

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	22,406		16,356		470,107.85	
Active Parts	16,421	73.28	13,753	84.08	337,489.33	71.78
NS Parts	5,079	22.66	562	3.43	58,528.89	12.45
MO Parts						
AP Parts	807	3.60	1,088	6.65	65,711.77	13.97
DP Parts	96	0.42	953	5.82	8,377.86	1.78
SP Parts						
DEL Parts	3	0.01				
Parts With No Cost	28	0.12				
Parts With Negative On-Hand	9	0.04	10		-1,028.87	
Core/Exchange	22	0.09	47	0.28	4,990.00	
Memos On File	5,037					
Parts Added	493	2.20	25	0.15	1,850.79	0.39
Active Parts	13	2.63	16	64.00	73.95	3.99
NS Parts	480	97.36	9	36.00	1,776.84	96.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	568					
Inventory Movement - Sales						
0 to 3 Months	2,381	10.62	12,853	78.58	251,362.67	53.46
4 to 6 Months	893	3.98	677	4.13	61,796.19	13.14
7 to 12 Months	1,328	5.92	1,537	9.39	73,046.90	15.53
Over 12 Months	14,485	64.64	1,102	6.73	68,682.53	14.60
New Parts No Sales	3,319	14.81	187	1.14	15,219.56	3.23
Inventory Movement - Receipts						
0 to 3 Months	2,298	10.25	7,899	48.29	270,748.21	57.59
4 to 6 Months	895	3.99	1,047	6.40	53,018.97	11.27
7 to 12 Months	1,420	6.33	2,260	13.81	89,201.61	18.97
Over 12 Months	14,470	64.58	5,117	31.28	55,600.47	11.82
New Parts No Receipts	3,323	14.83	33	0.20	1,538.59	0.32
Outstanding Orders	111	0.49	235		22,109.77	
Stockorders	111	100.00	220	93.61	17,482.77	79.07
Supplemental Orders						
Customer Orders	14	12.61	15	6.38	4,627.00	20.92
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	1,066	4.75	16,646.9		378,972.62		4,336
Regular	1,066	100.00	16,646.9	100.00	378,972.62	100.00	4,336
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	2	0.00	3		109.79		2
Return Sales	308	1.37	10,469.5		169,031.26		496
Regular	308	100.00	10,469.5	100.00	169,031.26	100.00	496
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	849	3.78	6,068		253,198.07		1,402
Stockorders	734	86.45	5,835	96.16	202,695.37	80.05	1,224
Supplemental Orders							
Customer Orders	161	18.96	233	3.83	50,502.70	19.94	178
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	17	0.07	266		-400.77		18
Plus	13	76.47	82	30.82	886.91		13
Minus	4	23.52	184	69.17	-1,287.68		5
Factory Returns	44	0.19	57		-11,963.69		44
Net Appreciation	206	0.91	2,547	15.57	1,330.76		717
Positive	115	55.82	2,418	94.93	2,842.84		317
Negative	91	44.17	129	5.06	-1,512.08		400
Parts Updated With Cost	6	0.02					6
Parts With Comments	1,214						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			170		20,620.59		134
Lost Sales							
Return Sales			16		705.37		13

Grand Total

	JUNE 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
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Number of Parts	22,406	134,831	22,472	268,247	22,354
Parts Pieces	16,356	101,937	16,990	208,128	17,344
Parts Cost	470,107.85	2,602,116.91	433,686.15	5,248,571.39	437,380.95
Parts With Negative OH	-1,028.87	-9,080.84	-1,513.47	-12,305.13	-1,025.43
