

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	19,651		40,750		448,065.88	
Active Parts	2,899	14.75	21,011	51.56	301,152.46	67.21
NS Parts	14,010	71.29	805	1.97	23,266.02	5.19
MO Parts	60	0.30	16,592	40.71	28,904.19	6.45
AP Parts	2,539	12.92	2,074	5.08	91,203.37	20.35
DP Parts	133	0.67	268	0.65	3,539.84	0.79
SP Parts						
DEL Parts	10	0.05				
Parts With No Cost	131	0.66				
Parts With Negative On-Hand						
Core/Exchange	17	0.08	19	0.04	5,370.00	
Memos On File	3,558					
Parts Added	1,135	5.77	161	0.39	5,154.42	1.15
Active Parts	6	0.52	42	26.08	731.84	14.19
NS Parts	1,129	99.47	119	73.91	4,422.58	85.80
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1,728					
Inventory Movement - Sales						
0 to 3 Months	6,802	34.61	37,594	92.25	317,515.84	70.86
4 to 6 Months	2,498	12.71	1,236	3.03	45,472.20	10.14
7 to 12 Months	3,501	17.81	1,417	3.47	67,959.55	15.16
Over 12 Months	1,267	6.44	70	0.17	3,937.57	0.87
New Parts No Sales	5,583	28.41	433	1.06	13,180.72	2.94
Inventory Movement - Receipts						
0 to 3 Months	6,334	32.23	35,042	85.99	316,399.40	70.61
4 to 6 Months	2,463	12.53	2,585	6.34	53,869.65	12.02
7 to 12 Months	3,507	17.84	1,720	4.22	59,030.54	13.17
Over 12 Months	1,525	7.76	1,343	3.29	15,589.32	3.47
New Parts No Receipts	5,822	29.62	60	0.14	3,176.97	0.70
Outstanding Orders	312	1.58	990		56,494.99	
Stockorders	55	17.62	154	15.55	2,816.01	4.98
Supplemental Orders						
Customer Orders	65	20.83	76	7.67	6,119.75	10.83
Backorders	201	64.42	760	76.76	47,559.23	84.18
Stockorder Backorders	65	20.83	293	29.59	11,506.01	20.36
Supplemntl Backorders						
Customer Backorders	151	48.39	467	47.17	36,053.22	63.81
Outstanding Forced Orders						

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	2,921	14.86	21,758		367,980.60		12,783
Regular	2,921	100.00	21,758	100.00	367,980.60	100.00	12,783
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	244	1.24	282		31,417.36		250
Return Sales	661	3.36	3,237		65,944.95		1,076
Regular	661	100.00	3,237	100.00	65,944.95	100.00	1,076
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,455	12.49	84,479		375,611.57		3,634
Stockorders	1,195	48.67	80,323	95.08	212,717.18	56.63	2,071
Supplemental Orders							
Customer Orders	1,398	56.94	3,781	4.47	155,990.17	41.52	1,526
Emergency Purchases	19	0.77	23	0.02	1,520.66	0.40	22
Other Receipts	15	0.61	352	0.41	5,383.56	1.43	15
Overages							
Net Adjustments	24	0.12	61,480		-1,357.93		37
Plus	5	20.83	6	0.00	1,311.30		15
Minus	19	79.16	61,474	99.99	-2,669.23		22
Factory Returns	271	1.37	610		-36,265.94		271
Net Appreciation	4	0.02	8	0.01	-132.26		17
Positive	1	25.00	5	62.50	4.00		8
Negative	3	75.00	3	37.50	-136.26		9
Parts Updated With Cost	21	0.10					21
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			249		21,579.58		202
Lost Sales							
Return Sales			35		3,833.46		24

Sort Source: 120

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	454		262		45,301.32	
Active Parts	63	13.87	178	67.93	29,572.96	65.28
NS Parts	179	39.42	23	8.77	3,401.00	7.50
MO Parts	156	34.36	10	3.81	2,660.04	5.87
AP Parts	53	11.67	51	19.46	9,667.32	21.34
DP Parts	3	0.66				
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	1					
Parts Added	20	4.40				
Active Parts						
NS Parts	18	90.00				
MO Parts						
AP Parts						
DP Parts	2	10.00				
SP Parts						
Parts & Memos Deleted	12					
Inventory Movement - Sales						
0 to 3 Months	139	30.61	199	75.95	33,725.92	74.44
4 to 6 Months	66	14.53	24	9.16	3,445.32	7.60
7 to 12 Months	107	23.56	29	11.06	5,378.72	11.87
Over 12 Months	26	5.72	4	1.52	1,591.36	3.51
New Parts No Sales	116	25.55	6	2.29	1,160.00	2.56
Inventory Movement - Receipts						
0 to 3 Months	119	26.21	199	75.95	33,391.92	73.71
4 to 6 Months	81	17.84	47	17.93	8,125.32	17.93
7 to 12 Months	113	24.88	10	3.81	1,880.72	4.15
Over 12 Months	29	6.38	6	2.29	1,903.36	4.20
New Parts No Receipts	112	24.66				
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 120

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	60	13.21	208		34,436.14		85
Regular	60	100.00	208	100.00	34,436.14	100.00	85
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	4	0.88	7		1,543.00		4
Return Sales	8	1.76	19		3,903.65		9
Regular	8	100.00	19	100.00	3,903.65	100.00	9
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	53	11.67	193		33,279.06		74
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	53	100.00	193	100.00	33,279.06	100.00	74
Overages							
Net Adjustments	5	1.10	13		-1,695.49		5
Plus							
Minus	5	100.00	13	100.00	-1,695.49		5
Factory Returns	3	0.66	9		-882.41		3
Net Appreciation							5
Positive							2
Negative							3
Parts Updated With Cost	5	1.10					5
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			58		7,183.18		17
Lost Sales							
Return Sales			6		782.94		2

Sort Source: 140

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	6		7,541		26,222.96	
Active Parts	6	100.00	7,541	100.00	26,222.96	100.00
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
DEL Parts						

Parts With No Cost

Parts With Negative On-Hand

Core/Exchange

Memos On File 8

Parts Added
 Active Parts
 NS Parts
 MO Parts
 AP Parts
 DP Parts
 SP Parts

Parts & Memos Deleted

Inventory Movement - Sales	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
0 to 3 Months	6	100.00	7,541	100.00	26,222.96	100.00
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Sales						

Inventory Movement - Receipts	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
0 to 3 Months	5	83.33	7,517	99.68	25,970.96	99.03
4 to 6 Months	1	16.66	24	0.31	252.00	0.96
7 to 12 Months						
Over 12 Months						
New Parts No Receipts						

Outstanding Orders	1	16.66	256		1,198.08	
Stockorders	1	100.00	256	100.00	1,198.08	100.00
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						

