

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	11,988		24,949		1,037,484.09	
Active Parts	3,839	32.02	20,082	80.49	757,381.85	73.00
NS Parts	7,012	58.49	2,765	11.08	180,974.61	17.44
MO Parts	1	0.00	3	0.01	101.97	0.00
AP Parts	1,112	9.27	2,005	8.03	96,698.31	9.32
DP Parts	20	0.16	94	0.37	2,327.35	0.22
SP Parts						
DEL Parts	4	0.03				
Parts With No Cost	1	0.00				
Parts With Negative On-Hand						
Core/Exchange	149	1.24	219	0.87	62,450.00	
Memos On File	3,679					
Parts Added	694	5.78	174	0.69	16,778.93	1.61
Active Parts	52	7.49	34	19.54	2,473.66	14.74
NS Parts	642	92.50	140	80.45	14,305.27	85.25
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	321					
Inventory Movement - Sales						
0 to 3 Months	4,924	41.07	18,174	72.84	673,126.46	64.88
4 to 6 Months	2,032	16.95	1,947	7.80	120,599.85	11.62
7 to 12 Months	1,719	14.33	2,494	9.99	120,325.18	11.59
Over 12 Months	452	3.77	1,060	4.24	52,062.83	5.01
New Parts No Sales	2,861	23.86	1,274	5.10	71,369.77	6.87
Inventory Movement - Receipts						
0 to 3 Months	3,985	33.24	16,294	65.30	656,597.10	63.28
4 to 6 Months	1,737	14.48	2,280	9.13	143,166.05	13.79
7 to 12 Months	1,937	16.15	2,813	11.27	157,383.32	15.16
Over 12 Months	932	7.77	3,477	13.93	72,292.13	6.96
New Parts No Receipts	3,397	28.33	85	0.34	8,045.49	0.77
Outstanding Orders	719	5.99	2,672		259,471.72	
Stockorders	471	65.50	1,820	68.11	175,189.82	67.51
Supplemental Orders						
Customer Orders	48	6.67	254	9.50	21,421.00	8.25
Backorders	251	34.90	598	22.38	62,860.90	24.22
Stockorder Backorders	247	34.35	594	22.23	62,150.10	23.95
Supplemntl Backorders						
Customer Backorders	4	0.55	4	0.14	710.80	0.27
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	2,048	17.08	20,857		608,812.25		8,982
Regular	2,048	100.00	20,857	100.00	608,812.25	100.00	8,982
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	304	2.53	426		78,949.23		325
Return Sales	422	3.52	1,132		72,128.25		592
Regular	422	100.00	1,132	100.00	72,128.25	100.00	592
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,404	11.71	12,289		482,359.09		2,043
Stockorders	1,302	92.73	8,985	73.11	413,109.38	85.64	1,876
Supplemental Orders							
Customer Orders	5	0.35	19	0.15	1,301.15	0.26	5
Emergency Purchases	59	4.20	88	0.71	7,304.85	1.51	61
Other Receipts	85	6.05	3,197	26.01	60,643.71	12.57	101
Overages							
Net Adjustments	104	0.86	6,804		28,591.49		144
Plus	49	47.11	6,626	97.38	38,578.46		76
Minus	55	52.88	178	2.61	-9,986.97		68
Factory Returns	173	1.44	318		-7,996.30		173
Net Appreciation	47	0.39	463	1.85	1,071.40		106
Positive	25	53.19	390	84.23	2,094.83		72
Negative	22	46.80	73	15.76	-1,023.43		34
Parts Updated With Cost	6	0.05					6
Parts With Comments	8						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales			4		0.04		4
Parts Not On File, But Sold							
Gross Sales			427		30,863.46		362
Lost Sales							
Return Sales			22		4,574.40		16

Grand Total

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	11,988	54,596	10,919	115,012	9,584
Parts Pieces	24,949	118,113	23,623	285,395	23,783
