

Grand Total

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	30,374	151,476	30,295	360,373	30,031
Parts Pieces	37,060	186,751	37,350	465,631	38,803
Parts Cost	689,312.26	3,384,391.92	676,878.38	8,142,173.49	678,514.46
Parts With Negative OH	-53,995.19	-218,670.54	-43,734.11	-776,099.79	-64,674.98
Core/Exchange	23,968.00	113,362.00	22,672.40	296,149.00	24,679.08
Gross Sales	560,744.00	2,817,270.61	563,454.12	7,383,317.77	615,276.48
Net Sales	446,399.59	2,256,890.16	451,378.03	5,430,769.89	452,564.16
Lost Sales	309.80	3,442.43	688.49	13,330.58	1,110.88
Outstanding Orders	516,588.49	2,470,689.48	494,137.90	5,325,566.32	443,797.19
Total Receipts	454,289.79	2,303,148.03	460,629.61	5,618,289.72	468,190.81
Customer Orders	190,090.22	1,050,234.49	210,046.90	2,448,265.69	204,022.14
Emergency Purchases	968.34	9,361.33	1,872.27	17,472.09	1,456.01
Net Adjustments	-7,230.57	-81,111.26	-16,222.25	-201,371.29	-16,780.94
Net Appreciation	3,448.58	16,389.21	3,277.84	42,467.87	3,538.99
NS Parts					
Number of Parts	20,290	101,694	20,339	243,852	20,321
Parts Pieces	4,228	20,637	4,127	53,825	4,485
Parts Cost	96,696.03	425,578.87	85,115.77	1,003,161.33	83,596.78
Gross Sales	204,208.58	1,045,099.38	209,019.88	2,682,047.44	223,503.95
Net Sales	164,851.31	827,743.95	165,548.79	2,108,116.49	175,676.37
Lost Sales	0.00	1,923.40	384.68	6,684.90	557.08
Outstanding Orders	132,049.56	674,671.79	134,934.36	1,570,792.35	130,899.36
Receipts	178,160.76	894,369.15	178,873.83	2,182,367.25	181,863.94
Inventory Movement - Sales					
0 to 3 Months	357,778.45	1,773,714.40	354,742.88	4,481,331.41	373,444.28
4 to 6 Months	87,530.82	426,143.88	85,228.78	1,029,218.97	85,768.25
7 to 12 Months	85,892.17	460,207.24	92,041.45	1,085,789.43	90,482.45
Over 12 Months	132,588.47	624,703.03	124,940.61	1,343,554.26	111,962.86
New Parts No Sales	25,522.36	99,623.42	19,924.68	202,279.51	16,856.63
Non-Productive Parts					
Excess Stock MNS < 12	298,486.34	1,468,063.93	293,612.79	3,442,236.22	286,853.02
Stock MNS > 11	109,913.89	532,218.21	106,443.64	1,181,029.06	98,419.09
NS Parts Not Sold	85,679.33	349,713.10	69,942.62	841,480.64	70,123.39
New Obsolescence					
Stock 9 Months	18,405.24	71,896.72	14,379.34	155,688.51	12,974.04
NS Parts 2 Months	15,527.45	42,423.02	8,484.60	95,933.63	7,994.47
Early Phase In					
NS Parts With YRSL > 2	1,494.89	14,461.04	2,892.21	39,050.57	3,254.21
True Turn	4.45		4.25		4.37
Purchase to Stock Ratio					
By Number of Parts	47.78		48.78		49.99
By Piece	79.56		76.73		78.10
By Cost	57.94		53.99		56.11
Sales Closing Ratio					
By Number of Parts	99.77		99.62		99.48
By Piece	99.93		99.87		99.79
By Cost	99.93		99.84		99.75
Demand Filled from Stock Ratio					
By Number of Parts	49.01		49.84		49.38
By Piece	79.09		77.86		77.89
By Cost	57.16		52.96		54.46
NS Parts Sales Efficiency	114.62		116.85		122.89

