

Inventory Analysis

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
<input type="checkbox"/> Active Parts: Stocked	7.1	111	107	19221
<input type="checkbox"/> Active Parts: With Excess Stock	3.6	22	215	9768
<input type="checkbox"/> Active Parts: Understocked	.0	177	4	107
<input type="checkbox"/> Active Parts: To Phase Out	.2	20	7	588
Total Active Parts	11.0	330	333	29684
<input type="checkbox"/> Superceded With On Hand	.0	0	0	0
<input type="checkbox"/> Inactive With On Hand	89.0	773	6392	240994
Total Inventory To Sell	100.0	1103	6725	270678
<input type="checkbox"/> Cores on Hand		1	2	2000
<input type="checkbox"/> Negative On Hand		3	3	2741
Total of Inventory		1107	6724	269936
<input type="checkbox"/> Parts on Open Repair Orders		164	320	48621
Value of Inventory		1271	7044	318557
<input type="checkbox"/> Not on Factory Master		100	1775	9857
<input type="checkbox"/> Parts Without Cost		1	0	0

Inventory Aging By Last Sold

All Manf, All OEM Cd, All SGrp, All Parts

OPT	Description	Parts	%	Acum%	Value	%	Acum%
	Never Sold	189	20.9	20.9	73791	27.6	27.6
	2023 March or Older	65	7.2	28.1	21179	7.9	35.5
	2023 April	16	1.8	29.8	2780	1.0	36.5
	2023 May	16	1.8	31.6	5701	2.1	38.7
	2023 June	21	2.3	33.9	5811	2.2	40.8
	2023 July	20	2.2	36.1	4083	1.5	42.4
	2023 August	41	4.5	40.7	9299	3.5	45.8
	2023 September	39	4.3	45.0	9610	3.6	49.4
	2023 October	64	7.1	52.0	13555	5.1	54.5
	2023 November	49	5.4	57.5	12761	4.8	59.3
	2023 December	43	4.8	62.2	9583	3.6	62.8
	2024 January	71	7.8	70.1	22940	8.6	71.4
	2024 February	156	17.2	87.3	34621	12.9	84.3
	2024 March	115	12.7	100.0	41904	15.7	100.0
	Totals	905	100.0		267617	100.0	
	Cores With On Hand	1			2000		

Sales Analysis

	From	2/01/24	2/01/24	2/01/24	2/01/24
	To	2/29/24	2/29/24	2/29/24	2/29/24
Opt		Sales	Cost	Gross	GP %
<input type="checkbox"/>	Counter Retail Sales	12293.54	8998.07	3295.47	26.8
<input type="checkbox"/>	Counter Internal Sales				
<input type="checkbox"/>	Counter Wholesale Sales	118721.69	92412.49	26309.20	22.2
	Total Counter Sales	131015.23	101410.56	29604.67	22.6
<input type="checkbox"/>	RO Customer Pay Sales	33109.61	22289.39	10820.22	32.7
<input type="checkbox"/>	RO Internal Pay Sales	8422.43	7477.79	944.64	11.2
<input type="checkbox"/>	RO Warranty Sales	75148.47	36749.93	38398.54	51.1
<input type="checkbox"/>	RO Service Contract Sales				
	Total RO Sales	116680.51	66517.11	50163.40	43.0
	Total Sales	247695.74	167927.67	79768.07	32.2
	Total Returns	-5338.82	-4167.05	-1171.77	-21.9
	Total Net Sales	242356.92	163760.62	78596.30	32.4