Parts Cost	1,037,484.09	4,999,087.36	999,817.47	11,382,049.08	948,504.09
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	62,450.00	270,880.00	54,176.00	525,535.00	43,794.58
Gross Sales	608,812.25	2,980,685.43	596,137.09	7,042,914.52	586,909.54
Net Sales	536,684.00	2,654,729.05	530,945.81	6,340,495.29	528,374.61
Lost Sales	78,949.23	398,133.91	79,626.78	921,253.95	76,771.16
Outstanding Orders	259,471.72	1,104,766.51	220,953.30	3,329,426.09	277,452.17
Total Receipts	482,359.09	2,407,717.11	481,543.42	5,846,171.61	487,180.97
Customer Orders	1,301.15	16,650.14	3,330.03	1,153,728.81	96,144.07
Emergency Purchases	7,304.85	57,083.07	11,416.61	207,871.74	17,322.65
Net Adjustments	28,591.49	116,309.41	23,261.88	333,428.07	27,785.67
Net Appreciation	1,071.40	24,274.86	4,854.97	67,457.42	5,621.45
NS Parts					
Number of Parts	7,012	30,006	6,001	55,560	4,630
Parts Pieces	2,765	14,587	2,917	32,585	2,715
Parts Cost	180,974.61	999,970.64	199,994.13	2,296,205.31	191,350.44
Gross Sales	169,160.13	825,926.15	165,185.23	1,872,291.81	156,024.32
Net Sales	144,762.98	717,764.29	143,552.86	1,643,842.43	136,986.87
Lost Sales	54,308.76	258,994.76	51,798.95	621,060.44	51,755.04
Outstanding Orders	97,358.54	422,162.42	84,432.48	1,108,637.53	92,386.46
Receipts	135,245.12	707,741.47	141,548.29	1,636,338.57	136,361.55
Inventory Movement - Sales					
0 to 3 Months	673,126.46	3,160,450.74	632,090.15	7,201,099.10	600,091.59
4 to 6 Months	120,599.85	589,035.44	117,807.09	1,357,967.32	113,163.94
7 to 12 Months	120,325.18	612,813.60	122,562.72	1,373,137.61	114,428.13
Over 12 Months	52,062.83	262,920.77	52,584.15	547,484.82	45,623.74
New Parts No Sales	71,369.77	373,866.81	74,773.36	902,360.23	75,196.69
Non-Productive Parts					
Excess Stock MNS < 12	284,160.30	1,343,499.82	268,699.96	3,210,867.01	267,572.25
Stock MNS > 11	63,228.37	301,342.83	60,268.57	615,812.41	51,317.70
NS Parts Not Sold	148,126.31	773,204.18	154,640.84	1,818,870.19	151,572.52
New Obsolescence					
Stock 9 Months	19,575.06	74,970.57	14,994.11	174,796.84	14,566.40
NS Parts 2 Months	28,065.58	120,516.65	24,103.33	306,619.11	25,551.59
Early Phase In					
NS Parts With YRSL > 2	9,626.64	116,899.63	23,379.93	210,536.95	17,544.75
True Turn	6.11		6.20		5.25
Purchase to Stock Ratio					
By Number of Parts	95.44		94.77		70.57
By Piece	99.12		99.09		91.10
By Cost	98.21		96.93		76.70
Sales Closing Ratio					
By Number of Parts	84.24		84.67		84.35
By Piece	97.88		97.86		97.91
By Cost	87.17		86.95		87.31
Demand Filled from Stock Ratio					
By Number of Parts	80.93		80.76		62.24
By Piece	97.35		97.29		92.47
By Cost	85.77		84.54		68.56
NS Parts Sales Efficiency	125.07		116.69		114.41

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
Number of Parts	9,666	10,254	11,070	11,618	12,388	12,863
Parts Pieces	22,749	21,355	23,682	25,378	24,038	24,174
Parts Cost	956,727.76	957,334.51	1,001,296.15	1,046,244.85	822,812.99	831,869.49
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	36,690.00	56,500.00	55,475.00	59,765.00	29,695.00	29,910.00
