

Grand Total

	AUGUST 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	12,369	92,828	11,604	157,463	13,122
Parts Pieces	25,399	202,481	25,310	289,911	24,159
Parts Cost	418,824.85	3,274,725.76	409,340.72	4,726,315.58	393,859.63
Parts With Negative OH	-8,966.23	-45,543.25	-5,692.91	-82,826.26	-6,902.19
Core/Exchange	18,747.05	129,989.42	16,248.68	200,989.46	16,749.12
Gross Sales	226,669.68	1,451,514.20	181,439.28	2,337,884.32	194,823.69
Net Sales	185,648.34	1,172,508.38	146,563.55	1,831,179.09	152,598.26
Lost Sales	1,587.05	34,520.93	4,315.12	55,661.20	4,638.43
Outstanding Orders	275,081.34	1,949,349.74	243,668.72	2,686,347.79	223,862.32
Total Receipts	189,522.14	1,216,995.66	152,124.46	1,974,380.54	164,531.71
Customer Orders	49,681.43	288,443.83	36,055.48	468,164.30	39,013.69
Emergency Purchases	0.00	2,722.93	340.37	16,743.50	1,395.29
Net Adjustments	-3,344.62	-45,382.83	-5,672.85	-78,747.80	-6,562.32
Net Appreciation	1,083.19	24,337.30	3,042.16	31,437.25	2,619.77
NS Parts					
Number of Parts	6,809	41,350	5,169	51,725	4,310
Parts Pieces	2,271	17,573	2,197	26,352	2,196
Parts Cost	86,489.29	579,535.61	72,441.95	817,816.99	68,151.42
Gross Sales	91,342.66	586,201.12	73,275.14	830,158.84	69,179.90
Net Sales	76,821.98	474,624.52	59,328.07	664,885.34	55,407.11
Lost Sales	404.68	16,087.58	2,010.95	23,109.56	1,925.80
Outstanding Orders	49,245.88	366,103.70	45,762.96	454,354.04	37,862.84
Receipts	94,911.29	550,812.56	68,851.57	755,322.29	62,943.52
Inventory Movement - Sales					
0 to 3 Months	206,337.27	1,565,790.54	195,723.82	2,387,393.64	198,949.47
4 to 6 Months	40,956.99	395,308.40	49,413.55	557,355.82	46,446.32
7 to 12 Months	58,648.28	468,645.36	58,580.67	627,607.77	52,300.65
Over 12 Months	86,277.09	630,332.49	78,791.56	843,572.76	70,297.73
New Parts No Sales	26,605.22	214,648.97	26,831.12	310,385.57	25,865.46
Non-Productive Parts					
Excess Stock MNS < 12	216,193.50	1,736,752.22	217,094.03	2,502,015.95	208,501.33
Stock MNS > 11	77,430.68	570,309.84	71,288.73	751,981.59	62,665.13
NS Parts Not Sold	67,668.44	474,432.96	59,304.12	665,689.52	55,474.13
New Obsolescence					
Stock 9 Months	9,197.68	72,246.06	9,030.76	92,079.96	7,673.33
NS Parts 2 Months	6,182.54	57,931.99	7,241.50	90,991.72	7,582.64
Early Phase In					
NS Parts With YRSL > 2	9,173.67	89,274.25	11,159.28	126,868.93	10,572.41
True Turn	3.90		3.23		3.42
Purchase to Stock Ratio					
By Number of Parts	54.45		55.11		54.81
By Piece	83.00		81.76		81.13
By Cost	73.78		76.07		75.44
Sales Closing Ratio					
By Number of Parts	97.61		97.38		97.21
By Piece	98.83		98.53		98.59
By Cost	99.15		97.14		97.05
Demand Filled from Stock Ratio					
By Number of Parts	58.00		56.45		54.09
By Piece	83.00		81.43		79.86
By Cost	72.61		73.01		71.35
NS Parts Sales Efficiency	96.24		106.42		109.90