Core/Exchange	4,990.00	25,180.00	4,196.67	53,755.00	4,479.58
Gross Sales	378,972.62	2,503,639.65	417,273.28	4,502,588.47	375,215.71
Net Sales	209,941.36	1,550,115.89	258,352.65	3,127,348.63	260,612.39
Lost Sales	109.79	838.06	139.68	3,386.76	282.23
Outstanding Orders	22,109.77	164,060.79	27,343.47	427,675.01	35,639.58
Total Receipts	253,198.07	1,656,140.37	276,023.40	3,678,330.73	306,527.56
Customer Orders	50,502.70	336,389.11	56,064.85	1,157,441.85	96,453.49
Emergency Purchases	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-400.77	-1,654.40	-275.73	-365,718.70	-30,476.56
Net Appreciation	1,330.76	17,032.55	2,838.76	30,695.76	2,557.98
NS Parts					
Number of Parts	5,079	31,135	5,189	62,548	5,212
Parts Pieces	562	3,638	606	8,352	696
Parts Cost	58,528.89	380,424.65	63,404.11	843,826.00	70,318.83
Gross Sales	65,346.27	396,425.85	66,070.98	854,834.80	71,236.23
Net Sales	47,253.53	310,535.64	51,755.94	667,107.00	55,592.25
Lost Sales	63.09	63.09	10.52	443.20	36.93
Outstanding Orders	7,918.27	56,104.50	9,350.75	146,753.95	12,229.50
Receipts	56,648.79	353,484.14	58,914.02	748,573.15	62,381.10
Inventory Movement - Sales					
0 to 3 Months	251,362.67	1,411,698.16	235,283.03	2,819,114.60	234,926.22
4 to 6 Months	61,796.19	297,380.21	49,563.37	658,329.66	54,860.81
7 to 12 Months	73,046.90	458,795.07	76,465.85	870,112.71	72,509.39
Over 12 Months	68,682.53	344,854.45	57,475.74	714,629.58	59,552.47
New Parts No Sales	15,219.56	89,389.02	14,898.17	186,384.84	15,532.07
Non-Productive Parts					
Excess Stock MNS < 12	96,717.31	566,398.73	94,399.79	1,156,695.75	96,391.31
Stock MNS > 11	75,941.65	366,335.14	61,055.86	763,374.57	63,614.55
NS Parts Not Sold	51,330.30	334,456.09	55,742.68	733,778.65	61,148.22
New Obsolescence					
Stock 9 Months	6,403.62	62,829.09	10,471.52	105,069.97	8,755.83
NS Parts 2 Months	8,208.73	34,234.73	5,705.79	87,912.04	7,326.00
Early Phase In					
NS Parts With YRSL > 2	2,961.58	19,788.66	3,298.11	43,527.72	3,627.31
True Turn	4.07		5.60		4.50
Purchase to Stock Ratio					
By Number of Parts	81.03		80.84		77.71
By Piece	96.16		94.64		91.32
By Cost	80.05		79.68		68.53
Sales Closing Ratio					
By Number of Parts	99.73		99.78		99.71
By Piece	99.95		99.93		99.83
By Cost	99.94		99.94		99.89
Demand Filled from Stock Ratio					
By Number of Parts	78.55		78.49		75.13
By Piece	96.18		94.39		90.88
By Cost	75.90		78.25		62.92
NS Parts Sales Efficiency	115.35		112.14		114.19

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2022
Number of Parts	22,463	22,557	22,591	22,321	22,493	22,124
Parts Pieces	17,317	16,219	18,367	17,065	16,613	17,013
Parts Cost	407,392.38	402,702.78	446,701.13	440,018.47	435,194.30	424,785.63
Parts With Negative OH	-666.38	-2,066.96	-2,145.11	-2,579.14	-594.38	-4,505.54
Core/Exchange	4,675.00	4,260.00	4,185.00	3,795.00	3,275.00	4,675.00
Gross Sales	369,228.58	372,321.35	360,353.27	359,774.97	662,988.86	301,287.10