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	30,374		37,060		689,312.26	
Active Parts	7,199	23.70	27,565	74.37	471,926.00	68.46
NS Parts	20,290	66.80	4,228	11.40	96,696.03	14.02
MO Parts	2	0.00	4	0.01	9.28	0.00
AP Parts	2,821	9.28	5,182	13.98	118,086.65	17.13
DP Parts	41	0.13	81	0.21	2,594.30	0.37
SP Parts						
DEL Parts	21	0.06				
Parts With No Cost	157	0.51	1	0.00		
Parts With Negative On-Hand	150	0.49	263		-53,995.19	
Core/Exchange	77	0.25	140	0.37	23,968.00	
Memos On File	2,773					
Parts Added	864	2.84	92	0.24	5,103.18	0.74
Active Parts	7	0.81	6	6.52	107.46	2.10
NS Parts	856	99.07	86	93.47	4,995.72	97.89
MO Parts						
AP Parts	1	0.11				
DP Parts						
SP Parts						
Parts & Memos Deleted	811					
Inventory Movement - Sales						
0 to 3 Months	7,744	25.49	22,079	59.57	357,778.45	51.90
4 to 6 Months	3,318	10.92	3,331	8.98	87,530.82	12.69
7 to 12 Months	5,295	17.43	3,840	10.36	85,892.17	12.46
Over 12 Months	10,923	35.96	7,559	20.39	132,588.47	19.23
New Parts No Sales	3,094	10.18	251	0.67	25,522.36	3.70
Inventory Movement - Receipts						
0 to 3 Months	7,369	24.26	20,167	54.41	386,886.54	56.12
4 to 6 Months	3,406	11.21	2,705	7.29	75,485.53	10.95
7 to 12 Months	5,508	18.13	4,165	11.23	92,449.25	13.41
Over 12 Months	11,080	36.47	9,990	26.95	132,234.38	19.18
New Parts No Receipts	3,011	9.91	33	0.08	2,256.56	0.32
Outstanding Orders	1,996	6.57	4,088		516,588.49	
Stockorders	508	25.45	1,332	32.58	62,405.92	12.08
Supplemental Orders	5	0.25	5	0.12	989.06	0.19
Customer Orders	1,562	78.25	2,751	67.29	453,193.51	87.72
Backorders						
Stockorder Backorders						
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	3,389	11.15	12,611		560,744.00		8,429
Regular	2,566	75.71	10,534	83.53	404,482.16	72.13	6,533
No History							
Drop Ship							
Wholesale	1,090	32.16	2,077	16.46	156,261.84	27.86	1,896
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	6	0.01	7		309.80		6
Return Sales	700	2.30	1,545		114,344.41		897
Regular	547	78.14	1,290	83.49	86,486.96	75.63	716
No History							
Defective							
Wholesale	165	23.57	255	16.50	27,857.45	24.36	181
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	2,620	8.62	11,295		454,289.79		3,897
Stockorders	1,066	40.68	3,788	33.53	113,056.53	24.88	1,669
Supplemental Orders							
Customer Orders	1,322	50.45	2,162	19.14	190,090.22	41.84	1,568
Emergency Purchases	46	1.75	146	1.29	968.34	0.21	106
Other Receipts	437	16.67	5,199	46.02	150,174.70	33.05	554
Overages							
Net Adjustments	369	1.21	835		-7,230.57		386
Plus	201	54.47	564	67.54	7,212.59		211
Minus	168	45.52	271	32.45	-14,443.16		175
Factory Returns							
Net Appreciation	1,593	5.24	6,168	16.64	3,448.58		6,416
Positive	1,156	72.56	5,348	86.70	7,586.18		4,764
Negative	437	27.43	820	13.29	-4,137.60		1,652
Parts Updated With Cost	59	0.19	2		151.13		59
Parts With Comments	1						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			1,462		166,903.97		1,225
Lost Sales							
Return Sales			314		25,500.24		199