Outstanding Forced Orders

Sort Source: 140

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	6	100.00	10,424		36,714.20		1,865
Regular	6	100.00	10,424	100.00	36,714.20	100.00	1,865
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	6	100.00	460		1,772.28		77
Regular	6	100.00	460	100.00	1,772.28	100.00	77
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	4	66.66	9,524		34,006.88		9
Stockorders	1	25.00	100	1.04	500.00	1.47	1
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	3	75.00	9,424	98.95	33,506.88	98.52	8
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	20,111		48,553		519,590.16	
Active Parts	2,968	14.75	28,730	59.17	356,948.38	68.69
NS Parts	14,189	70.55	828	1.70	26,667.02	5.13
MO Parts	216	1.07	16,602	34.19	31,564.23	6.07
AP Parts	2,592	12.88	2,125	4.37	100,870.69	19.41
DP Parts	136	0.67	268	0.55	3,539.84	0.68
SP Parts						
DEL Parts	10	0.04				
Parts With No Cost	131	0.65				
Parts With Negative On-Hand						
Core/Exchange	17	0.08	19	0.03	5,370.00	
Memos On File	3,567					
Parts Added	1,155	5.74	161	0.33	5,154.42	0.99
Active Parts	6	0.51	42	26.08	731.84	14.19
NS Parts	1,147	99.30	119	73.91	4,422.58	85.80
MO Parts						
AP Parts						
DP Parts	2	0.17				
SP Parts						
Parts & Memos Deleted	1,740					
Inventory Movement - Sales						
0 to 3 Months	6,947	34.54	45,334	93.37	377,464.72	72.64
4 to 6 Months	2,564	12.74	1,260	2.59	48,917.52	9.41
7 to 12 Months	3,608	17.94	1,446	2.97	73,338.27	14.11
Over 12 Months	1,293	6.42	74	0.15	5,528.93	1.06
New Parts No Sales	5,699	28.33	439	0.90	14,340.72	2.76
Inventory Movement - Receipts						
0 to 3 Months	6,458	32.11	42,758	88.06	375,762.28	72.31
4 to 6 Months	2,545	12.65	2,656	5.47	62,246.97	11.98
7 to 12 Months	3,620	18.00	1,730	3.56	60,911.26	11.72
Over 12 Months	1,554	7.72	1,349	2.77	17,492.68	3.36
New Parts No Receipts	5,934	29.50	60	0.12	3,176.97	0.61
Outstanding Orders	313	1.55	1,246		57,693.07	
Stockorders	56	17.89	410	32.90	4,014.09	6.95
Supplemental Orders						
Customer Orders	65	20.76	76	6.09	6,119.75	10.60
Backorders	201	64.21	760	60.99	47,559.23	82.43
Stockorder Backorders	65	20.76	293	23.51	11,506.01	19.94
Supplemntl Backorders						
Customer Backorders	151	48.24	467	37.47	36,053.22	62.49

Outstanding Forced Orders

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	2,987	14.85	32,390		439,130.94		14,733
Regular	2,987	100.00	32,390	100.00	439,130.94	100.00	14,733
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	248	1.23	289		32,960.36		254
Return Sales	675	3.35	3,716		71,620.88		1,162
Regular	675	100.00	3,716	100.00	71,620.88	100.00	1,162
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,512	12.49	94,196		442,897.51		3,717
Stockorders	1,196	47.61	80,423	85.37	213,217.18	48.14	2,072
Supplemental Orders							
Customer Orders	1,398	55.65	3,781	4.01	155,990.17	35.22	1,526
Emergency Purchases	19	0.75	23	0.02	1,520.66	0.34	22
Other Receipts	71	2.82	9,969	10.58	72,169.50	16.29	97
Overages							
Net Adjustments	29	0.14	61,493		-3,053.42		42
Plus	5	17.24	6	0.00	1,311.30		15
Minus	24	82.75	61,487	99.99	-4,364.72		27
Factory Returns	274	1.36	619		-37,148.35		274
Net Appreciation	4	0.01	8	0.01	-132.26		22
Positive	1	25.00	5	62.50	4.00		10
Negative	3	75.00	3	37.50	-136.26		12
Parts Updated With Cost	26	0.12					26
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			307		28,762.76		219
Lost Sales							
Return Sales			41		4,616.40		26

Sort Source: 100

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	19,651	97,967	19,593	231,843	19,320
Parts Pieces	40,750	200,240	40,048	485,426	40,452
Parts Cost	448,065.88	2,260,355.81	452,071.16	5,301,975.27	441,831.27
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,370.00	25,075.00	5,015.00	54,910.00	4,575.83
Gross Sales	343,308.81	1,933,788.56	386,757.71	4,811,967.69	400,997.31
Net Sales	280,128.49	1,568,345.16	313,669.03	3,954,961.99	329,580.17
Lost Sales	31,056.99	89,437.83	17,887.57	161,481.99	13,456.83
Outstanding Orders	56,494.99	293,155.09	58,631.02	792,011.00	66,000.92
Total Receipts	347,310.32	1,774,231.43	354,846.29	4,311,669.53	359,305.79
Customer Orders	149,312.47	856,760.16	171,352.03	2,047,626.16	170,635.51
Emergency Purchases	1,484.12	8,123.23	1,624.65	19,160.36	1,596.70
Net Adjustments	-1,357.93	-8,789.56	-1,757.91	16,137.88	1,344.82
Net Appreciation	-132.26	4,814.17	962.83	11,643.98	970.33
NS Parts					
Number of Parts	14,010	71,025	14,205	162,057	13,505
Parts Pieces	805	5,861	1,172	19,365	1,614
Parts Cost	23,266.02	287,444.28	57,488.86	504,953.89	42,079.49
Gross Sales	119,493.82	632,351.93	126,470.39	1,529,461.96	127,455.16
Net Sales	101,073.72	517,076.24	103,415.25	1,253,862.08	104,488.51
Lost Sales	28,221.10	66,371.10	13,274.22	96,382.68	8,031.89
Outstanding Orders	18,756.71	133,042.59	26,608.52	329,130.63	27,427.55
Receipts	116,887.69	643,463.68	128,692.74	1,543,940.32	128,661.69
Inventory Movement - Sales					
0 to 3 Months	317,515.84	1,548,291.70	309,658.34	3,772,676.30	314,389.69
4 to 6 Months	45,472.20	271,638.47	54,327.69	631,514.16	52,626.18
7 to 12 Months	67,959.55	284,671.78	56,934.36	588,448.86	49,037.41
Over 12 Months	3,937.57	41,000.61	8,200.12	74,294.97	6,191.25
New Parts No Sales	13,180.72	114,753.25	22,950.65	235,040.98	19,586.75
Non-Productive Parts					
Excess Stock MNS < 12	144,535.82	635,699.89	127,139.98	1,655,439.55	137,953.30
Stock MNS > 11	4,238.18	48,071.13	9,614.23	99,624.09	8,302.01
NS Parts Not Sold	14,874.35	175,910.08	35,182.02	281,263.40	23,438.62
New Obsolescence					
Stock 9 Months	11,730.63	43,426.39	8,685.28	95,714.13	7,976.18
NS Parts 2 Months	2,680.59	43,247.94	8,649.59	78,805.54	6,567.13
Early Phase In					
NS Parts With YRSL > 2	356.84	26,714.52	5,342.90	56,022.68	4,668.56
True Turn	3.46		3.73		4.27
Purchase to Stock Ratio					
By Number of Parts	42.28		38.60		38.50
By Piece	95.67		88.26		86.80
By Cost	56.58		51.25		52.06
Sales Closing Ratio					
By Number of Parts	90.25		92.86		95.30
By Piece	98.58		98.89		99.30
By Cost	90.01		94.60		96.07
Demand Filled from Stock Ratio					
By Number of Parts	33.66		31.01		34.19
By Piece	78.59		79.24		83.43
By Cost	41.56		42.43		45.86
NS Parts Sales Efficiency	102.22		98.27		99.06

