

From 9/01/23 to 9/30/23 All Mant, All OEM Cd, All Sgrp

	#	Pieces	Cost	Value
Stock Orders Placed	564	959	32444.30	38518.57
Stock Orders Received	522	5543	28516.20	65553.95
Special Orders Placed	240	959	33076.06	39819.35
Special Orders Received	234	1431	20584.22	30348.92
Parts Canceled				
Factory Returns	39	79	3653.12	4184.35
Core Returns	11	13	3597.50	3797.50
Parts On Order	1374	140	118121.69	126642.70
Parts On Backorder			595.81	1412.98

ALL Manf, ALL OEM CD, ALL Grp

	%	#	Pieces	Value
Active Parts: Stocked	4.0	436	223	19729.00
Active Parts: With Excess Stock	47.6	1396	17952	233825.74
Active Parts: Understocked	.8	231	86	4013.58
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	52.4	2063	18261	257568.32
Superseded With On Hand	4.4	112	257	21860.26
Inactive With On Hand	43.1	1865	4554	212001.68
Total Inventory To Sell	100.0	4040	23072	491430.26
Cores on Hand		98	109	34542.00
Negative On Hand		0	0	.00
Total of Inventory		4138	23181	525972.26
Parts on Open Repair Orders		1313	2029	148754.88
Value of Inventory		5451	25210	674727.14
Not on Factory Master		9926	2611	23008.63
Parts Without Cost		270	5	.00

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 ALL Manf, ALL OEM Cd, ALL Sgrp, ALL Parts
 Parts % Acum% Value % Acum%
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Never Sold	350	9.9	48093	9.8	9.8
2022 October or Older	885	25.1	104168	21.2	31.0
2022 November	77	2.2	8635	1.8	32.8
2022 December	93	2.6	11618	2.4	35.2
2023 January	85	2.4	7908	1.6	36.8
2023 February	130	3.7	18188	3.7	40.5
2023 March	122	3.5	13310	2.7	43.2
2023 April	159	4.5	24859	5.1	48.3
2023 May	143	4.1	11132	2.3	50.5
2023 June	201	5.7	18022	3.7	54.2
2023 July	206	5.8	26319	5.4	59.6
2023 August	306	8.7	31097	6.3	65.9
2023 September	345	9.8	42594	8.7	74.6
2023 October	423	12.0	124489	25.4	100.0
Totals	3525	100.0	490434	100.0	
Cores With On Hand	98		34542		

From 9/01/23 to 9/30/23 All Manf, All Stocking Groups

Value	#	Pieces
3360.98	24	257
-3494.03	19	-63
-133.05	43	194
Manual Increases		
Manual Decreases		
Net Manual Adjustments		
Physical Inventory Increases		
Physical Inventory Decreases		
Net Physical Inventory Adjustments		
407.68	29	91
-261.75	6	18
145.93	35	109
LIFO Increases		
LIFO Decreases		
Net LIFO Adjustments		

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 All Manf, All Stocking Groups
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Changes to Status:	
October 2023	Phase-In
June 2023 To September 2023	120
March 2023 To June 2023	111
December 2022 To March 2023	121
September 2022 To December 2022	84
June 2022 To September 2022	93
June 2022 and Older	677
Inactive Parts to Phase-In	1865
Parts to Phase-Out	112
Parts Excluded From Phase-In	3
Non-Stocked Parts with On Hand	
Superseded Parts with On Hand	
Active Parts with No Sales	

Phase-Out 107
 333
 279
 230
 183
 205
 4504

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All Mant, All Stocking Groups, All Parts, All Sales Types
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From 9/01/23 To 9/30/23

	9/01/23	9/30/23	9/01/23	9/30/23	9/01/23	9/30/23
Sales Filled From Shelf	34535.90	81839.37	116375.27	81839.37	116375.27	81839.37
Sales Filled By NG						
Sales Filled By EP	38457.79	97537.50	135995.29	97537.50	135995.29	97537.50
Sales Filled By SO	15262.12	35282.65	50544.77	35282.65	50544.77	35282.65
Total Sales	88255.81	214659.52	302915.33	214659.52	302915.33	214659.52
Returns To Inventory	-166.88	-13750.84	-13917.72	-13750.84	-13917.72	-13750.84
Returns Not To Inventory	-42.87	-220.84	-263.71	-220.84	-263.71	-220.84
Total Returns	-209.75	-13971.68	-14181.43	-13971.68	-14181.43	-13971.68
Net Sales	88046.06	200687.84	288733.90	200687.84	288733.90	200687.84
Filled From Shelf-Counter	49.0%	54.4%	53.1%	54.4%	53.1%	54.4%
Filled From Shelf-Service	38.3%	36.2%	36.8%	36.2%	36.8%	38.3%
Filled Same Day--Counter	90.1%	93.0%	92.3%	93.0%	92.3%	90.1%
Filled Same Day--Service	82.1%	82.4%	82.3%	82.4%	82.3%	82.1%

ALL Manf, ALL OEM Cd, ALL Grp

From	To	Sales	Cost	Gross	GP %
9/01/23	9/30/23	9/01/23	9/30/23	9/01/23	9/30/23
Counter Retail Sales	11261.50	8292.60	2968.90	26.4	18.5
Counter Internal Sales	789.17	643.01	146.16	21.3	23.1
Counter Wholesale Sales	17770.49	13987.79	3782.70	34.1	23.7
Total Counter Sales	29821.16	22923.40	6897.76	34.1	23.1
RO Customer Pay Sales	155906.02	102805.30	53100.72	24.2	24.2
RO Internal Pay Sales	25410.10	19393.85	6016.25	23.7	23.7
RO Warranty Sales	91778.05	69536.97	22241.08	24.2	24.2
RO Service Contract Sales	273094.17	191736.12	81358.05	29.8	29.8
Total RO Sales	723094.17	495369.24	205016.05	29.8	29.8
Total Sales	302915.33	214659.52	88255.81	29.1	29.1
Total Returns	-14181.43	-13971.68	-209.75	-1.5	-1.5
Total Net Sales	288733.90	200687.84	88046.06	30.5	30.5

Value	
(1)Idle Parts Total	103782.45
(2)Current Parts Total	334032.79
(3)Total Parts	437815.24
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	23.70%

Quantity	
Off the Shelf F111 Rate	
(1)Total Off the Shelf	9559
(2)Total Other	276
(3)Total Quantity Sold	9835
Off the Shelf F111 Rate (1)/(3)	97.1%

True Turn	
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	85993.00
(3) Annualized Stock Orders	1046190.84
(4) Inventory Value	437815.24
(5) True Turn (3)/(4)	2.39

Parts with Negative on Hand	
Part Numbers	1
Cost	8.33
Qty	1-
Extended	8.33-
Total of Negative on Hand	

Lost Sales	
Part Numbers	0
Cost	.00
Qty	0
Extended	.00
Total Lost Sales	

Parts Without Cost	
Part Numbers	131
Total Parts Without Cost	

Parts With No Bin Location	
Part Numbers	0
Cost	.00
Qty	0
Extended	.00
Total Parts with No Bin Location	