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Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	45,488		17,532		783,456.65	
Active Parts	4,079	8.96	11,939	68.09	412,987.35	52.71
NS Parts	32,766	72.03	2,754	15.70	221,617.71	28.28
MO Parts	129	0.28	426	2.42	34,513.41	4.40
AP Parts	1,138	2.50	298	1.69	22,434.05	2.86
DP Parts	7,376	16.21	2,115	12.06	91,904.13	11.73
SP Parts						
DEL Parts						
Parts With No Cost	791	1.73				
Parts With Negative On-Hand						
Core/Exchange	179	0.39	250	1.42	20,357.20	
Memos On File	2,821					
Parts Added	616	1.35	153	0.87	13,831.58	1.76
Active Parts	2	0.32	40	26.14	383.66	2.77
NS Parts	609	98.86	91	59.47	11,164.41	80.71
MO Parts	5	0.81	22	14.37	2,283.51	16.50
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	368					
Inventory Movement - Sales						
0 to 3 Months	6,146	13.51	12,090	68.95	444,883.52	56.78
4 to 6 Months	2,707	5.95	1,734	9.89	95,305.06	12.16
7 to 12 Months	4,808	10.56	2,527	14.41	151,306.20	19.31
Over 12 Months	26,372	57.97	633	3.61	26,797.66	3.42
New Parts No Sales	5,455	11.99	548	3.12	65,164.21	8.31
Inventory Movement - Receipts						
0 to 3 Months	5,863	12.88	10,031	57.21	469,825.18	59.96
4 to 6 Months	2,780	6.11	1,952	11.13	106,125.50	13.54
7 to 12 Months	5,299	11.64	3,512	20.03	162,451.65	20.73
Over 12 Months	26,333	57.88	1,998	11.39	36,585.53	4.66
New Parts No Receipts	5,213	11.46	39	0.22	8,468.79	1.08
Outstanding Orders	490	1.07	949		168,318.61	
Stockorders	289	58.97	637	67.12	57,282.05	34.03
Supplemental Orders	212	43.26	310	32.66	111,031.76	65.96
Customer Orders						
Backorders	1	0.20	2	0.21	4.80	0.00
Stockorder Backorders	1	0.20	2	0.21	4.80	0.00
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	2,767	6.08	12,859		719,845.32		9,011
Regular	2,767	100.00	12,858	99.99	719,791.32	99.99	9,010
No History	1	0.03	1	0.00	54.00	0.00	1
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	36	0.07	54		25,469.80		36
Return Sales	921	2.02	3,749		209,879.45		1,916
Regular	920	99.89	3,748	99.97	209,652.45	99.89	1,915
No History							
Defective	1	0.10	1	0.02	227.00	0.10	1
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,119	4.65	8,776		579,977.88		4,179
Stockorders	1,674	78.99	7,440	84.77	399,112.50	68.81	3,443
Supplemental Orders	575	27.13	1,303	14.84	178,804.74	30.82	707
Customer Orders							
Emergency Purchases	18	0.84	31	0.35	976.64	0.16	27
Other Receipts	2	0.09	2	0.02	1,084.00	0.18	2
Overages							
Net Adjustments	150	0.32	1,244		-1,889.90		178
Plus	82	54.66	1,030	82.79	10,612.61		98
Minus	68	45.33	214	17.20	-12,502.51		80
Factory Returns	248	0.54	401		-35,697.95		249
Net Appreciation	2,081	4.57	5,091	29.03	13,163.61		22,321
Positive	1,684	80.92	4,233	83.14	15,021.37		16,429
Negative	397	19.07	858	16.85	-1,857.76		5,892
Parts Updated With Cost	7	0.01					7
Parts With Comments	6						
Misc & Sublet Items							
Gross Sales			7		0.02		2
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			228		19,574.26		163
Lost Sales							
Return Sales			77		7,092.49		62

Grand Total

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	45,489	222,354	44,471	523,221	43,602