Sort Source: 100

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
Number of Parts	18,500	19,567	20,042	20,207	20,606	20,689
Parts Pieces	38,076	41,549	43,054	36,811	44,906	45,989
Parts Cost	471,003.94	463,487.06	468,653.65	409,145.28	465,690.75	439,651.99
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	3,945.00	4,020.00	6,295.00	5,445.00	2,335.00	5,260.00
Gross Sales	432,714.59	377,958.07	454,840.69	324,966.40	376,934.95	398,596.12
Net Sales	340,799.78	306,844.17	371,050.69	269,522.03	309,544.19	334,866.35
Lost Sales	11,855.04	17,907.48	18,647.05	9,971.27	5,902.02	7,223.37
Outstanding Orders	55,913.76	60,275.38	58,697.93	61,773.03	89,416.36	85,823.88
Total Receipts	371,896.43	339,419.02	411,038.31	304,567.35	363,418.86	354,867.34
Customer Orders	184,242.42	158,368.23	190,667.70	174,169.34	156,375.30	158,335.38
Emergency Purchases	1,336.27	648.35	1,941.15	2,713.34	208.67	466.42
Net Adjustments	-2,527.38	-271.71	-5,747.86	1,115.32	-4,740.53	4,789.13
Net Appreciation	4,510.74	42.28	465.39	-71.98	3,043.33	-1,021.37
NS Parts						
Number of Parts	13,653	14,110	14,207	15,045	14,984	14,880
Parts Pieces	971	1,029	964	2,092	1,189	700
Parts Cost	59,528.20	54,276.30	55,471.38	94,902.38	57,869.58	18,384.54
Gross Sales	133,467.90	115,964.27	139,318.87	124,107.07	128,022.69	128,481.34
Net Sales	106,723.59	91,699.41	112,493.67	105,085.85	103,372.05	106,321.67
Lost Sales	7,947.20	14,056.12	10,558.32	5,588.36	2,283.30	5,009.97
Outstanding Orders	28,573.74	33,262.49	27,716.71	24,732.94	28,506.50	31,042.29
Receipts	139,081.13	117,015.08	142,948.88	127,530.90	134,405.97	127,046.10
Inventory Movement - Sales						
0 to 3 Months	324,308.38	311,172.17	318,433.54	276,861.77	329,436.22	333,544.05
4 to 6 Months	49,585.15	62,347.27	57,832.23	56,401.62	50,995.23	50,845.68
7 to 12 Months	58,164.09	53,127.82	53,168.74	52,251.58	50,378.16	39,496.76
Over 12 Months	9,513.52	11,000.95	9,793.68	6,754.89	5,436.59	1,852.24
New Parts No Sales	29,432.80	25,838.85	29,425.46	16,875.42	29,444.55	13,913.26
Non-Productive Parts						
Excess Stock MNS < 12	132,935.11	123,061.93	124,429.47	110,737.56	172,976.51	171,220.26
Stock MNS > 11	13,550.14	14,314.38	10,055.53	5,912.90	9,355.82	2,199.69
NS Parts Not Sold	31,250.12	29,153.62	24,016.86	76,615.13	25,721.26	11,921.66
New Obsolescence						
Stock 9 Months	7,256.39	7,264.16	15,850.26	1,324.95	5,689.58	9,617.19
NS Parts 2 Months	13,714.61	12,994.63	5,031.95	8,826.16	7,921.29	1,100.86
Early Phase In						
NS Parts With YRSL > 2	824.64	688.04	558.94	24,286.06	2,974.36	1,558.61
True Turn	3.95	3.83	4.57	2.72	3.94	4.81
Purchase to Stock Ratio						
By Number of Parts	37.54	39.87	38.47	35.14	38.17	40.14
By Piece	85.51	71.56	88.85	74.91	89.19	89.04
By Cost	50.09	53.15	53.14	41.92	56.91	55.25
Sales Closing Ratio						
By Number of Parts	94.73	92.78	93.82	92.74	97.80	98.53
By Piece	99.14	98.58	99.12	98.90	99.52	99.73
By Cost	96.63	94.48	95.21	96.43	98.12	97.88
Demand Filled from Stock Ratio						
By Number of Parts	30.76	31.82	30.39	28.64	38.23	41.58
By Piece	85.59	66.01	87.32	73.77	89.31	88.87
By Cost	44.01	45.52	45.78	33.14	48.49	51.46
NS Parts Sales Efficiency	95.96	99.10	97.46	97.31	95.25	101.12