Gross Sales	636,031.42	523,014.10	661,185.54	551,642.12	521,403.51	561,702.71
Net Sales	564,917.96	467,523.42	595,635.83	489,967.84	473,677.60	507,871.38
Lost Sales	105,113.91	78,994.69	72,724.75	62,351.33	64,892.19	88,942.57
Outstanding Orders	198,465.84	197,508.90	232,161.00	217,159.05	303,636.20	328,876.78
Total Receipts	445,380.61	422,465.03	579,773.59	477,738.79	428,477.11	468,290.53
Customer Orders	5,070.30	847.00	399.60	9,032.09	176,297.16	171,415.95
Emergency Purchases	21,348.45	8,795.10	15,662.34	3,972.33	16,911.61	24,871.51
Net Adjustments	27,867.66	15,665.66	19,896.95	24,287.65	25,468.24	33,963.11
Net Appreciation	2,126.19	415.92	21,065.51	-404.16	-7.92	1,464.70
NS Parts						
Number of Parts	4,606	5,127	5,840	7,421	7,369	7,949
Parts Pieces	2,229	2,345	2,478	4,770	2,180	2,401
Parts Cost	176,795.89	174,732.82	182,398.38	285,068.94	171,299.40	182,366.01
Gross Sales	175,124.93	137,784.47	179,540.50	164,316.12	143,486.57	135,427.43
Net Sales	150,330.78	124,005.43	159,139.56	139,525.54	129,949.68	122,018.57
Lost Sales	62,329.55	53,369.00	47,089.40	41,898.05	42,095.14	59,495.86
Outstanding Orders	82,510.48	66,405.58	71,801.63	104,086.19	79,548.51	84,386.07
Receipts	130,689.51	135,869.42	170,851.89	135,085.53	123,029.49	129,249.85
Inventory Movement - Sales						
0 to 3 Months	601,852.87	579,589.63	627,144.23	678,737.55	516,911.73	546,783.55
4 to 6 Months	109,604.36	117,863.48	120,244.11	120,723.64	102,470.25	100,524.00
7 to 12 Months	116,793.77	125,742.80	128,715.04	121,236.81	89,506.89	87,879.92
Over 12 Months	47,564.39	55,266.29	52,088.30	55,938.96	29,578.85	19,631.50
New Parts No Sales	80,912.37	78,872.31	73,104.47	69,607.89	84,345.27	77,050.52
Non-Productive Parts						
Excess Stock MNS < 12	266,111.22	263,584.06	298,442.85	231,201.39	246,971.47	255,449.61
Stock MNS > 11	52,328.27	64,513.18	61,057.85	60,215.16	34,999.30	22,455.51
NS Parts Not Sold	148,496.36	146,002.13	137,133.66	193,445.72	133,295.25	142,540.78
New Obsolescence						
Stock 9 Months	12,221.29	18,423.11	15,534.32	9,216.79	13,772.32	16,794.67
NS Parts 2 Months	22,516.03	18,733.81	14,024.38	37,176.85	16,740.31	34,659.20
Early Phase In						
NS Parts With YRSL > 2	8,174.05	5,070.03	8,489.65	85,539.26	12,296.68	13,103.06
True Turn	6.75	5.74	6.95	5.47	4.09	4.49
Purchase to Stock Ratio						
By Number of Parts	93.33	94.62	95.90	94.37	44.49	45.66
By Piece	98.83	99.03	99.29	99.11	78.54	83.08
By Cost	94.06	97.71	97.22	97.27	54.90	58.08
Sales Closing Ratio						
By Number of Parts	85.65	82.02	86.26	85.08	83.45	83.41
By Piece	98.26	97.14	98.07	97.87	97.98	97.78
By Cost	84.31	85.54	89.11	88.71	87.95	85.09
Demand Filled from Stock Ratio						
By Number of Parts	80.88	78.17	82.81	80.88	44.18	43.53
By Piece	97.56	96.59	97.57	97.28	84.46	87.98
By Cost	80.36	83.78	86.71	86.35	52.07	52.20
NS Parts Sales Efficiency	134.00	101.40	105.08	121.63	116.62	104.77

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	8,631	6,367	7,120	7,835	8,481	9,119
Parts Pieces	24,156	23,976	24,629	23,594	23,286	23,467
Parts Cost	865,656.17	879,095.67	889,144.62	929,347.10	979,018.97	1,008,829.70