Net Sales	300,509.90	267,151.68	257,924.13	248,964.73	265,624.08	240,389.02
Lost Sales	7.70	216.00	367.39	120.18	17.00	274.78
Outstanding Orders	42,592.08	46,095.62	22,757.36	12,856.78	17,649.18	94,211.40
Total Receipts	295,639.41	284,719.68	302,329.78	246,843.94	273,409.49	248,785.12
Customer Orders	39,718.81	95,166.79	57,969.64	47,844.68	45,186.49	66,267.20
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	-2,005.46	-329.33	827.37	954.79	-701.00	7,861.03
Net Appreciation	0.00	4,104.12	10,258.17	648.87	690.63	507.16
NS Parts						
Number of Parts	5,444	5,414	5,159	5,040	4,999	5,195
Parts Pieces	782	589	587	542	576	859
Parts Cost	67,742.94	64,268.54	68,765.10	60,240.23	60,878.95	82,976.83
Gross Sales	83,457.24	59,365.60	73,510.09	64,127.25	50,619.40	63,039.20
Net Sales	71,347.74	46,293.99	59,453.91	49,264.06	36,922.41	48,746.90
Lost Sales	0.00	0.00	0.00	0.00	0.00	65.76
Outstanding Orders	14,030.67	19,113.50	8,012.10	4,710.70	2,319.26	25,600.56
Receipts	75,480.71	55,114.89	68,854.54	51,147.41	46,237.80	56,765.99
Inventory Movement - Sales						
0 to 3 Months	211,042.34	210,689.35	254,191.63	244,708.55	239,703.62	231,185.73
4 to 6 Months	62,894.47	47,543.11	41,249.52	39,721.82	44,175.10	52,877.94
7 to 12 Months	66,518.51	78,583.89	86,316.94	80,265.56	74,063.27	69,279.72
Over 12 Months	53,965.45	50,190.27	49,191.60	60,971.38	61,853.22	46,276.57
New Parts No Sales	12,971.61	15,696.16	15,751.44	14,351.16	15,399.09	25,165.67
Non-Productive Parts						
Excess Stock MNS < 12	90,922.23	90,359.51	106,827.87	92,136.53	89,435.28	108,920.53
Stock MNS > 11	55,239.47	51,884.65	52,889.33	66,214.76	64,165.28	55,739.65
NS Parts Not Sold	60,704.30	57,632.04	57,881.81	55,385.00	51,522.64	69,260.32
New Obsolescence						
Stock 9 Months	8,991.27	9,388.39	11,627.92	13,797.54	12,620.35	5,860.81
NS Parts 2 Months	2,992.90	6,098.04	4,708.95	9,101.45	3,124.66	6,708.87
Early Phase In						
NS Parts With YRSL > 2	4,781.13	2,114.74	3,669.25	3,027.35	3,234.61	4,697.25
True Turn	7.68	5.12	5.37	5.48	6.08	4.92
Purchase to Stock Ratio						
By Number of Parts	84.35	64.29	83.52	84.01	88.08	75.53
By Piece	96.91	90.31	92.09	95.80	97.00	92.85
By Cost	86.56	66.57	80.82	80.61	83.47	73.36
Sales Closing Ratio						
By Number of Parts	99.88	99.87	99.64	99.71	99.86	99.65
By Piece	99.98	99.93	99.89	99.88	99.98	99.95
By Cost	99.99	99.91	99.85	99.95	99.99	99.88
Demand Filled from Stock Ratio						
By Number of Parts	84.21	60.90	79.64	81.52	86.57	74.18
By Piece	96.07	91.57	88.93	96.62	97.09	93.88
By Cost	86.78	64.32	77.41	80.74	82.98	72.35
NS Parts Sales Efficiency	110.56	107.71	106.76	125.37	109.47	111.05

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	22,124	22,170	22,266	22,251	22,407	22,198
Parts Pieces	19,213	17,512	18,745	17,656	16,923	16,142
Parts Cost	439,531.60	440,887.14	439,111.76	457,169.64	444,728.60	425,025.74