Sort Source: 100

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	20,555	20,674	18,369	18,893	17,083	17,613
Parts Pieces	41,627	40,331	40,353	39,222	38,011	39,653
Parts Cost	454,350.87	424,149.49	421,300.46	443,104.86	429,159.22	429,902.57
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,335.00	1,645.00	2,785.00	2,485.00	5,535.00	6,790.00
Gross Sales	398,408.25	450,234.99	470,538.65	397,562.03	390,764.04	372,075.05
Net Sales	332,609.20	358,036.15	388,565.10	331,033.27	333,614.42	307,892.34
Lost Sales	8,890.36	23,006.13	18,134.64	4,814.21	6,649.79	3,325.66
Outstanding Orders	95,296.07	64,570.42	56,353.93	71,810.66	60,030.03	64,970.92
Total Receipts	338,449.70	382,582.67	400,866.69	350,075.34	373,129.93	337,466.43
Customer Orders	178,457.41	187,414.80	192,470.44	150,741.79	171,592.77	151,853.41
Emergency Purchases	429.05	2,619.84	2,082.38	1,501.55	2,343.10	1,594.79
Net Adjustments	2,945.96	-462.55	6,089.15	7,073.43	2,391.43	2,100.89
Net Appreciation	5,573.00	77.72	2,230.87	-143.11	-136.43	249.13
NS Parts						
Number of Parts	14,576	12,457	13,158	11,495	11,855	12,611
Parts Pieces	960	691	743	8,869	770	771
Parts Cost	40,608.31	18,863.27	18,131.55	62,919.34	27,497.53	31,105.07
Gross Sales	124,864.50	131,440.55	144,227.21	141,961.08	116,080.38	110,054.97
Net Sales	110,025.02	106,569.07	115,366.13	117,306.12	97,705.67	83,492.16
Lost Sales	3,959.91	10,973.17	5,702.82	1,640.70	1,390.16	1,334.85
Outstanding Orders	26,032.98	26,276.19	23,067.60	32,127.44	28,843.81	28,697.73
Receipts	134,566.10	126,267.10	135,693.65	138,031.68	126,677.88	112,194.13
Inventory Movement - Sales						
0 to 3 Months	324,858.79	326,038.34	317,998.02	309,191.73	308,561.99	304,191.68
4 to 6 Months	51,053.46	42,918.45	42,457.07	54,967.24	56,433.96	61,199.83
7 to 12 Months	48,249.26	39,651.25	43,609.47	49,804.60	41,939.13	41,026.61
Over 12 Months	4,392.44	3,021.05	4,705.11	6,992.32	6,145.53	6,185.67
New Parts No Sales	25,796.92	12,520.40	12,530.79	22,148.97	16,078.61	17,298.78
Non-Productive Parts						
Excess Stock MNS < 12	168,423.73	142,555.43	136,583.68	132,949.50	131,893.98	136,113.08
Stock MNS > 11	8,574.57	3,955.31	8,257.48	14,610.31	6,723.21	7,232.39
NS Parts Not Sold	18,688.55	8,905.28	10,516.06	22,410.17	12,965.36	19,946.24
New Obsolescence						
Stock 9 Months	9,032.43	5,950.34	8,868.50	5,066.66	7,527.35	6,225.27
NS Parts 2 Months	6,321.25	1,537.81	3,241.58	10,415.44	3,080.79	9,859.87
Early Phase In						
NS Parts With YRSL > 2	887.73	272.78	490.07	25,031.39	611.09	456.49
True Turn	4.06	4.75	5.53	4.84	4.46	4.31
Purchase to Stock Ratio						
By Number of Parts	36.90	37.66	38.07	38.47	37.92	40.07
By Piece	86.77	84.51	90.02	91.14	84.33	71.22
By Cost	47.14	50.32	51.46	56.51	53.38	54.52
Sales Closing Ratio						
By Number of Parts	98.11	94.73	96.04	97.54	96.84	98.00
By Piece	99.56	99.09	99.31	99.74	99.55	99.72
By Cost	97.39	93.96	95.54	98.56	98.04	98.93
Demand Filled from Stock Ratio						
By Number of Parts	35.65	35.19	35.46	34.48	34.57	38.47
By Piece	89.13	84.40	89.69	91.80	84.78	70.18
By Cost	45.01	44.08	47.70	53.23	46.92	49.62
NS Parts Sales Efficiency	92.79	104.09	106.28	102.84	91.63	98.09

Sort Source: 120

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	454	900	180	900	75
Parts Pieces	262	510	102	510	43
Parts Cost	45,301.32	87,356.95	17,471.39	87,356.95	7,279.75
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	34,436.14	51,255.08	10,251.02	51,255.08	4,271.26
Net Sales	30,532.49	46,909.43	9,381.89	46,909.43	3,909.12
Lost Sales	1,543.00	1,915.00	383.00	1,915.00	159.58
Outstanding Orders	0.00	2,874.60	574.92	2,874.60	239.55
Total Receipts	33,279.06	50,451.80	10,090.36	50,451.80	4,204.32
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	680.00	136.00	680.00	56.67
Net Adjustments	-1,695.49	-2,283.49	-456.70	-2,283.49	-190.29
Net Appreciation	0.00	40.00	8.00	40.00	3.33
NS Parts					
Number of Parts	179	389	78	389	32
Parts Pieces	23	88	18	88	7
Parts Cost	3,401.00	14,357.50	2,871.50	14,357.50	1,196.46
Gross Sales	8,366.32	14,380.32	2,876.06	14,380.32	1,198.36
Net Sales	7,767.32	13,571.32	2,714.26	13,571.32	1,130.94
Lost Sales	500.00	872.00	174.40	872.00	72.67
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	8,603.30	15,131.48	3,026.30	15,131.48	1,260.96
Inventory Movement - Sales					
0 to 3 Months	33,725.92	65,079.48	13,015.90	65,079.48	5,423.29
4 to 6 Months	3,445.32	7,230.64	1,446.13	7,230.64	602.55
7 to 12 Months	5,378.72	9,141.44	1,828.29	9,141.44	761.79
Over 12 Months	1,591.36	3,182.72	636.54	3,182.72	265.23
New Parts No Sales	1,160.00	2,722.67	544.53	2,722.67	226.89
Non-Productive Parts					
Excess Stock MNS < 12	23,753.49	42,266.72	8,453.34	42,266.72	3,522.23
Stock MNS > 11	1,903.36	3,494.72	698.94	3,494.72	291.23
NS Parts Not Sold	2,074.00	7,799.32	1,559.86	7,799.32	649.94
New Obsolescence					
Stock 9 Months	0.00	148.72	29.74	148.72	12.39
NS Parts 2 Months	942.00	2,654.00	530.80	2,654.00	221.17
Early Phase In					
NS Parts With YRSL > 2	1,537.00	7,945.32	1,589.06	7,945.32	662.11
True Turn	8.09		6.35		6.35
Purchase to Stock Ratio					
By Number of Parts	100.00		96.49		96.49
By Piece	100.00		98.67		98.67
By Cost	100.00		98.65		98.65
Sales Closing Ratio					
By Number of Parts	92.85		94.23		94.23
By Piece	96.42		96.36		96.36
By Cost	95.18		96.07		96.07
Demand Filled from Stock Ratio					
By Number of Parts	92.85		90.38		90.38
By Piece	96.42		95.04		95.04
By Cost	95.18		94.68		94.68
NS Parts Sales Efficiency	97.24		95.03		95.03