Parts Pieces	17,532	86,035	17,207	207,593	17,299
Parts Cost	783,456.65	3,776,866.59	755,373.32	9,274,610.81	772,884.23
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	20,357.20	108,135.00	21,627.00	281,017.45	23,418.12
Gross Sales	719,845.32	3,505,846.84	701,169.37	8,450,495.37	704,207.95
Net Sales	509,965.87	2,427,273.74	485,454.75	6,001,379.13	500,114.93
Lost Sales	25,469.80	62,968.31	12,593.66	196,951.03	16,412.59
Outstanding Orders	168,318.61	758,761.95	151,752.39	1,993,345.83	166,112.15
Total Receipts	579,977.88	2,603,413.71	520,682.74	6,354,517.75	529,543.15
Customer Orders	0.00	2,415.60	483.12	16,028.25	1,335.69
Emergency Purchases	976.64	4,678.79	935.76	8,954.79	746.23
Net Adjustments	-1,889.90	-31,916.08	-6,383.22	-10,184.41	-848.70
Net Appreciation	13,163.61	21,692.89	4,338.58	51,319.58	4,276.63
NS Parts					
Number of Parts	32,767	157,797	31,559	379,399	31,617
Parts Pieces	2,754	14,417	2,883	38,132	3,178
Parts Cost	221,617.71	1,030,814.77	206,162.95	2,579,325.71	214,943.81
Gross Sales	254,472.89	1,296,210.47	259,242.09	3,138,751.25	261,562.60
Net Sales	158,469.04	792,650.38	158,530.08	2,042,995.87	170,249.66
Lost Sales	22,537.90	52,161.20	10,432.24	159,647.12	13,303.93
Outstanding Orders	98,665.84	412,623.12	82,524.62	1,008,183.13	84,015.26
Receipts	205,295.64	953,848.58	190,769.72	2,402,129.79	200,177.48
Inventory Movement - Sales					
0 to 3 Months	444,883.52	2,145,288.71	429,057.74	5,458,764.74	454,897.06
4 to 6 Months	95,305.06	523,030.32	104,606.06	1,265,590.30	105,465.86
7 to 12 Months	151,306.20	698,259.88	139,651.98	1,509,877.23	125,823.10
Over 12 Months	26,797.66	86,795.19	17,359.04	271,124.13	22,593.68
New Parts No Sales	65,164.21	323,492.49	64,698.50	769,254.41	64,104.53
Non-Productive Parts					
Excess Stock MNS < 12	220,876.90	1,075,666.54	215,133.31	2,559,449.04	213,287.42
Stock MNS > 11	22,799.07	88,173.74	17,634.75	234,931.06	19,577.59
NS Parts Not Sold	178,757.93	855,351.93	171,070.39	2,109,313.82	175,776.15
New Obsolescence					
Stock 9 Months	18,522.38	76,089.79	15,217.96	152,370.87	12,697.57
NS Parts 2 Months	25,012.60	116,417.07	23,283.41	312,250.85	26,020.90
Early Phase In					
NS Parts With YRSL > 2	13,387.04	64,658.05	12,931.61	195,713.17	16,309.43
True Turn	7.80		7.69		7.73
Purchase to Stock Ratio					
By Number of Parts	99.15		99.16		98.95
By Piece	99.64		99.46		99.38
By Cost	99.83		99.72		99.60
Sales Closing Ratio					
By Number of Parts	98.08		98.64		98.41
By Piece	99.41		99.40		99.39
By Cost	95.24		97.47		96.82
Demand Filled from Stock Ratio					
By Number of Parts	97.13		97.73		97.30
By Piece	99.07		98.89		98.80
By Cost	95.06		97.18		96.41
NS Parts Sales Efficiency	123.95		135.89		130.66

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
Number of Parts	44,435	42,259	44,904	45,267	41,396	41,787
Parts Pieces	17,226	17,059	16,947	17,271	18,212	17,963
Parts Cost	737,239.70	774,005.65	744,727.63	737,436.96	770,344.79	797,237.78
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	23,114.45	23,986.95	20,082.70	20,593.70	26,348.95	27,312.15
