96	7,051.10
Outstanding Orders	1,066,435.02	935,657.56	757,346.61	858,237.49	895,128.58	860,114.30
Total Receipts	1,793,905.95	2,121,704.05	2,213,448.61	1,863,489.67	1,676,027.54	2,037,636.22
Customer Orders	547,159.91	705,775.21	653,958.78	566,129.13	493,146.82	639,932.35
Emergency Purchases	39,676.78	20,707.57	8,886.23	13,844.65	11,218.91	21,128.36
Net Adjustments	9,972.53	-16,257.07	-87,838.25	290,489.76	6,006.85	-617.92
Net Appreciation	2,007.64	15,281.39	8,628.57	9,300.71	3,015.51	7,185.57
NS Parts						
Number of Parts	18,511	18,809	18,804	18,886	18,827	19,021
Parts Pieces	7,459	7,861	7,392	7,819	7,703	8,093
Parts Cost	486,616.17	483,697.46	537,212.37	577,915.42	553,840.38	533,957.39
Gross Sales	468,467.46	545,506.02	490,769.71	532,171.48	448,916.59	550,738.21
Net Sales	389,133.74	480,910.73	400,236.27	432,569.33	385,068.33	477,910.05
Lost Sales	1,168.11	402.13	60.58	199.82	469.06	3,832.00
Outstanding Orders	145,105.40	147,738.49	135,307.98	169,645.71	148,101.75	150,385.18
Receipts	310,544.23	367,845.28	381,985.45	379,829.29	296,325.92	364,911.94
Inventory Movement - Sales						
0 to 3 Months	1,974,356.30	1,897,057.56	1,966,540.21	2,184,093.70	1,998,270.56	2,109,674.52
4 to 6 Months	376,524.41	364,624.48	348,439.10	369,339.00	343,992.94	357,154.94
7 to 12 Months	312,664.10	313,056.87	324,972.71	354,607.98	345,793.08	339,986.42
Over 12 Months	54,585.41	46,328.73	50,825.49	33,384.64	47,603.93	55,504.54
New Parts No Sales	118,247.04	126,792.14	152,919.33	186,612.59	174,657.91	169,225.64
Non-Productive Parts						
Excess Stock MNS < 12	1,399,040.63	1,256,707.98	1,155,422.28	1,412,871.73	1,305,762.67	1,408,214.31
Stock MNS > 11	76,947.18	67,685.67	72,985.82	54,280.20	70,171.47	74,027.42
NS Parts Not Sold	421,231.83	412,138.38	423,167.51	466,705.99	487,862.38	470,529.62
New Obsolescence						
Stock 9 Months	29,974.78	35,122.10	23,727.28	36,433.39	26,018.41	44,124.10
NS Parts 2 Months	61,096.40	47,618.63	59,397.46	103,003.60	88,735.39	46,937.42
Early Phase In						
NS Parts With YRSL > 2	21,314.48	11,649.01	17,457.10	17,325.13	18,837.95	18,035.79
True Turn	6.82	8.59	7.60	6.29	7.23	6.63
Purchase to Stock Ratio						
By Number of Parts	61.37	56.78	60.28	64.46	62.51	59.78
By Piece	76.19	77.16	79.46	82.30	75.94	76.73
By Cost	67.28	65.75	70.05	68.87	69.90	67.55
Sales Closing Ratio						
By Number of Parts	99.70	99.79	99.80	99.71	99.74	99.71
By Piece	99.72	99.78	99.85	99.72	99.73	99.74
By Cost	99.77	99.81	99.95	99.84	99.87	99.69
Demand Filled from Stock Ratio						
By Number of Parts	67.57	63.29	65.32	62.47	71.34	64.85
By Piece	79.04	79.80	81.81	84.04	81.48	75.66
By Cost	73.13	72.90	73.06	73.75	77.57	71.47
NS Parts Sales Efficiency	150.85	148.29	128.47	140.10	151.49	150.92

