

```

=====
(1) Idle Parts Total                               40260.47
(2) Current Parts Total                            273096.87
(3) Total Parts                                   313357.34
=====

```

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 12.85%

```

=====
Off the Shelf Fill Rate
=====

```

```

=====
(1) Total Off the Shelf           7185
(2) Total Other                   164
(3) Total Quantity Sold          7349
Off the Shelf Fill Rate (1)/(3)  97.7%
=====

```

```

=====
True Turn
=====

```

```

=====
(1) Annualization Ratio (365/ 31) = 11.774
(2) Total Stock Orders             164837.00
(3) Annualized Stock Orders       1940790.84
(4) Inventory Value               313357.34
(5) True Turn (3)/(4)             6.19
=====

```

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

```

=====
Parts with Negative on Hand
=====
Part Numbers      Cost      Qty      Extended
-----
Total of Negative on Hand      3          3~      242.29-
=====

```

```

=====
Lost Sales
=====
Part Numbers      Cost      Qty      Extended
-----
Total Lost Sales      13          16      649.27
=====

```

```

=====
Parts Without Cost
=====
Part Numbers
-----
Total Parts Without Cost      88
=====

```

```

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

```

PD2007R  
RFARB8371

G25) TOE CORP  
Inventory Analysis Month End Dec 2023

2/19/24  
10:47:02

=====

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	10.1	381	1069	31005
Active Parts: With Excess Stock	41.1	755	11363	126656
Active Parts: Understocked	1.5	49	149	4700
Active Parts: To Phase Out	4.0	194	536	12324
Total Active Parts	56.7	1379	13117	174685
Superceded With On Hand	1.8	26	1702	5666
Inactive With On Hand	41.5	1450	9156	127825
Total Inventory To Sell	100.0	2855	23975	308176
Cores on Hand		9	7	3985
Negative On Hand		22	-27	-1988
Total of Inventory		2886	23955	310174
Parts on Open Repair Orders		68	107	5621
Value of Inventory		2954	24062	315795
Not on Factory Master		3150	5779	32208
Parts Without Cost		152	497	0

↑

PD3022R  
RFARB8371

G25) TOE CORP  
Inventory Aging by Last Sold

2/19/24

=====  
All Manf, All OEM Cd, All SGrp, All Parts  
=====  
Parts            %    Acum%            Value            %    Acum%  
=====  
Never Sold            461    17.0    17.0            33334    10.3    10.3  
2023 February or Older    607    22.4    39.5            36472    11.3    21.6  
2023 March            45     1.7    41.1            4568     1.4    23.0  
2023 April            52     1.9    43.1            3012     .9    23.9  
2023 May            55     2.0    45.1            4037     1.2    25.2  
2023 June            68     2.5    47.6            5813     1.8    26.9  
2023 July            76     2.8    50.4            5248     1.6    28.6  
2023 August            56     2.1    52.5            2903     .9    29.5  
2023 September            79     2.9    55.4            8013     2.5    31.9  
2023 October            88     3.3    58.6            11663    3.6    35.5  
2023 November            132    4.9    63.5            15091    4.7    40.2  
2023 December            179    6.6    70.1            19638    6.1    46.3  
2024 January            327    12.1    82.2            48812    15.1    61.3  
2024 February            481    17.8    100.0            125144    38.7    100.0  
Totals            2706    100.0            323747    100.0  
Cores With On Hand            12                            2355

↑

PD3041R  
RFARB8371

G25) TOE CORP  
Inventory Adjustments

2/19/24 10:48:35

=====

From 12/01/23 to 12/31/23 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	7	144	3373.76
Manual Decreases	6	-9	-294.07
Net Manual Adjustments	13	135	3079.69
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1587	11344	3207.62
LIFO Decreases	98	1778	-2338.89
Net LIFO Adjustments	1685	13122	868.73

↑

PD3081R  
RFARB8371

G25) TOE CORP  
Phase-In/Phase-Out

2/19/24 10:49:45

=====  
All Manf, All Stocking Groups  
=====

Changes to Status:	Phase-In	Phase-Out
February 2024	28	222
October 2023 To January 2024	43	18
July 2023 To October 2023	44	21
April 2023 To July 2023	50	1211
January 2023 To April 2023	49	15
October 2022 To January 2023	43	13
October 2022 and Older	469	430