Gross Sales	752,064.26	598,849.97	701,885.75	733,201.54	706,450.55	750,485.47
Net Sales	561,329.62	399,186.38	509,503.42	447,288.45	504,341.94	500,495.31
Lost Sales	3,321.27	2,844.54	27,831.30	3,501.40	18,098.68	22,644.46
Outstanding Orders	177,145.28	144,668.30	136,102.44	132,527.32	169,901.77	167,872.31
Total Receipts	558,960.57	464,080.51	525,215.39	475,179.36	505,203.22	545,177.06
Customer Orders	1,216.00	0.00	0.00	1,199.60	2,230.80	3,005.82
Emergency Purchases	645.30	1,274.73	1,328.26	453.86	1,830.55	172.74
Net Adjustments	-8,847.41	-1,589.41	-15,333.56	-4,255.80	6,399.24	7,221.41
Net Appreciation	6,921.01	1,422.63	184.32	1.32	757.16	9,248.33
NS Parts						
Number of Parts	29,916	29,979	32,487	32,648	30,766	31,095
Parts Pieces	2,992	2,928	2,831	2,912	3,432	3,425
Parts Cost	197,183.45	215,121.65	199,878.36	197,013.60	220,707.99	228,640.35
Gross Sales	274,106.62	205,301.79	251,052.48	311,276.69	267,783.44	309,777.19
Net Sales	183,905.84	128,224.50	169,598.33	152,452.67	166,612.39	176,658.99
Lost Sales	3,002.08	2,001.70	21,824.77	2,794.75	15,159.59	19,828.50
Outstanding Orders	89,883.68	74,935.94	72,502.24	76,635.42	84,514.56	77,170.81
Receipts	203,802.89	166,286.22	196,930.23	181,533.60	186,419.15	209,567.25
Inventory Movement - Sales						
0 to 3 Months	421,381.20	428,270.17	427,382.69	423,371.13	493,356.68	490,157.44
4 to 6 Months	112,905.30	116,027.81	105,079.21	93,712.94	88,556.58	105,402.73
7 to 12 Months	130,708.32	142,460.50	135,645.88	138,138.98	102,332.16	104,794.13
Over 12 Months	8,435.03	17,983.34	12,285.99	21,293.17	26,955.32	34,153.24
New Parts No Sales	63,809.85	69,263.83	64,333.86	60,920.74	59,144.05	62,730.24
Non-Productive Parts						
Excess Stock MNS < 12	216,685.61	225,813.75	210,126.41	202,163.87	220,420.80	219,890.82
Stock MNS > 11	11,647.11	19,362.04	14,239.49	20,126.03	16,319.16	24,273.48
NS Parts Not Sold	167,808.33	175,921.23	167,446.46	165,417.98	176,505.18	177,698.94
New Obsolescence						
Stock 9 Months	14,503.11	14,952.02	12,562.41	15,549.87	9,649.78	9,497.42
NS Parts 2 Months	17,540.81	25,411.78	22,447.84	26,004.04	24,717.57	27,227.67
Early Phase In						
NS Parts With YRSL > 2	11,600.82	15,052.94	16,298.90	8,318.35	21,611.95	24,585.06
True Turn	9.11	6.17	8.19	7.25	7.79	7.49
Purchase to Stock Ratio						
By Number of Parts	99.19	99.42	98.93	99.12	99.22	98.23
By Piece	99.39	99.51	99.20	99.59	99.50	98.88
By Cost	99.66	99.72	99.74	99.65	99.19	99.41
Sales Closing Ratio						
By Number of Parts	99.14	98.61	98.43	98.92	97.71	98.74
By Piece	99.40	99.20	99.37	99.65	99.22	99.50
By Cost	99.41	99.29	94.82	99.22	96.53	95.67
Demand Filled from Stock Ratio						
By Number of Parts	98.34	97.98	97.30	97.91	96.95	96.81
By Piece	98.85	98.73	98.58	99.25	98.77	98.43
By Cost	99.08	98.97	94.57	98.85	95.75	95.06
NS Parts Sales Efficiency	134.49	123.46	127.48	171.47	143.64	147.81

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
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Number of Parts	42,223	42,593	42,983	43,483	43,720	44,078
Parts Pieces	17,297	16,994	17,591	16,983	16,994	17,736