APRIL

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	40,894		66,057		3,304,007.40	
Active Parts	15,410	37.68	46,859	70.93	2,402,133.85	72.70
NS Parts	18,256	44.64	7,368	11.15	505,497.71	15.29
MO Parts	14	0.03	172	0.26	4,367.49	0.13
AP Parts	7,183	17.56	11,658	17.64	392,008.35	11.86
DP Parts						
SP Parts						
DEL Parts	31	0.07				
Parts With No Cost	25	0.06	3	0.00		
Parts With Negative On-Hand						
Core/Exchange	323	0.78	710	1.07	206,444.00	
Memos On File	7,758					
Parts Added	1,072	2.62	236	0.35	20,264.30	0.61
Active Parts	5	0.46	16	6.77	1,592.93	7.86
NS Parts	1,064	99.25	218	92.37	18,671.35	92.13
MO Parts						
AP Parts	3	0.27	2	0.84	0.02	0.00
DP Parts						
SP Parts						
Parts & Memos Deleted	1,373					
Inventory Movement - Sales						
0 to 3 Months	19,476	47.62	45,797	69.32	2,290,753.78	69.33
4 to 6 Months	5,571	13.62	6,683	10.11	357,140.69	10.80
7 to 12 Months	6,757	16.52	5,704	8.63	357,679.19	10.82
Over 12 Months	4,324	10.57	6,023	9.11	136,194.56	4.12
New Parts No Sales	4,766	11.65	1,850	2.80	162,239.18	4.91
Inventory Movement - Receipts						
0 to 3 Months	17,420	42.59	37,685	57.04	2,244,542.55	67.93
4 to 6 Months	7,114	17.39	10,244	15.50	409,206.56	12.38
7 to 12 Months	8,289	20.26	11,566	17.50	473,448.14	14.32
Over 12 Months	3,130	7.65	5,990	9.06	114,867.32	3.47
New Parts No Receipts	4,941	12.08	572	0.86	61,942.83	1.87
Outstanding Orders	1,472	3.59	5,692		697,914.82	
Stockorders	525	35.66	2,244	39.42	158,333.29	22.68
Supplemental Orders						
Customer Orders	268	18.20	482	8.46	44,782.85	6.41
Backorders	735	49.93	2,966	52.10	494,798.68	70.89
Stockorder Backorders	277	18.81	1,325	23.27	104,276.31	14.94
Supplemntl Backorders						
Customer Backorders	536	36.41	1,641	28.82	390,522.37	55.95
Outstanding Forced Orders						

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	8,870	21.69	30,973		2,141,795.52		21,579
Regular	7,249	81.72	25,390	81.97	1,615,298.43	75.41	17,340
No History							
Drop Ship	2	0.02	2	0.00	708.57	0.03	2
Wholesale	2,354	26.53	5,581	18.01	525,788.52	24.54	4,237
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	18	0.04	87		2,318.51		19
Return Sales	1,226	2.99	2,573		220,039.28		1,539
Regular	1,002	81.72	2,158	83.87	156,218.81	70.99	1,245
No History							
Defective	47	3.83	55	2.13	13,573.44	6.16	52
Wholesale	214	17.45	360	13.99	50,247.03	22.83	242
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	6,112	14.94	24,926		1,618,466.23		12,400
Stockorders	4,350	71.17	18,282	73.34	1,079,858.53	66.72	9,366
Supplemental Orders							
Customer Orders	2,214	36.22	4,628	18.56	496,246.91	30.66	2,872
Emergency Purchases	37	0.60	50	0.20	9,767.80	0.60	40
Other Receipts	79	1.29	1,966	7.88	32,592.99	2.01	122
Overages							
Net Adjustments	121	0.29	1,060		-15,825.05		136
Plus	53	43.80	697	65.75	24,130.56		61
Minus	68	56.19	363	34.24	-39,955.61		75
Factory Returns							
Net Appreciation	3,887	9.50	8,739	13.22	38,188.07		6,443
Positive	2,340	60.20	6,105	69.85	47,477.31		3,772
Negative	1,547	39.79	2,634	30.14	-9,289.24		2,671
Parts Updated With Cost	52	0.12					52
Parts With Comments	137						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			633		64,813.10		472
Lost Sales							
Return Sales			77		14,090.29		52

