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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	16.6	613	900	66931.76
Active Parts: With Excess Stock	52.5	999	11751	211353.29
Active Parts: Understocked	5.4	279	211	21602.46
Active Parts: To Phase Out	.3	240	26	1060.73
Total Active Parts	74.8	2131	12888	300948.24
Superceded With On Hand	.0	1	21	59.01
Inactive With On Hand	25.2	635	1974	101583.21
Total Inventory To Sell	100.0	2767	14883	402590.46
Cores on Hand		0	0	.00
Negative On Hand		1	1	8.39
Total of Inventory		2768	14882	402582.07
Parts on Open Repair Orders		43	50	2003.93
Value of Inventory		2811	14932	404586.00
Not on Factory Master		5093	2984	27389.36
Parts Without Cost		366	0	.00

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All Manf, All OEM Cd, All SGrp, All Parts  
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	Parts	%	Acum%	Value	%	Acum%
Never Sold	97	4.4	4.4	24703	6.4	6.4
2023 April or Older	103	4.6	9.0	11191	2.9	9.3
2023 May	20	.9	9.9	2539	.7	10.0
2023 June	24	1.1	11.0	3673	1.0	10.9
2023 July	41	1.8	12.8	6748	1.8	12.7
2023 August	53	2.4	15.2	7666	2.0	14.7
2023 September	58	2.6	17.8	16102	4.2	18.9
2023 October	51	2.3	20.1	10060	2.6	21.5
2023 November	86	3.9	24.0	11032	2.9	24.3
2023 December	129	5.8	29.8	13988	3.6	28.0
2024 January	190	8.5	38.3	30219	7.9	35.8
2024 February	386	17.4	55.7	54592	14.2	50.0
2024 March	747	33.6	89.3	128820	33.5	83.5
2024 April	239	10.7	100.0	63542	16.5	100.0
Totals	2224	100.0		384874	100.0	
Cores With On Hand	4			157		

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All Manf, All OEM Cd, All SGrp

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
	Sales	Cost	Gross	GP %

Counter Retail Sales	7002.48	4120.41	2882.07	41.2
Counter Internal Sales				
Counter Wholesale Sales	295795.73	237351.36	58444.37	19.8
Total Counter Sales	302798.21	241471.77	61326.44	20.3
RO Customer Pay Sales	133800.72	72681.75	61118.97	45.7
RO Internal Pay Sales	66385.69	49454.16	16931.53	25.5
RO Warranty Sales	51601.46	30060.63	21540.83	41.7
RO Service Contract Sales	14164.50	10129.44	4035.06	28.5
Total RO Sales	265952.37	162325.98	103626.39	39.0
Total Sales	568750.58	403797.75	164952.83	29.0
Total Returns	-27631.92	-21813.97	-5817.95	-21.1
Total Net Sales	541118.66	381983.78	159134.88	29.4

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

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
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	347569.94	234852.34	112717.60	32.4
Sales Filled By NG	15299.75	11745.49	3554.26	23.2
Sales Filled By EP	945.33	716.73	228.60	24.2
Sales Filled By SO	204935.56	156483.19	48452.37	23.6
Total Sales	568750.58	403797.75	164952.83	29.0
Returns To Inventory	-26088.32	-20541.16	-5547.16	-21.3
Returns Not To Inventory	-1543.60	-1272.81	-270.79	-17.5
Total Returns	-27631.92	-21813.97	-5817.95	-21.1
Net Sales	541118.66	381983.78	159134.88	29.4
Filled From Shelf-Counter	43.3%	43.0%	44.5%	
Filled From Shelf-Service	87.2%	88.0%	85.9%	
Filled Same Day--Counter	43.5%	43.2%	44.6%	
Filled Same Day--Service	87.3%	88.2%	86.0%	

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All Manf, All Stocking Groups  
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Changes to Status:	Phase-In	Phase-Out
April 2024	63	62
December 2023 To March 2024	163	191
September 2023 To December 2023	129	140
June 2023 To September 2023	105	118
March 2023 To June 2023	126	109
December 2022 To March 2023	54	104
December 2022 and Older	1376	2743
Inactive Parts to Phase-In	595	
Parts to Phase-Out	241	
Parts Excluded From Phase-In		
Non-Stocked Parts with On Hand	708	
Superceded Parts with On Hand	2	
Active Parts with No Sales	4	

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Inventory Adjustments

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From 2/01/24 to 2/29/24 All Manf, All Stocking Groups			
	#	Pieces	Value
Manual Increases	1	1	22.31
Manual Decreases	120	-200	-17116.17
Net Manual Adjustments	121	-199	-17093.86
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	685	2426	7530.22
LIFO Decreases	18	250	-1489.34
Net LIFO Adjustments	703	2676	6040.88

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Stock Order Analysis

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	#	Pieces	Cost	Value
Stock Orders Placed	1695	5405	202332.59	165185.96
Stock Orders Received	1330	7438	122737.51	220327.98
Special Orders Placed	1522	2230	173479.64	181229.20
Special Orders Received	1621	2558	184526.55	195713.59
Parts Canceled	573	1220	89751.10	99147.84
Factory Returns	82	170	6034.73	9202.55
Core Returns	22	68	908.00	1746.00
Parts On Order		414	26514.40	27814.23
Parts On Backorder		36	1526.52	1531.80
Parts Referred				

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	Value
(1)Idle Parts Total	10590.55
(2)Current Parts Total	375841.30
(3)Total Parts	386431.85
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	2.74%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	8252
(2)Total Other	56
(3)Total Quantity Sold	8308
Off the Shelf Fill Rate (1)/(3)	99.3%

True Turn

	Value
(1) Annualization Ratio (365/ 29) =	12.586
(2) Total Stock Orders	414541.00
(3) Annualized Stock Orders	5217413.03
(4) Inventory Value	386431.85
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	13.50

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	47.19	2	47.19

Parts Without Cost

	Part Numbers
Total Parts Without Cost	365

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	6	910.86	11	2528.56