Parts With Negative OH	-79.24	-698.24	-914.83	-546.08	-632.33	-353.57
Core/Exchange	4,545.00	3,960.00	4,640.00	5,785.00	5,165.00	4,480.00
Gross Sales	348,692.52	336,836.20	326,356.68	374,758.09	297,272.10	315,033.23
Net Sales	287,229.09	258,557.91	268,386.14	277,965.11	230,993.67	254,100.82
Lost Sales	877.70	160.99	1,257.49	38.16	210.46	3.90
Outstanding Orders	49,598.83	55,666.28	52,031.23	28,869.49	31,009.09	46,439.30
Total Receipts	304,123.75	263,559.52	652,123.66	303,617.06	267,199.94	231,566.43
Customer Orders	104,848.05	98,926.39	463,330.91	87,339.08	49,584.61	17,023.70
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	0.00
Net Adjustments	6,758.17	-904.31	-382,802.76	-2,500.03	7,858.08	7,526.55
Net Appreciation	1,682.52	4,628.91	1,508.93	2,007.46	2,325.01	1,510.38
NS Parts						
Number of Parts	5,189	5,257	5,202	5,277	5,229	5,259
Parts Pieces	873	834	756	716	758	777
Parts Cost	87,499.71	80,699.57	71,176.23	75,823.90	75,865.94	72,336.00
Gross Sales	82,897.20	75,900.13	72,956.32	72,796.61	76,631.59	77,227.10
Net Sales	64,188.24	56,928.99	57,136.80	55,939.83	55,637.45	66,740.05
Lost Sales	0.00	0.00	380.11	0.00	0.00	0.00
Outstanding Orders	18,477.41	26,389.73	16,396.36	10,560.49	8,340.48	10,484.98
Receipts	73,963.93	59,031.27	62,510.64	67,706.37	69,685.11	62,191.69
Inventory Movement - Sales						
0 to 3 Months	242,334.54	228,672.69	232,018.99	234,371.50	246,264.49	223,754.23
4 to 6 Months	48,787.34	53,028.90	53,444.79	61,289.89	67,213.55	77,184.98
7 to 12 Months	68,648.03	75,580.83	66,415.56	71,355.67	69,894.92	59,422.63
Over 12 Months	57,401.56	66,310.57	70,907.79	76,884.93	46,781.04	51,489.24
New Parts No Sales	22,360.13	17,294.15	16,324.63	13,267.65	14,574.60	13,174.66
Non-Productive Parts						
Excess Stock MNS < 12	101,317.59	94,256.51	95,321.13	96,091.13	103,531.25	99,779.41
Stock MNS > 11	60,217.91	71,279.14	73,555.30	77,908.24	60,041.22	54,037.62
NS Parts Not Sold	74,393.29	73,916.93	59,936.05	62,399.58	61,518.75	67,157.96
New Obsolescence						
Stock 9 Months	4,824.99	10,063.69	7,947.90	7,723.08	5,310.92	6,370.30
NS Parts 2 Months	7,850.38	9,342.45	4,230.90	8,372.51	10,225.37	13,655.70
Early Phase In						
NS Parts With YRSL > 2	3,929.53	4,180.04	5,251.04	3,934.18	2,634.24	3,810.03
True Turn	4.98	4.34	-5.33	5.00	4.89	6.69
Purchase to Stock Ratio						
By Number of Parts	70.48	62.29	70.89	71.68	80.69	93.81
By Piece	95.17	88.23	70.15	91.92	95.84	98.33
By Cost	65.52	62.46	28.95	71.23	81.44	92.64
Sales Closing Ratio						
By Number of Parts	99.74	99.64	99.04	99.76	99.73	99.87
By Piece	99.95	99.93	98.51	99.95	99.93	99.98
By Cost	99.69	99.93	99.53	99.98	99.90	99.99
Demand Filled from Stock Ratio						
By Number of Parts	66.08	57.91	66.16	69.29	77.95	93.72
By Piece	93.55	91.16	49.60	93.12	96.23	98.75
By Cost	63.30	61.70	-72.29	68.56	78.46	93.29
NS Parts Sales Efficiency	112.07	128.57	116.71	107.51	109.96	124.17