Sort Source: 100

	APRIL 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	40,894	164,208	41,052	491,614	40,968
Parts Pieces	66,057	261,398	65,350	778,194	64,850
Parts Cost	3,304,007.40	12,508,915.51	3,127,228.88	35,685,053.20	2,973,754.43
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	206,444.00	831,699.00	207,924.75	2,323,780.00	193,648.33
Gross Sales	2,141,795.52	11,150,556.54	2,787,639.14	33,018,448.92	2,751,537.41
Net Sales	1,921,756.24	9,780,846.57	2,445,211.64	28,703,132.83	2,391,927.74
Lost Sales	2,318.51	17,301.43	4,325.36	46,526.09	3,877.17
Outstanding Orders	697,914.82	3,382,571.32	845,642.83	10,416,038.68	868,003.22
Total Receipts	1,618,466.23	8,373,423.61	2,093,355.90	23,911,245.97	1,992,603.83
Customer Orders	496,246.91	2,723,487.68	680,871.92	7,566,513.39	630,542.78
Emergency Purchases	9,767.80	69,385.67	17,346.42	232,417.59	19,368.13
Net Adjustments	-15,825.05	3,028.52	757.13	199,031.63	16,585.97
Net Appreciation	38,188.07	104,526.12	26,131.53	211,721.77	17,643.48
NS Parts					
Number of Parts	18,256	74,949	18,737	224,600	18,717
Parts Pieces	7,368	31,011	7,753	92,778	7,732
Parts Cost	505,497.71	2,107,409.66	526,852.42	6,250,363.31	520,863.61
Gross Sales	390,347.50	1,998,063.11	499,515.78	6,030,667.34	502,555.61
Net Sales	351,780.27	1,730,257.23	432,564.31	5,171,763.57	430,980.30
Lost Sales	407.84	4,377.61	1,094.40	10,756.54	896.38
Outstanding Orders	115,858.76	575,747.21	143,936.80	1,768,545.21	147,378.77
Receipts	255,856.98	1,397,452.22	349,363.06	4,122,389.42	343,532.45
Inventory Movement - Sales					
0 to 3 Months	2,290,753.78	8,663,796.57	2,165,949.14	24,883,956.10	2,073,663.01
4 to 6 Months	357,140.69	1,384,399.54	346,099.89	4,148,481.69	345,706.81
7 to 12 Months	357,679.19	1,446,842.59	361,710.65	4,118,882.99	343,240.25
Over 12 Months	136,194.56	346,791.79	86,697.95	698,906.15	58,242.18
New Parts No Sales	162,239.18	667,085.02	166,771.26	1,834,826.27	152,902.19
Non-Productive Parts					
Excess Stock MNS < 12	1,451,869.88	5,688,209.25	1,422,052.31	16,189,568.11	1,349,130.68
Stock MNS > 11	151,537.98	438,123.20	109,530.80	963,628.01	80,302.33
NS Parts Not Sold	450,262.28	1,822,097.44	455,524.36	5,320,529.14	443,377.43
New Obsolescence					
Stock 9 Months	30,627.27	140,018.79	35,004.70	427,984.72	35,665.39
NS Parts 2 Months	60,402.61	232,557.83	58,139.46	742,625.90	61,885.49
Early Phase In					
NS Parts With YRSL > 2	13,234.13	68,843.73	17,210.93	208,979.55	17,414.96
True Turn	5.14		6.70		7.03
Purchase to Stock Ratio					
By Number of Parts	63.17		59.54		60.26
By Piece	81.23		79.26		78.54
By Cost	68.73		66.64		67.38
Sales Closing Ratio					
By Number of Parts	99.76		99.73		99.74
By Piece	99.69		99.68		99.74
By Cost	99.87		99.82		99.83
Demand Filled from Stock Ratio					
By Number of Parts	70.38		65.33		65.37
By Piece	83.27		81.55		80.78
By Cost	73.58		71.31		72.71
NS Parts Sales Efficiency	152.56		142.97		146.29