Parts Cost	780,854.30	766,873.43	795,347.73	775,096.42	803,129.69	779,204.87
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	25,286.15	24,028.15	25,312.95	23,083.95	24,589.45	23,269.65
Gross Sales	652,511.37	709,184.57	704,361.24	761,299.59	627,007.97	739,798.32
Net Sales	490,331.06	522,664.08	488,191.54	579,710.22	455,466.12	537,247.06
Lost Sales	9,446.09	17,942.10	43,451.71	13,618.17	12,434.08	14,446.11
Outstanding Orders	162,619.46	176,260.53	186,761.76	188,200.44	167,019.67	185,849.71
Total Receipts	522,807.00	543,607.97	528,576.16	579,263.45	497,100.29	534,572.11
Customer Orders	3,794.29	0.00	1,950.48	3,955.06	333.00	574.00
Emergency Purchases	245.40	173.49	680.97	1,006.81	1,400.02	596.57
Net Adjustments	-2,808.27	-1,963.17	15,228.11	1,147.09	693.82	2,212.68
Net Appreciation	1,266.33	1,330.53	837.77	123.09	15,982.64	838.00
NS Parts						
Number of Parts	31,258	31,531	31,633	31,921	31,984	32,180
Parts Pieces	3,355	3,434	3,366	3,458	3,386	3,291
Parts Cost	220,715.40	221,233.51	218,964.92	216,291.55	222,325.60	220,339.61
Gross Sales	250,151.24	227,851.65	272,634.45	282,408.82	227,259.18	272,458.25
Net Sales	181,944.04	158,694.98	170,336.11	222,033.00	152,302.94	188,375.43
Lost Sales	5,376.90	14,457.75	39,400.55	10,973.70	10,543.90	6,904.62
Outstanding Orders	85,989.54	85,220.90	91,124.41	82,823.39	79,108.23	94,122.73
Receipts	211,402.58	191,868.41	195,102.00	248,869.80	175,915.61	215,555.56
Inventory Movement - Sales						
0 to 3 Months	488,577.09	474,527.74	493,419.18	457,079.27	467,578.18	442,137.13
4 to 6 Months	93,285.44	92,547.10	92,812.20	106,631.80	127,428.29	124,452.42
7 to 12 Months	107,822.23	112,136.01	123,776.20	118,399.07	122,176.77	122,512.94
Over 12 Months	32,080.16	27,895.13	24,743.64	24,898.40	21,189.39	19,368.98
New Parts No Sales	59,089.38	59,767.45	60,596.51	68,087.88	64,757.06	70,733.40
Non-Productive Parts						
Excess Stock MNS < 12	214,098.45	198,764.82	200,442.53	222,853.08	217,598.69	210,134.11
Stock MNS > 11	20,562.76	22,046.92	20,350.66	18,733.53	20,552.66	20,237.31
NS Parts Not Sold	173,518.22	179,485.44	180,677.37	175,774.52	186,031.40	180,776.00
New Obsolescence						
Stock 9 Months	7,799.98	11,235.03	13,193.45	9,869.31	15,134.55	9,551.34
NS Parts 2 Months	32,814.22	33,883.33	26,960.80	25,007.96	27,800.01	22,139.79
Early Phase In						
NS Parts With YRSL > 2	21,262.82	18,805.58	17,499.13	10,952.77	19,727.76	18,222.00
True Turn	7.47	8.18	7.33	8.90	6.78	8.26
Purchase to Stock Ratio						
By Number of Parts	98.70	99.77	98.36	98.09	99.33	99.36
By Piece	99.60	99.91	99.51	98.56	99.31	99.47
By Cost	99.22	99.96	99.50	99.14	99.65	99.78
Sales Closing Ratio						
By Number of Parts	98.55	97.63	97.93	98.35	98.01	98.57
By Piece	99.55	99.36	99.13	99.55	99.12	99.48
By Cost	98.10	96.68	91.82	97.70	97.34	97.38
Demand Filled from Stock Ratio						
By Number of Parts	97.19	97.40	96.19	96.39	97.33	97.94
By Piece	99.17	99.28	98.67	98.22	98.45	98.95
By Cost	97.30	96.64	91.33	96.86	96.97	97.16
NS Parts Sales Efficiency	118.32	118.75	139.73	113.47	129.18	126.39