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	17,211	8,978	9,772	10,316	10,870	11,419
Parts Pieces	25,553	26,504	25,270	24,260	25,764	24,399
Parts Cost	396,765.03	410,873.14	401,117.28	397,680.17	418,405.79	413,263.01
Parts With Negative OH	-6,636.01	-976.56	-2,384.20	-1,268.75	-6,852.96	-8,678.43
Core/Exchange	16,962.07	20,463.05	14,266.05	12,842.05	14,075.05	16,602.05
Gross Sales	185,832.56	172,248.97	202,458.89	167,098.05	178,454.60	156,532.02
Net Sales	129,058.38	132,660.96	170,576.23	135,760.76	153,593.72	128,773.46
Lost Sales	6,676.82	3,164.01	6,946.30	2,568.78	1,082.00	6,825.43
Outstanding Orders	215,912.04	222,541.76	222,985.75	229,979.11	252,730.41	256,560.23
Total Receipts	142,291.26	152,766.60	165,625.40	133,913.72	167,814.49	124,426.28
Customer Orders	32,256.57	36,943.64	44,339.85	30,525.46	36,157.56	29,142.72
Emergency Purchases	168.22	673.25	16.32	1,451.20	0.00	341.64
Net Adjustments	-11,780.28	-3,051.92	-8,838.72	-2,028.19	-5,650.52	-8,204.97
Net Appreciation	3,160.85	2,940.89	2,586.49	1,376.55	6,371.88	5,413.53
NS Parts						
Number of Parts	3,547	3,747	4,446	4,972	5,473	5,970
Parts Pieces	2,068	2,064	2,087	2,162	2,340	2,297
Parts Cost	60,732.25	61,576.46	64,509.42	73,840.70	80,839.88	75,463.48
Gross Sales	44,233.20	64,049.86	92,618.83	67,713.68	70,153.74	77,863.69
Net Sales	35,911.22	48,598.71	76,819.59	52,395.37	56,446.39	62,347.38
Lost Sales	3,502.74	251.81	5,129.28	831.31	469.41	2,199.32
Outstanding Orders	40,153.95	42,737.44	42,351.00	40,416.64	49,744.81	49,278.09
Receipts	51,748.44	49,655.75	82,544.50	65,117.30	72,794.82	63,865.65
Inventory Movement - Sales						
0 to 3 Months	209,289.03	207,841.22	185,273.38	171,867.88	193,137.61	197,271.40
4 to 6 Months	50,204.76	53,827.51	65,409.71	65,752.84	50,685.01	34,411.73
7 to 12 Months	48,512.21	54,586.42	53,221.77	54,783.14	64,321.26	68,227.05
Over 12 Months	64,259.90	70,093.32	74,838.23	76,619.53	79,951.32	85,506.49
New Parts No Sales	24,499.13	24,524.67	22,374.19	28,656.78	30,310.59	27,846.34
Non-Productive Parts						
Excess Stock MNS < 12	214,428.73	217,100.49	213,644.24	211,886.39	224,386.51	222,555.21
Stock MNS > 11	52,436.79	61,223.55	67,070.10	67,508.48	74,215.55	81,675.70
NS Parts Not Sold	44,921.47	51,007.25	55,788.00	62,462.90	61,168.70	65,850.64
New Obsolescence						
Stock 9 Months	6,271.09	10,164.30	10,574.65	9,937.70	6,334.61	8,497.67
NS Parts 2 Months	5,427.76	8,468.20	7,217.73	11,141.69	6,422.96	9,122.28
Early Phase In						
NS Parts With YRSL > 2	11,317.84	11,392.87	12,999.21	12,618.78	12,350.35	10,162.09
True Turn	2.92	2.78	3.78	3.13	3.37	2.88
Purchase to Stock Ratio						
By Number of Parts	57.21	51.10	52.18	57.18	53.87	56.98
By Piece	82.28	78.81	76.76	77.49	80.85	85.69
By Cost	77.21	75.37	73.21	76.12	78.45	76.30
Sales Closing Ratio						
By Number of Parts	96.88	97.55	97.76	96.92	98.19	96.52
By Piece	99.00	98.27	99.21	98.18	99.19	97.50
By Cost	95.08	97.67	96.08	98.14	99.30	94.96
Demand Filled from Stock Ratio						
By Number of Parts	57.65	53.62	48.92	54.88	58.82	59.89
By Piece	81.77	76.37	80.76	80.54	77.38	85.44
By Cost	71.19	69.97	71.10	75.02	75.92	73.22
NS Parts Sales Efficiency	85.47	128.98	112.20	103.98	96.37	121.91