Sort Source: 100

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	41,072	41,014	41,228	40,258	40,460	40,875
Parts Pieces	64,703	64,742	65,896	62,891	65,686	64,680
Parts Cost	2,895,771.84	3,059,233.97	3,249,902.30	2,775,927.64	2,807,423.37	2,870,878.05
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	187,752.00	205,223.00	232,280.00	200,842.00	184,177.00	168,496.00
Gross Sales	3,038,913.94	2,747,952.67	3,221,894.41	2,521,946.43	2,723,969.45	2,797,006.48
Net Sales	2,650,094.00	2,403,225.29	2,805,771.04	2,238,626.91	2,387,348.03	2,365,293.18
Lost Sales	9,283.66	3,082.00	2,617.26	3,456.28	3,784.54	1,428.70
Outstanding Orders	963,108.96	881,494.49	840,053.05	843,086.01	715,916.10	944,631.70
Total Receipts	2,064,665.95	2,144,032.14	2,546,259.29	1,869,171.84	1,913,041.79	1,918,568.53
Customer Orders	696,963.37	715,157.74	815,119.66	648,098.85	670,927.58	565,995.93
Emergency Purchases	15,943.02	12,301.65	31,373.20	11,537.54	22,014.25	25,555.17
Net Adjustments	-17,656.82	19,399.17	17,111.22	7,691.25	-461.79	-5,291.00
Net Appreciation	21,404.03	22,852.22	22,081.80	556.61	9,507.70	52,268.56
NS Parts						
Number of Parts	19,063	18,760	18,870	18,175	18,288	18,505
Parts Pieces	8,133	7,758	7,752	7,751	7,818	7,622
Parts Cost	536,689.17	526,440.85	538,781.93	468,929.76	482,528.48	487,185.98
Gross Sales	569,536.50	499,414.68	538,764.43	521,260.51	505,103.88	490,930.88
Net Sales	461,867.35	445,286.65	471,322.96	455,871.99	444,822.34	430,855.55
Lost Sales	3,602.57	3.38	363.82	1,007.39	194.03	53.20
Outstanding Orders	161,513.21	150,618.32	147,756.92	181,728.00	143,191.77	153,321.72
Receipts	378,619.21	359,562.99	403,413.04	355,921.47	331,988.94	291,506.15
Inventory Movement - Sales						
0 to 3 Months	1,950,969.58	2,118,265.41	2,303,807.80	2,024,129.58	2,037,136.11	2,053,030.57
4 to 6 Months	345,459.39	362,584.12	319,215.34	295,254.99	291,299.95	312,707.33
7 to 12 Months	376,824.20	342,521.45	369,817.75	323,918.31	333,599.29	347,359.95
Over 12 Months	61,409.05	70,171.26	79,016.92	16,768.72	25,316.46	38,565.16
New Parts No Sales	161,109.62	165,691.73	178,044.49	115,856.04	120,071.56	119,215.04
Non-Productive Parts						
Excess Stock MNS < 12	1,344,226.08	1,420,729.45	1,471,383.83	1,242,560.78	1,186,974.25	1,376,365.02
Stock MNS > 11	82,235.64	91,725.71	112,623.86	38,693.57	44,028.37	65,378.69
NS Parts Not Sold	449,204.90	461,818.86	460,811.41	385,589.59	408,527.24	408,268.75
New Obsolescence						
Stock 9 Months	36,534.30	38,020.12	34,837.10	29,693.18	32,999.70	59,566.17
NS Parts 2 Months	57,695.94	58,808.56	55,650.72	56,625.15	55,772.24	47,506.93
Early Phase In						
NS Parts With YRSL > 2	22,388.86	17,066.92	16,153.82	24,067.03	19,144.34	16,372.02
True Turn	8.03	6.57	7.23	6.83	7.24	7.41
Purchase to Stock Ratio						
By Number of Parts	59.53	58.89	57.54	59.82	57.32	62.43
By Piece	78.82	77.39	79.94	71.20	76.77	80.92
By Cost	65.47	66.07	66.75	64.70	63.77	69.16
Sales Closing Ratio						
By Number of Parts	99.69	99.78	99.71	99.72	99.73	99.76
By Piece	99.40	99.85	99.81	99.85	99.70	99.83
By Cost	99.65	99.87	99.90	99.84	99.84	99.93
Demand Filled from Stock Ratio						
By Number of Parts	66.39	63.46	61.99	66.05	62.58	65.96
By Piece	82.30	79.59	81.34	71.67	77.99	83.14
By Cost	72.84	69.64	69.76	70.42	70.86	74.94
NS Parts Sales Efficiency	150.42	138.89	133.55	146.45	152.14	168.41