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	29,940.00	32,140.00	36,130.00	35,140.00	48,115.00	43,280.00
Gross Sales	552,689.30	623,456.19	582,384.25	575,730.15	557,854.51	608,411.98
Net Sales	516,563.26	570,440.52	534,359.55	513,072.81	495,869.22	547,589.50
Lost Sales	85,338.80	83,011.75	94,277.18	53,759.86	41,009.36	76,780.52
Outstanding Orders	320,336.01	325,732.51	320,947.32	347,851.40	314,096.68	266,818.88
Total Receipts	477,429.23	520,956.65	494,205.75	459,786.70	494,906.11	522,879.53
Customer Orders	213,133.48	202,472.18	202,257.56	243,247.77	91,093.53	13,458.20
Emergency Purchases	24,549.87	23,548.07	26,450.51	14,958.87	16,185.40	20,224.44
Net Adjustments	41,029.51	31,570.52	28,501.38	31,267.00	27,414.88	23,372.26
Net Appreciation	9,559.49	1,976.39	-1,252.65	31,945.22	-1,060.14	549.55
NS Parts						
Number of Parts	3,581	1,414	2,188	2,862	3,511	4,049
Parts Pieces	2,400	2,769	3,281	2,501	2,441	2,205
Parts Cost	185,126.85	191,782.57	179,275.36	186,012.58	182,355.45	189,315.85
Gross Sales	130,024.69	153,506.20	155,601.65	161,776.12	153,976.72	156,052.85
Net Sales	119,022.47	139,746.30	135,689.10	137,425.76	133,389.60	138,786.34
Lost Sales	61,332.90	53,027.55	66,491.52	38,764.80	31,623.27	51,329.78
Outstanding Orders	82,716.16	115,947.89	92,885.53	121,316.60	95,834.10	93,388.76
Receipts	120,018.10	131,962.51	132,228.04	145,854.74	134,734.26	134,549.60
Inventory Movement - Sales						
0 to 3 Months	542,586.97	554,211.56	562,810.52	565,447.42	619,691.22	649,117.12
4 to 6 Months	116,824.46	123,720.98	111,078.58	104,670.71	104,617.87	107,495.28
7 to 12 Months	95,427.68	89,962.77	104,962.85	126,712.23	126,178.38	129,200.18
Over 12 Months	28,118.77	32,554.88	43,991.87	58,268.74	55,389.93	46,608.36
New Parts No Sales	82,698.29	78,645.48	66,300.80	74,248.00	73,141.57	76,408.76
Non-Productive Parts						
Excess Stock MNS < 12	239,228.16	228,955.87	254,889.15	267,832.26	299,627.02	321,385.12
Stock MNS > 11	32,297.58	36,842.55	47,106.37	57,966.55	61,356.36	56,444.66
NS Parts Not Sold	149,948.12	148,682.44	141,936.95	148,393.64	153,682.58	160,481.50
New Obsolescence						
Stock 9 Months	10,310.07	13,537.70	12,711.05	9,305.32	15,985.86	21,181.60
NS Parts 2 Months	25,970.69	21,379.36	23,632.86	25,726.15	29,893.02	24,841.18
Early Phase In						
NS Parts With YRSL > 2	15,441.71	19,863.37	19,151.80	7,739.17	9,460.28	8,877.93
True Turn	3.87	4.70	4.13	3.29	4.76	6.11
Purchase to Stock Ratio						
By Number of Parts	41.17	40.35	42.72	41.15	78.55	92.15
By Piece	82.40	84.97	84.80	73.85	92.45	98.79
By Cost	50.21	56.61	53.72	43.84	78.32	93.55
Sales Closing Ratio						
By Number of Parts	82.90	83.83	82.52	83.82	88.28	84.35
By Piece	97.98	97.93	97.81	97.90	98.33	97.89
By Cost	85.82	87.29	85.00	90.51	92.36	87.70
Demand Filled from Stock Ratio						
By Number of Parts	37.65	39.14	39.93	38.04	73.09	78.12
By Piece	87.34	88.10	88.47	84.19	93.98	97.15
By Cost	46.33	52.70	48.62	44.96	72.37	82.30
NS Parts Sales Efficiency	108.33	116.32	117.67	110.91	114.28	115.98