

Stock Order Criteria

DEFAULT

Daily Demand: **70** percent of recent **30** days demand
30 percent of previous **365** days demand
Days Supply: Based on demand of **365** days

<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To 3	35	25
40To 12	25	20
130To 35	20	15
360To 100	15	11
1010To 500	11	8
5010To 99999	8	6

Do not order if less than **5** days in inventory

All Manf, All Stocking Groups

Changes to Status:	Phase-In	Phase-Out
December 2023	140	183
August 2023 To November 2023	188	131
May 2023 To August 2023	100	124
February 2023 To May 2023	96	147
November 2022 To February 2023	65	119
August 2022 To November 2022	70	105
August 2022 and Older	860	2301

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	620
Superceded Parts with On Hand	15
Active Parts with No Sales	

	Value
(1)Idle Parts Total	4005.89
(2)Current Parts Total	238063.74
(3)Total Parts	242069.63
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	1.65%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	7278
(2)Total Other	51
(3)Total Quantity Sold	7329
Off the Shelf Fill Rate (1)/(3)	99.3%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	165271.00
(3) Annualized Stock Orders	2010686.99
(4) Inventory Value	242069.63
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.31

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	5	2017.64	5-	2017.64-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	14	1867.85	15	1869.40

Parts Without Cost

	Part Numbers
Total Parts Without Cost	182

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	29	6206.03	55	2561.89

From 11/01/23 to 11/30/23 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	12	22	861.19
Manual Decreases	9	-14	-1388.57
Net Manual Adjustments	21	8	-527.38
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	105	353	408.63
LIFO Decreases	12	68	-179.58
Net LIFO Adjustments	117	421	229.05

Stock Order Analysis

From 11/01/23 To 11/30/23

All Manf, All OEM Cd, All SGrp

Opt Description	#	Pieces	Cost	
<input type="checkbox"/> Stock Orders Placed	596	3169	44902.42	60316.44
<input type="checkbox"/> Stock Orders Received	661	16907	35079.13	117122.80
<input type="checkbox"/> Special Orders Placed	530	761	42261.80	57048.77
<input type="checkbox"/> Special Orders Received	679	2210	61326.76	72536.79
<input type="checkbox"/> Parts Canceled	9	17	210.76	394.75
<input type="checkbox"/> Factory Returns	67	79	7386.28	8367.38
<input type="checkbox"/> Core Returns	27	38	1922.00	2142.00
<input type="checkbox"/> Parts On Order		220	10348.03	15850.11
<input type="checkbox"/> Parts On Backorder		173	47749.43	49017.23
<input type="checkbox"/> Parts Referred				

Sales Source Analysis

	FROM: 11/01/23	11/01/23	11/01/23	11/01/23
	TO: 11/30/23	11/30/23	11/30/23	11/30/23
Opt	Sales	Cost	Gross	
Sales Filled From Shelf	198473.90	121425.61	77048.29	38.8
Sales Filled By NG	11775.98	8614.54	3161.44	26.8
Sales Filled By EP	11296.65	7307.50	3989.15	35.3
Sales Filled By SO	69552.34	46919.25	22633.09	32.5
Total Sales	291098.87	184266.90	106831.97	36.7
Returns To Inventory	-6529.52	-5177.60	-1351.92	-20.7
Returns Not To Inventory	-22.67	-9.71	-12.96	-57.2
Total Returns	-6552.19	-5187.31	-1364.88	-20.8
Net Sales	284546.68	179079.59	105467.09	37.1
Filled From Shelf-Counter	58.7%	56.2%	65.0%	
Filled From Shelf-Service	76.9%	76.5%	77.5%	
Filled Same Day--Counter	60.1%	57.6%	66.6%	
Filled Same Day--Service	81.6%	81.5%	81.8%	

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Sales Analysis

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All Manf, All OEM Cd, All SGrp

From	11/01/23	11/01/23	11/01/23	11/01/23
To	11/30/23	11/30/23	11/30/23	11/30/23
	Sales	Cost	Gross	GP %

Counter Retail Sales	30678.94	18727.63	11951.31	39.0
Counter Internal Sales	2079.30	1242.05	837.25	40.3
Counter Wholesale Sales	41710.03	33745.43	7964.60	19.1
Total Counter Sales	74468.27	53715.11	20753.16	27.9
RO Customer Pay Sales	149928.16	89505.38	60422.78	40.3
RO Internal Pay Sales	42097.00	26005.93	16091.07	38.2
RO Warranty Sales	20454.95	12492.65	7962.30	38.9
RO Service Contract Sales	4150.49	2547.83	1602.66	38.6
Total RO Sales	216630.60	130551.79	86078.81	39.7
Total Sales	291098.87	184266.90	106831.97	36.7
Total Returns	-6552.19	-5187.31	-1364.88	-20.8
Total Net Sales	284546.68	179079.59	105467.09	37.1

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Inventory Aging by Last Sold

12/19/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	113	5.9	5.9	13336	4.6	4.6
2022 December or Older	84	4.4	10.2	3822	1.3	5.9
2023 January	17	.9	11.1	1188	.4	6.3
2023 February	25	1.3	12.4	2237	.8	7.0
2023 March	56	2.9	15.3	6131	2.1	9.1
2023 April	42	2.2	17.5	2884	1.0	10.1
2023 May	63	3.3	20.8	5467	1.9	12.0
2023 June	64	3.3	24.1	6975	2.4	14.4
2023 July	87	4.5	28.7	6114	2.1	16.5
2023 August	127	6.6	35.3	14279	4.9	21.4
2023 September	165	8.6	43.8	23110	7.9	29.3
2023 October	227	11.8	55.6	29849	10.2	39.5
2023 November	341	17.7	73.4	47470	16.3	55.8
2023 December	512	26.6	100.0	129136	44.2	100.0
Totals	1923	100.0		292000	100.0	
Cores With On Hand	25			1913		

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Inventory Analysis Month End Nov 2023

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	13.5	552	588	39702
Active Parts: With Excess Stock	65.8	833	24697	193860
Active Parts: Understocked	.5	212	11	1457
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	79.7	1597	25296	235018
Superceded With On Hand	2.7	13	249	7842
Inactive With On Hand	17.6	574	1488	51960
Total Inventory To Sell	100.0	2184	27033	294821
Cores on Hand		41	163	4899
Negative On Hand		3	-3	-992
Total of Inventory		2228	27193	298727
Parts on Open Repair Orders		55	110	5735
Value of Inventory		2283	27303	304462
Not on Factory Master		4723	12860	52994
Parts Without Cost		311	0	0