Sort Source: 100

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	41,183	41,660	40,901	41,098	40,522	40,707
Parts Pieces	63,685	63,078	61,301	68,238	62,545	67,583
Parts Cost	2,836,377.26	2,747,859.78	2,843,696.84	3,128,037.91	2,910,318.42	3,031,546.06
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	177,019.00	170,671.00	184,585.00	207,030.00	191,149.00	208,954.00
Gross Sales	2,499,467.14	3,084,868.44	2,879,157.47	2,690,656.85	2,548,993.22	2,643,773.33
Net Sales	2,198,177.58	2,694,035.55	2,463,639.63	2,219,481.79	2,258,766.19	2,335,544.31
Lost Sales	5,007.68	4,875.64	986.44	3,368.60	2,721.96	7,051.10
Outstanding Orders	1,066,435.02	935,657.56	757,346.61	858,237.49	895,128.58	860,114.30
Total Receipts	1,793,905.95	2,121,704.05	2,213,448.61	1,863,489.67	1,676,027.54	2,037,636.22
Customer Orders	547,159.91	705,775.21	653,958.78	566,129.13	493,146.82	639,932.35
Emergency Purchases	39,676.78	20,707.57	8,886.23	13,844.65	11,218.91	21,128.36
Net Adjustments	9,972.53	-16,257.07	-87,838.25	290,489.76	6,006.85	-617.92
Net Appreciation	2,007.64	15,281.39	8,628.57	9,300.71	3,015.51	7,185.57
NS Parts						
Number of Parts	18,511	18,809	18,804	18,886	18,827	19,021
Parts Pieces	7,459	7,861	7,392	7,819	7,703	8,093
Parts Cost	486,616.17	483,697.46	537,212.37	577,915.42	553,840.38	533,957.39
Gross Sales	468,467.46	545,506.02	490,769.71	532,171.48	448,916.59	550,738.21
Net Sales	389,133.74	480,910.73	400,236.27	432,569.33	385,068.33	477,910.05
Lost Sales	1,168.11	402.13	60.58	199.82	469.06	3,832.00
Outstanding Orders	145,105.40	147,738.49	135,307.98	169,645.71	148,101.75	150,385.18
Receipts	310,544.23	367,845.28	381,985.45	379,829.29	296,325.92	364,911.94
Inventory Movement - Sales						
0 to 3 Months	1,974,356.30	1,897,057.56	1,966,540.21	2,184,093.70	1,998,270.56	2,109,674.52
4 to 6 Months	376,524.41	364,624.48	348,439.10	369,339.00	343,992.94	357,154.94
7 to 12 Months	312,664.10	313,056.87	324,972.71	354,607.98	345,793.08	339,986.42
Over 12 Months	54,585.41	46,328.73	50,825.49	33,384.64	47,603.93	55,504.54
New Parts No Sales	118,247.04	126,792.14	152,919.33	186,612.59	174,657.91	169,225.64
Non-Productive Parts						
Excess Stock MNS < 12	1,399,040.63	1,256,707.98	1,155,422.28	1,412,871.73	1,305,762.67	1,408,214.31
Stock MNS > 11	76,947.18	67,685.67	72,985.82	54,280.20	70,171.47	74,027.42
NS Parts Not Sold	421,231.83	412,138.38	423,167.51	466,705.99	487,862.38	470,529.62
New Obsolescence						
Stock 9 Months	29,974.78	35,122.10	23,727.28	36,433.39	26,018.41	44,124.10
NS Parts 2 Months	61,096.40	47,618.63	59,397.46	103,003.60	88,735.39	46,937.42
Early Phase In						
NS Parts With YRSL > 2	21,314.48	11,649.01	17,457.10	17,325.13	18,837.95	18,035.79
True Turn	6.82	8.59	7.60	6.29	7.23	6.63
Purchase to Stock Ratio						
By Number of Parts	61.37	56.78	60.28	64.46	62.51	59.78
By Piece	76.19	77.16	79.46	82.30	75.94	76.73
By Cost	67.28	65.75	70.05	68.87	69.90	67.55
Sales Closing Ratio						
By Number of Parts	99.70	99.79	99.80	99.71	99.74	99.71
By Piece	99.72	99.78	99.85	99.72	99.73	99.74
By Cost	99.77	99.81	99.95	99.84	99.87	99.69
Demand Filled from Stock Ratio						
By Number of Parts	67.57	63.29	65.32	62.47	71.34	64.85
By Piece	79.04	79.80	81.81	84.04	81.48	75.66
By Cost	73.13	72.90	73.06	73.75	77.57	71.47
NS Parts Sales Efficiency	150.85	148.29	128.47	140.10	151.49	150.92