Sales Source Analysis

	FROM: 2/01/24	2/01/24	2/01/24	2/01/24
	TO: 2/29/24	2/29/24	2/29/24	2/29/24
Opt	Sales	Cost	Gross	GP %
Sales Filled From Shelf	69253.82	48333.03	20920.79	30.2
Sales Filled By NG	9777.54	5410.44	4367.10	44.7
Sales Filled By EP	.00	.00	.00	.0
Sales Filled By SO	168664.38	114184.20	54480.18	32.3
Total Sales	247695.74	167927.67	79768.07	32.2
Returns To Inventory	-5338.82	-4167.05	-1171.77	-21.9
Returns Not To Inventory	.00	.00	.00	.0
Total Returns	-5338.82	-4167.05	-1171.77	-21.9
Net Sales	242356.92	163760.62	78596.30	32.4
Filled From Shelf-Counter	24.0%	23.9%	24.7%	
Filled From Shelf-Service	40.7%	44.4%	35.8%	
Filled Same Day--Counter	24.0%	23.9%	24.7%	
Filled Same Day--Service	40.7%	44.4%	35.8%	

Phase-In/Phase-Out

All Manf, All Stocking Groups

Opt	Changes To Status	Phase-In	Phase-Out
	March 2024	27	18
	November 2023 To February 2024	73	41
	August 2023 To November 2023	58	18
	May 2023 To August 2023	42	10
	February 2023 To May 2023	27	17
	November 2022 To February 2023	11	19
	November 2022 and Older	91	91
<input type="checkbox"/>	Inactive Parts to Phase-In	316	
<input type="checkbox"/>	Parts to Phase-Out	20	
<input type="checkbox"/>	Parts Excluded From Phase-In		
<input type="checkbox"/>	Non-Stocked Parts with On Hand	773	
<input type="checkbox"/>	Superceded Parts with On Hand		
<input type="checkbox"/>	Active Parts with No Sales		

Inventory Adjustments

From 02/01/24 To 02/29/24 All Manf, All Stocking Groups

Opt Description	#	Pieces	Value
<input type="checkbox"/> Manual Increases	66	119	8503.48
<input type="checkbox"/> Manual Decreases	85	-165	-19228.35
Net Manual Adjustments	151	-46	-10724.87
<input type="checkbox"/> Physical Inventory Increases			
<input type="checkbox"/> Physical Inventory Decreases			
Net Physical Inventory Adjustments			
<input type="checkbox"/> LIFO Increases	77	559	4290.79
<input type="checkbox"/> LIFO Decreases	12	48	-1010.46
Net LIFO Adjustments	89	607	3280.33

Stock Order Analysis

From 02/01/24 To 02/29/24

All Manf, All OEM Cd, All SGrp

Opt Description	#	Pieces	Cost	Value
<input type="checkbox"/> Stock Orders Placed	228	2612	31294.39	47336.62
<input type="checkbox"/> Stock Orders Received	226	2559	32717.98	48352.85
<input type="checkbox"/> Special Orders Placed	410	626	144290.42	150129.17
<input type="checkbox"/> Special Orders Received	399	602	149828.58	155468.22
<input type="checkbox"/> Parts Canceled	16	27	2301.77	2413.48
<input type="checkbox"/> Factory Returns	16	20	9427.56	10334.29
<input type="checkbox"/> Core Returns				
<input type="checkbox"/> Parts On Order		63	14432.94	14742.51
<input type="checkbox"/> Parts On Backorder		19	12870.74	12870.74
<input type="checkbox"/> Parts Referred		16	12350.60	12350.60

Value

Idle Parts Total 43826.03
 Current Parts Total 218955.83
 Total Parts 262781.86

Capital Percentage (1)/(3) 16.68%

Shelf Fill Rate

Quantity
 Total Off the Shelf 119
 Total Other 2
 Total Quantity Sold 121
 Shelf Fill Rate (1)/(3) 98.3%

Turn

Value

Annualization Ratio (365/ 29) = 12.586
 Total Stock Orders 195039.00
 Annualized Stock Orders 2454760.85
 Inventory Value 262781.86
 True Turn (3)/(4) 9.34

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

with Negative on Hand

Part Numbers	Cost	Qty	Extended
1	235.44	1-	235.44-

st Sales

Part Numbers	Cost	Qty	Extended
0	.00	0	.00

Without Cost

Part Numbers

1

With No Bin Location

Part Numbers

Part Numbers	Cost	Qty	Extended
0	.00	0	.00

Parts with No Bin Location