Sort Source: 120

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
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Number of Parts	0	0	0	446	0	0
Parts Pieces	0	0	0	248	0	0
Parts Cost	0.00	0.00	0.00	42,055.63	0.00	0.00
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	16,818.94	0.00	0.00
Net Sales	0.00	0.00	0.00	16,376.94	0.00	0.00
Lost Sales	0.00	0.00	0.00	372.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	2,874.60	0.00	0.00
Total Receipts	0.00	0.00	0.00	17,172.74	0.00	0.00
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	680.00	0.00	0.00
Net Adjustments	0.00	0.00	0.00	-588.00	0.00	0.00
Net Appreciation	0.00	0.00	0.00	40.00	0.00	0.00
NS Parts						
Number of Parts	0	0	0	210	0	0
Parts Pieces	0	0	0	65	0	0
Parts Cost	0.00	0.00	0.00	10,956.50	0.00	0.00
Gross Sales	0.00	0.00	0.00	6,014.00	0.00	0.00
Net Sales	0.00	0.00	0.00	5,804.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	372.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	6,528.18	0.00	0.00
Inventory Movement - Sales						
0 to 3 Months	0.00	0.00	0.00	31,353.56	0.00	0.00
4 to 6 Months	0.00	0.00	0.00	3,785.32	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	3,762.72	0.00	0.00
Over 12 Months	0.00	0.00	0.00	1,591.36	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	1,562.67	0.00	0.00
Non-Productive Parts						
Excess Stock MNS < 12	0.00	0.00	0.00	18,513.23	0.00	0.00
Stock MNS > 11	0.00	0.00	0.00	1,591.36	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	5,725.32	0.00	0.00
New Obsolescence						
Stock 9 Months	0.00	0.00	0.00	148.72	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	1,712.00	0.00	0.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	6,408.32	0.00	0.00
True Turn	0.00	0.00	0.00	4.48	0.00	0.00
Purchase to Stock Ratio						
By Number of Parts	0.00	0.00	0.00	93.44	0.00	0.00
By Piece	0.00	0.00	0.00	96.36	0.00	0.00
By Cost	0.00	0.00	0.00	96.04	0.00	0.00
Sales Closing Ratio						
By Number of Parts	0.00	0.00	0.00	95.83	0.00	0.00
By Piece	0.00	0.00	0.00	96.26	0.00	0.00
By Cost	0.00	0.00	0.00	97.77	0.00	0.00
Demand Filled from Stock Ratio						
By Number of Parts	0.00	0.00	0.00	87.50	0.00	0.00
By Piece	0.00	0.00	0.00	92.52	0.00	0.00
By Cost	0.00	0.00	0.00	93.71	0.00	0.00
NS Parts Sales Efficiency	0.00	0.00	0.00	92.12	0.00	0.00

Sort Source: 140

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
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Number of Parts	6	12	2	12	1
Parts Pieces	7,541	15,522	3,104	15,522	1,294
Parts Cost	26,222.96	53,380.96	10,676.19	53,380.96	4,448.41
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	36,714.20	47,050.83	9,410.17	47,050.83	3,920.90
Net Sales	34,941.92	42,855.39	8,571.08	42,855.39	3,571.28
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	1,198.08	1,198.08	239.62	1,198.08	99.84
Total Receipts	34,006.88	40,223.12	8,044.62	40,223.12	3,351.93
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	2,576.58	515.32	2,576.58	214.72
Net Appreciation	0.00	0.00	0.00	0.00	0.00
NS Parts					
Number of Parts	0	0	0	0	0
Parts Pieces	0	0	0	0	0
Parts Cost	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	0.00	0.00	0.00	0.00
Net Sales	0.00	0.00	0.00	0.00	0.00
Lost Sales	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	0.00	0.00	0.00	0.00
Inventory Movement - Sales					
0 to 3 Months	26,222.96	53,380.96	10,676.19	53,380.96	4,448.41
4 to 6 Months	0.00	0.00	0.00	0.00	0.00
7 to 12 Months	0.00	0.00	0.00	0.00	0.00
Over 12 Months	0.00	0.00	0.00	0.00	0.00
New Parts No Sales	0.00	0.00	0.00	0.00	0.00
Non-Productive Parts					
Excess Stock MNS < 12	3,774.41	9,790.26	1,958.05	9,790.26	815.86
Stock MNS > 11	0.00	0.00	0.00	0.00	0.00
NS Parts Not Sold	0.00	0.00	0.00	0.00	0.00
New Obsolescence					
Stock 9 Months	0.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	0.00	0.00	0.00	0.00	0.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	0.00
True Turn	15.99		9.63		9.63
Purchase to Stock Ratio					
By Number of Parts	100.00		100.00		100.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Sales Closing Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
Demand Filled from Stock Ratio					
By Number of Parts	0.00		0.00		0.00
By Piece	100.00		100.00		100.00
By Cost	100.00		100.00		100.00
NS Parts Sales Efficiency	0.00		0.00		0.00

Sort Source: 500

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	0	1,300	260	3,873	323
Parts Pieces	0	859	172	2,837	236
Parts Cost	0.00	145,736.47	29,147.29	459,542.73	38,295.23
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00
Gross Sales	0.00	102,850.76	20,570.15	337,249.13	28,104.09
Net Sales	0.00	93,509.47	18,701.89	304,135.08	25,344.59
Lost Sales	0.00	333.00	66.60	578.00	48.17
Outstanding Orders	0.00	8,591.40	1,718.28	25,610.88	2,134.24
Total Receipts	0.00	96,199.81	19,239.96	320,443.68	26,703.64
Customer Orders	0.00	147.98	29.60	6,235.98	519.67
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	-3,288.64	-657.73	-9,657.07	-804.76
Net Appreciation	0.00	588.00	117.60	2,135.20	177.93
NS Parts					
Number of Parts	0	479	96	1,491	124
Parts Pieces	0	78	16	290	24
Parts Cost	0.00	15,207.00	3,041.40	48,512.00	4,042.67
Gross Sales	0.00	15,198.00	3,039.60	36,665.30	3,055.44
Net Sales	0.00	13,976.00	2,795.20	32,090.30	2,674.19
Lost Sales	0.00	186.00	37.20	186.00	15.50
Outstanding Orders	0.00	0.00	0.00	0.00	0.00
Receipts	0.00	15,320.00	3,064.00	38,402.00	3,200.17
Inventory Movement - Sales					
0 to 3 Months	0.00	97,372.18	19,474.44	324,263.79	27,021.98
4 to 6 Months	0.00	20,693.04	4,138.61	58,076.00	4,839.67
7 to 12 Months	0.00	12,230.56	2,446.11	36,168.84	3,014.07
Over 12 Months	0.00	0.08	0.02	6,860.08	571.67
New Parts No Sales	0.00	15,440.61	3,088.12	34,174.02	2,847.84
Non-Productive Parts					
Excess Stock MNS < 12	0.00	69,925.73	13,985.15	211,499.70	17,624.98
Stock MNS > 11	0.00	1,591.48	318.30	9,783.48	815.29
NS Parts Not Sold	0.00	11,510.00	2,302.00	36,053.00	3,004.42
New Obsolescence					
Stock 9 Months	0.00	1,056.00	211.20	4,516.40	376.37
NS Parts 2 Months	0.00	2,779.00	555.80	6,852.00	571.00
Early Phase In					
NS Parts With YRSL > 2	0.00	0.00	0.00	8,212.00	684.33
True Turn	0.00		7.69		7.78
Purchase to Stock Ratio					
By Number of Parts	0.00		99.38		98.94
By Piece	0.00		99.66		98.39
By Cost	0.00		99.84		98.05
Sales Closing Ratio					
By Number of Parts	0.00		98.77		99.43
By Piece	0.00		99.67		99.85
By Cost	0.00		99.64		99.81
Demand Filled from Stock Ratio					
By Number of Parts	0.00		98.15		98.29
By Piece	0.00		99.34		98.20
By Cost	0.00		99.48		97.76
NS Parts Sales Efficiency	0.00		99.20		95.47