Inactive Parts to Phase-In	
Parts to Phase-Out	39
Parts Excluded From Phase-In	26
Non-Stocked Parts with On Hand	1617
Superceded Parts with On Hand	26
Active Parts with No Sales	4

↑

PD3062R  
RFARB8371

G25) TOE CORP  
Sales Source Analysis

2/19/24 10:51:08

=====  
All Manf, All Stocking Groups, All Parts, All Sales Types

	From 12/01/23	12/01/23	12/01/23	12/01/23
	To 12/31/23	12/31/23	12/31/23	12/31/23
	Sales	Cost	Gross	GP %
=====				
Sales Filled From Shelf	165881.33	100688.96	65192.37	39.3
Sales Filled By NG	19650.66	12931.45	6719.21	34.2
Sales Filled By EP	25321.39	10941.03	14380.36	56.8
Sales Filled By SO	63317.22	42961.06	20356.16	32.1
Total Sales	274170.60	167522.50	106648.10	38.9
Returns To Inventory	-4854.97	-3829.71	-1025.26	-21.1
Returns Not To Inventory	-1573.73	-1364.03	-209.70	-13.3
Total Returns	-6428.70	-5193.74	-1234.96	-19.2
Net Sales	267741.90	162328.76	105413.14	39.4
Filled From Shelf-Counter	25.2%	25.6%	23.6%	
Filled From Shelf-Service	76.0%	78.8%	72.2%	
Filled Same Day--Counter	29.6%	27.7%	36.2%	
Filled Same Day--Service	86.2%	86.5%	85.7%	

↑

PD3052R  
RFARB8371

G25) TOE CORP  
Sales Analysis

2/19/24 10:52:04

=====  
All Manf, All OEM Cd, All SGrp

	From	12/01/23	12/01/23	12/01/23	12/01/23
	To	12/31/23	12/31/23	12/31/23	12/31/23
		Sales	Cost	Gross	GP %
Counter Retail Sales		8636.97	5067.66	3569.31	41.3
Counter Internal Sales		436.23	330.49	105.74	24.2
Counter Wholesale Sales		35996.10	29277.21	6718.89	18.7
Total Counter Sales		45069.30	34675.36	10393.94	23.1
RO Customer Pay Sales		142130.14	82560.43	59569.71	41.9
RO Internal Pay Sales		14175.40	7773.77	6401.63	45.2
RO Warranty Sales		58939.68	34074.57	24865.11	42.2
RO Service Contract Sales		13856.08	8438.37	5417.71	39.1
Total RO Sales		229101.30	132847.14	96254.16	42.0
Total Sales		274170.60	167522.50	106648.10	38.9
Total Returns		-6428.70	-5193.74	-1234.96	-19.2
Total Net Sales		267741.90	162328.76	105413.14	39.4

↑

PD3071R  
RFARB8371

G25) TOE CORP  
Stock Order Analysis

2/19/24 10:52:39

```
=====
From 12/01/23 to 12/31/23 All Manf, All OEM Cd, All SGrp
# Pieces Cost Value
=====
Stock Orders Placed 463 2071 16788.84 40083.33
Stock Orders Received 767 6359 47427.20 112562.11

Special Orders Placed 568 809 57558.90 60126.30
Special Orders Received 579 824 54762.40 57585.70

Parts Canceled 86 443 9685.86 11308.37

Factory Returns 216 242 20847.73 23380.56
Core Returns 13 18 1110.00 1560.00

Parts On Order
Parts On Backorder 167 23678.68 24227.37
Parts Referred
```

↑

**Stock Order Criteria**

**DEFAULT**

Daily Demand:  percent of recent  days demand  
 percent of previous  days demand  
Days Supply: Based on demand of  days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	<input type="text" value="3"/>	<input type="text" value="20"/>	<input type="text" value="20"/>
40To	<input type="text" value="12"/>	<input type="text" value="20"/>	<input type="text" value="20"/>
130To	<input type="text" value="35"/>	<input type="text" value="15"/>	<input type="text" value="15"/>
360To	<input type="text" value="100"/>	<input type="text" value="10"/>	<input type="text" value="10"/>
1010To	<input type="text" value="500"/>	<input type="text" value="8"/>	<input type="text" value="8"/>
5010To	<input type="text" value="99999"/>	<input type="text" value="4"/>	<input type="text" value="4"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>

Do not order if less than  days in inventory