Grand Total

	JULY 2023	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	11,893	15,014	15,515	15,917	16,396	16,807
Parts Pieces	25,332	19,537	19,921	23,136	18,568	25,805
Parts Cost	417,796.49	319,160.00	327,544.54	365,734.80	366,733.22	391,577.26
Parts With Negative OH	-9,780.11	-5,951.66	-8,428.36	-8,357.22	-14,173.22	-6,324.21
Core/Exchange	16,032.05	13,732.04	17,214.00	18,950.00	18,281.01	16,555.03
Gross Sales	162,219.43	252,479.51	263,254.20	202,286.55	214,986.82	205,842.55
Net Sales	136,436.53	208,707.41	182,661.85	152,050.37	167,738.63	156,219.86
Lost Sales	5,670.54	1,867.24	4,007.50	4,670.98	7,573.44	4,888.35
Outstanding Orders	273,559.10	171,527.55	175,347.22	181,146.99	184,565.58	195,938.26
Total Receipts	140,635.77	202,706.14	197,538.54	183,149.91	196,420.51	180,275.92
Customer Orders	29,396.60	49,978.08	53,219.00	40,148.94	48,415.27	37,937.26
Emergency Purchases	72.30	570.16	750.20	3,356.29	7,941.51	1,972.57
Net Adjustments	-2,483.61	3,464.87	-8,900.97	5,057.71	-33,321.94	3,800.23
Net Appreciation	1,403.92	901.42	2,070.51	1,891.46	1,014.17	2,123.81
NS Parts						
Number of Parts	6,386	1,669	2,032	2,374	2,797	3,172
Parts Pieces	2,284	2,221	2,136	2,129	2,271	2,243
Parts Cost	76,084.13	67,388.33	60,949.69	62,370.24	59,061.52	55,899.93
Gross Sales	78,225.46	52,640.06	83,284.14	48,639.94	54,014.61	58,019.03
Net Sales	65,283.88	42,997.52	63,809.64	38,773.85	44,906.28	42,771.05
Lost Sales	3,299.03	18.18	3,212.47	531.69	1,307.45	1,970.37
Outstanding Orders	52,175.89	17,210.67	18,622.87	18,198.44	22,017.81	29,411.22
Receipts	70,174.81	55,357.88	63,584.23	44,856.20	45,488.87	50,580.43
Inventory Movement - Sales						
0 to 3 Months	194,772.75	175,072.65	181,002.34	215,298.70	201,865.16	223,436.90
4 to 6 Months	34,059.85	34,600.41	38,113.75	37,499.17	43,107.72	43,326.78
7 to 12 Months	66,345.23	35,917.13	36,031.33	40,625.54	38,607.28	43,698.26
Over 12 Months	92,786.61	44,255.79	46,077.40	51,219.82	57,696.08	58,246.97
New Parts No Sales	29,832.05	29,314.02	26,319.71	21,091.56	25,456.98	22,868.35
Non-Productive Parts						
Excess Stock MNS < 12	216,557.17	159,838.96	168,014.65	191,496.49	186,439.70	219,312.88
Stock MNS > 11	88,748.98	37,333.22	37,423.59	45,037.58	50,012.43	49,198.15
NS Parts Not Sold	65,565.56	46,123.49	47,866.66	47,632.09	50,553.51	45,204.30
New Obsolescence						
Stock 9 Months	11,268.36	3,958.14	4,267.34	4,417.70	2,843.45	8,305.41
NS Parts 2 Months	3,948.83	7,867.29	10,790.47	8,417.71	6,314.29	7,537.26
Early Phase In						
NS Parts With YRSL > 2	9,259.44	14,732.53	9,741.54	10,319.01	9,567.62	7,966.51
True Turn	3.07	5.95	4.71	3.56	3.64	3.56
Purchase to Stock Ratio						
By Number of Parts	59.51	62.46	53.83	49.46	58.02	56.27
By Piece	88.05	88.55	80.05	76.39	80.07	83.97
By Cost	79.04	75.06	72.67	76.24	71.30	77.86
Sales Closing Ratio						
By Number of Parts	97.39	98.49	98.20	97.38	96.42	95.46
By Piece	97.87	99.63	99.19	98.56	98.46	98.67
By Cost	96.00	99.11	97.85	97.01	95.68	96.96
Demand Filled from Stock Ratio						
By Number of Parts	60.86	61.73	51.62	41.71	55.52	49.40
By Piece	85.70	89.82	77.06	73.50	76.21	81.26
By Cost	75.27	75.10	68.94	69.25	63.53	72.19
NS Parts Sales Efficiency	111.47	95.09	130.98	108.43	118.74	114.70