Sort Source: 500

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
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Number of Parts	416	434	450	0	331	362
Parts Pieces	275	299	285	0	286	297
Parts Cost	45,922.78	50,771.12	49,042.57	0.00	43,947.49	44,903.20
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	37,565.84	28,372.44	36,912.48	0.00	24,393.79	28,612.31
Net Sales	36,007.48	25,037.79	32,464.20	0.00	21,128.03	25,457.12
Lost Sales	186.00	0.00	147.00	0.00	0.00	0.00
Outstanding Orders	2,858.40	2,858.40	2,874.60	0.00	0.00	0.00
Total Receipts	38,231.46	28,467.66	29,500.69	0.00	27,135.42	28,466.47
Customer Orders	147.98	0.00	0.00	0.00	0.00	3,088.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-1,038.65	-1,287.74	-962.25	0.00	-305.00	0.00
Net Appreciation	171.00	321.00	96.00	0.00	442.00	121.00
NS Parts						
Number of Parts	154	165	160	0	178	169
Parts Pieces	25	31	22	0	33	28
Parts Cost	4,505.00	6,049.00	4,653.00	0.00	5,445.00	4,032.00
Gross Sales	7,458.00	2,359.00	5,381.00	0.00	2,953.00	3,174.30
Net Sales	6,682.00	2,359.00	4,935.00	0.00	2,953.00	2,638.30
Lost Sales	186.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	6,920.00	3,891.00	4,509.00	0.00	4,493.00	3,452.00
Inventory Movement - Sales						
0 to 3 Months	35,619.99	30,326.79	31,425.40	0.00	31,893.01	33,004.96
4 to 6 Months	3,585.72	9,574.00	7,533.32	0.00	4,097.00	4,508.00
7 to 12 Months	3,545.40	3,926.08	4,759.08	0.00	4,135.00	3,475.00
Over 12 Months	0.00	0.04	0.04	0.00	476.00	680.00
New Parts No Sales	3,171.67	6,944.21	5,324.73	0.00	3,346.48	3,235.24
Non-Productive Parts						
Excess Stock MNS < 12	22,059.86	23,695.94	24,169.93	0.00	19,649.75	19,902.25
Stock MNS > 11	0.04	0.04	1,591.40	0.00	1,156.00	1,608.00
NS Parts Not Sold	3,446.00	4,517.00	3,547.00	0.00	3,193.00	3,128.00
New Obsolescence						
Stock 9 Months	0.00	1,056.00	0.00	0.00	0.00	0.00
NS Parts 2 Months	1,288.00	1,059.00	432.00	0.00	1,825.00	352.00
Early Phase In						
NS Parts With YRSL > 2	0.00	0.00	0.00	0.00	1,734.00	632.00
True Turn	9.37	5.92	7.94	0.00	5.77	5.98
Purchase to Stock Ratio						
By Number of Parts	98.57	100.00	100.00	0.00	100.00	93.54
By Piece	99.18	100.00	100.00	0.00	100.00	90.19
By Cost	99.61	100.00	100.00	0.00	100.00	89.15
Sales Closing Ratio						
By Number of Parts	98.64	100.00	98.14	0.00	100.00	100.00
By Piece	99.57	100.00	99.53	0.00	100.00	100.00
By Cost	99.48	100.00	99.54	0.00	100.00	100.00
Demand Filled from Stock Ratio						
By Number of Parts	97.29	100.00	98.14	0.00	100.00	92.85
By Piece	98.73	100.00	99.53	0.00	100.00	88.82
By Cost	99.07	100.00	99.54	0.00	100.00	87.86
NS Parts Sales Efficiency	107.77	60.62	119.33	0.00	65.72	91.95

Sort Source: 500

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	362	377	342	373	369	388
Parts Pieces	278	288	282	260	297	276
Parts Cost	42,969.14	45,495.28	45,146.84	41,853.28	48,872.07	44,566.45
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	0.00	0.00	0.00	0.00	0.00	0.00
Gross Sales	31,792.43	35,330.89	33,297.27	43,735.65	31,349.73	30,280.09
Net Sales	27,805.43	30,292.11	30,705.84	39,310.24	28,846.48	28,208.39
Lost Sales	0.00	0.00	0.00	0.00	245.00	0.00
Outstanding Orders	2,826.72	2,826.72	2,826.72	2,826.72	2,826.72	2,885.88
Total Receipts	27,877.64	34,166.25	31,489.58	36,243.97	40,560.16	25,439.80
Customer Orders	0.00	0.00	0.00	0.00	3,000.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	0.00	-1,055.00	-1,470.76	-718.44	-3,044.04	-80.19
Net Appreciation	411.00	0.20	112.00	248.00	352.00	303.00
NS Parts						
Number of Parts	161	126	136	154	129	137
Parts Pieces	30	33	32	38	27	24
Parts Cost	4,356.00	5,092.00	4,848.00	6,158.00	4,269.00	4,550.00
Gross Sales	5,147.00	1,568.00	2,879.00	4,895.00	2,047.00	1,757.00
Net Sales	5,147.00	921.00	2,439.00	4,023.00	1,895.00	1,051.00
Lost Sales	0.00	0.00	0.00	0.00	0.00	0.00
Outstanding Orders	0.00	0.00	0.00	0.00	0.00	0.00
Receipts	5,736.00	1,657.00	1,783.00	5,170.00	2,666.00	2,618.00
Inventory Movement - Sales						
0 to 3 Months	28,274.94	30,221.44	32,508.44	31,444.88	37,639.28	33,797.67
4 to 6 Months	7,542.28	7,023.88	6,963.36	4,176.00	3,588.72	3,580.72
7 to 12 Months	4,017.00	4,377.04	2,201.04	2,876.40	3,446.40	3,545.40
Over 12 Months	928.00	1,288.00	1,204.00	844.00	1,916.00	0.00
New Parts No Sales	2,206.92	2,584.92	2,270.00	2,512.00	2,281.67	3,642.66
Non-Productive Parts						
Excess Stock MNS < 12	19,755.57	19,735.27	18,762.88	18,232.03	22,560.37	22,625.60
Stock MNS > 11	1,288.00	1,396.00	1,204.00	1,476.00	1,220.00	0.00
NS Parts Not Sold	3,148.00	3,782.00	4,356.00	3,483.00	3,679.00	2,967.00
New Obsolescence						
Stock 9 Months	819.00	0.00	0.00	556.04	494.00	1,591.36
NS Parts 2 Months	0.00	1,006.00	1,310.00	328.00	864.00	213.00
Early Phase In						
NS Parts With YRSL > 2	1,432.00	1,602.00	2,094.00	2,072.00	380.00	0.00
True Turn	7.77	7.99	8.16	11.27	6.35	7.60
Purchase to Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	98.55	100.00
By Piece	100.00	100.00	100.00	100.00	95.41	100.00
By Cost	100.00	100.00	100.00	100.00	92.60	100.00
Sales Closing Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	98.36	100.00
By Piece	100.00	100.00	100.00	100.00	99.51	100.00
By Cost	100.00	100.00	100.00	100.00	99.15	100.00
Demand Filled from Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	96.72	100.00
By Piece	100.00	100.00	100.00	100.00	93.68	100.00
By Cost	100.00	100.00	100.00	100.00	88.84	100.00
NS Parts Sales Efficiency	89.73	94.62	161.46	94.68	76.78	67.11

Grand Total

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	20,111	100,179	20,036	236,628	19,719
Parts Pieces	48,553	217,131	43,426	504,295	42,025
Parts Cost	519,590.16	2,546,830.19	509,366.04	5,902,255.91	491,854.66
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,370.00	25,075.00	5,015.00	54,910.00	4,575.83
Gross Sales	414,459.15	2,134,945.23	426,989.05	5,247,522.73	437,293.56
Net Sales	345,602.90	1,751,619.45	350,323.89	4,348,861.89	362,405.16
Lost Sales	32,599.99	91,685.83	18,337.17	163,974.99	13,664.58
Outstanding Orders	57,693.07	305,819.17	61,163.83	821,694.56	68,474.55
Total Receipts	414,596.26	1,961,106.16	392,221.23	4,722,788.13	393,565.68
Customer Orders	149,312.47	856,908.14	171,381.63	2,053,862.14	171,155.18
Emergency Purchases	1,484.12	8,803.23	1,760.65	19,840.36	1,653.36
Net Adjustments	-3,053.42	-11,785.11	-2,357.02	6,773.90	564.49
Net Appreciation	-132.26	5,442.17	1,088.43	13,819.18	1,151.60
NS Parts					
Number of Parts	14,189	71,893	14,379	163,937	13,661
Parts Pieces	828	6,027	1,205	19,743	1,645
Parts Cost	26,667.02	317,008.78	63,401.76	567,823.39	47,318.62
Gross Sales	127,860.14	661,930.25	132,386.05	1,580,507.58	131,708.97
Net Sales	108,841.04	544,623.56	108,924.71	1,299,523.70	108,293.64
Lost Sales	28,721.10	67,429.10	13,485.82	97,440.68	8,120.06
Outstanding Orders	18,756.71	133,042.59	26,608.52	329,130.63	27,427.55
Receipts	125,490.99	673,915.16	134,783.03	1,597,473.80	133,122.82
Inventory Movement - Sales					
0 to 3 Months	377,464.72	1,764,124.32	352,824.86	4,215,400.53	351,283.38
4 to 6 Months	48,917.52	299,562.15	59,912.43	696,820.80	58,068.40
7 to 12 Months	73,338.27	306,043.78	61,208.76	633,759.14	52,813.26
Over 12 Months	5,528.93	44,183.41	8,836.68	84,337.77	7,028.15
New Parts No Sales	14,340.72	132,916.53	26,583.31	271,937.67	22,661.47
Non-Productive Parts					
Excess Stock MNS < 12	172,063.72	757,682.60	151,536.52	1,918,996.23	159,916.35
Stock MNS > 11	6,141.54	53,157.33	10,631.47	112,902.29	9,408.52
NS Parts Not Sold	16,948.35	195,219.40	39,043.88	325,115.72	27,092.98
New Obsolescence					
Stock 9 Months	11,730.63	44,631.11	8,926.22	100,379.25	8,364.94
NS Parts 2 Months	3,622.59	48,680.94	9,736.19	88,311.54	7,359.30
Early Phase In					
NS Parts With YRSL > 2	1,893.84	34,659.84	6,931.97	72,180.00	6,015.00
True Turn	4.50		4.17		4.63
Purchase to Stock Ratio					
By Number of Parts	43.59		39.90		39.87
By Piece	96.12		89.03		87.30
By Cost	63.62		55.85		56.09
Sales Closing Ratio					
By Number of Parts	90.31		92.95		95.37
By Piece	99.06		99.00		99.33
By Cost	91.38		95.02		96.36
Demand Filled from Stock Ratio					
By Number of Parts	34.96		32.34		35.50
By Piece	86.26		81.59		84.23
By Cost	51.50		48.06		50.41
NS Parts Sales Efficiency	101.88		98.22		98.93

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
Number of Parts	18,916	20,001	20,492	20,659	20,937	21,051
Parts Pieces	38,351	41,848	43,339	45,040	45,192	46,286
Parts Cost	516,926.72	514,258.18	517,696.22	478,358.91	509,638.24	484,555.19
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	3,945.00	4,020.00	6,295.00	5,445.00	2,335.00	5,260.00
Gross Sales	470,280.43	406,330.51	491,753.17	352,121.97	401,328.74	427,208.43
Net Sales	376,807.26	331,881.96	403,514.89	293,812.44	330,672.22	360,323.47
Lost Sales	12,041.04	17,907.48	18,794.05	10,343.27	5,902.02	7,223.37
Outstanding Orders	58,772.16	63,133.78	61,572.53	64,647.63	89,416.36	85,823.88
Total Receipts	410,127.89	367,886.68	440,539.00	327,956.33	390,554.28	383,333.81
Customer Orders	184,390.40	158,368.23	190,667.70	174,169.34	156,375.30	161,423.38
Emergency Purchases	1,336.27	648.35	1,941.15	3,393.34	208.67	466.42
Net Adjustments	-3,566.03	-1,559.45	-6,710.11	3,103.90	-5,045.53	4,789.13
Net Appreciation	4,681.74	363.28	561.39	-31.98	3,485.33	-900.37
NS Parts						
Number of Parts	13,807	14,275	14,367	15,255	15,162	15,049
Parts Pieces	996	1,060	986	2,157	1,222	728
Parts Cost	64,033.20	60,325.30	60,124.38	105,858.88	63,314.58	22,416.54
Gross Sales	140,925.90	118,323.27	144,699.87	130,121.07	130,975.69	131,655.64
Net Sales	113,405.59	94,058.41	117,428.67	110,889.85	106,325.05	108,959.97
Lost Sales	8,133.20	14,056.12	10,558.32	5,960.36	2,283.30	5,009.97
Outstanding Orders	28,573.74	33,262.49	27,716.71	24,732.94	28,506.50	31,042.29
Receipts	146,001.13	120,906.08	147,457.88	134,059.08	138,898.97	130,498.10
Inventory Movement - Sales						
0 to 3 Months	359,928.37	341,498.96	349,858.94	335,373.33	361,329.23	366,549.01
4 to 6 Months	53,170.87	71,921.27	65,365.55	60,186.94	55,092.23	55,353.68
7 to 12 Months	61,709.49	57,053.90	57,927.82	56,014.30	54,513.16	42,971.76
Over 12 Months	9,513.52	11,000.99	9,793.72	8,346.25	5,912.59	2,532.24
New Parts No Sales	32,604.47	32,783.06	34,750.19	18,438.09	32,791.03	17,148.50
Non-Productive Parts						
Excess Stock MNS < 12	154,994.97	146,757.87	148,599.40	135,266.64	192,626.26	191,122.51
Stock MNS > 11	13,550.18	14,314.42	11,646.93	7,504.26	10,511.82	3,807.69
NS Parts Not Sold	34,696.12	33,670.62	27,563.86	82,340.45	28,914.26	15,049.66
New Obsolescence						
Stock 9 Months	7,256.39	8,320.16	15,850.26	1,473.67	5,689.58	9,617.19
NS Parts 2 Months	15,002.61	14,053.63	5,463.95	10,538.16	9,746.29	1,452.86
Early Phase In						
NS Parts With YRSL > 2	824.64	688.04	558.94	30,694.38	4,708.36	2,190.61
True Turn	4.44	4.03	4.89	2.92	4.10	4.91
Purchase to Stock Ratio						
By Number of Parts	39.19	41.00	39.54	36.51	39.78	41.44
By Piece	85.66	71.74	88.92	78.57	89.29	89.05
By Cost	54.71	56.77	56.27	45.85	59.90	57.76
Sales Closing Ratio						
By Number of Parts	94.85	92.89	93.90	92.79	97.84	98.57
By Piece	99.14	98.59	99.12	99.07	99.52	99.73
By Cost	96.90	94.88	95.54	96.59	98.24	98.03
Demand Filled from Stock Ratio						
By Number of Parts	32.70	32.81	31.78	29.68	39.39	42.66
By Piece	85.71	66.24	87.42	78.48	89.38	88.87
By Cost	49.14	49.41	49.94	38.22	51.72	53.98
NS Parts Sales Efficiency	96.52	97.86	98.12	97.06	94.29	100.88

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	20,917	21,051	18,711	19,266	17,452	18,001
Parts Pieces	41,905	40,619	40,635	39,482	38,308	39,929
Parts Cost	497,320.01	469,644.77	466,447.30	484,958.14	478,031.29	474,469.02
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,335.00	1,645.00	2,785.00	2,485.00	5,535.00	6,790.00
Gross Sales	430,200.68	485,565.88	503,835.92	441,297.68	422,113.77	402,355.14
Net Sales	360,414.63	388,328.26	419,270.94	370,343.51	362,460.90	336,100.73
Lost Sales	8,890.36	23,006.13	18,134.64	4,814.21	6,894.79	3,325.66
Outstanding Orders	98,122.79	67,397.14	59,180.65	74,637.38	62,856.75	67,856.80
Total Receipts	366,327.34	416,748.92	432,356.27	386,319.31	413,690.09	362,906.23
Customer Orders	178,457.41	187,414.80	192,470.44	150,741.79	174,592.77	151,853.41
Emergency Purchases	429.05	2,619.84	2,082.38	1,501.55	2,343.10	1,594.79
Net Adjustments	2,945.96	-1,517.55	4,618.39	6,354.99	-652.61	2,020.70
Net Appreciation	5,984.00	77.92	2,342.87	104.89	215.57	552.13
NS Parts						
Number of Parts	14,737	12,583	13,294	11,649	11,984	12,748
Parts Pieces	990	724	775	8,907	797	795
Parts Cost	44,964.31	23,955.27	22,979.55	69,077.34	31,766.53	35,655.07
Gross Sales	130,011.50	133,008.55	147,106.21	146,856.08	118,127.38	111,811.97
Net Sales	115,172.02	107,490.07	117,805.13	121,329.12	99,600.67	84,543.16
Lost Sales	3,959.91	10,973.17	5,702.82	1,640.70	1,390.16	1,334.85
Outstanding Orders	26,032.98	26,276.19	23,067.60	32,127.44	28,843.81	28,697.73
Receipts	140,302.10	127,924.10	137,476.65	143,201.68	129,343.88	114,812.13
Inventory Movement - Sales						
0 to 3 Months	353,133.73	356,259.78	350,506.46	340,636.61	346,201.27	337,989.35
4 to 6 Months	58,595.74	49,942.33	49,420.43	59,143.24	60,022.68	64,780.55
7 to 12 Months	52,266.26	44,028.29	45,810.51	52,681.00	45,385.53	44,572.01
Over 12 Months	5,320.44	4,309.05	5,909.11	7,836.32	8,061.53	6,185.67
New Parts No Sales	28,003.84	15,105.32	14,800.79	24,660.97	18,360.28	20,941.44
Non-Productive Parts						
Excess Stock MNS < 12	188,179.30	162,290.70	155,346.56	151,181.53	154,454.35	158,738.68
Stock MNS > 11	9,862.57	5,351.31	9,461.48	16,086.31	7,943.21	7,232.39
NS Parts Not Sold	21,836.55	12,687.28	14,872.06	25,893.17	16,644.36	22,913.24
New Obsolescence						
Stock 9 Months	9,851.43	5,950.34	8,868.50	5,622.70	8,021.35	7,816.63
NS Parts 2 Months	6,321.25	2,543.81	4,551.58	10,743.44	3,944.79	10,072.87
Early Phase In						
NS Parts With YRSL > 2	2,319.73	1,874.78	2,584.07	27,103.39	991.09	456.49
True Turn	4.38	5.07	5.78	5.40	4.66	4.62
Purchase to Stock Ratio						
By Number of Parts	38.30	39.16	39.21	39.98	39.67	41.33
By Piece	86.90	84.66	90.11	91.21	84.46	71.41
By Cost	51.16	54.40	55.00	60.59	57.22	57.71
Sales Closing Ratio						
By Number of Parts	98.15	94.83	96.10	97.60	96.88	98.03
By Piece	99.57	99.10	99.32	99.74	99.55	99.73
By Cost	97.59	94.40	95.85	98.71	98.13	99.02
Demand Filled from Stock Ratio						
By Number of Parts	36.97	36.41	36.50	36.10	36.17	39.62
By Piece	89.21	84.53	89.77	91.86	84.86	70.41
By Cost	49.15	48.20	51.37	58.13	50.22	53.81
NS Parts Sales Efficiency	92.66	103.97	107.00	102.55	91.32	97.38