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A11 Manf, A11 OEM Cd, A11 Grp  
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	%	#	Pieces	Value
Active Parts: Stocked	5.0	473	456	29349
Active Parts: With Excess Stock	44.7	1902	13393	261531
Active Parts: Understocked	1.0	174	108	5774
Active Parts: To Phase Out	1.0	0	0	0
Total Active Parts	50.7	2549	13957	296654
Supersceded With On Hand	2.7	126	194	16027
Inactive With On Hand	46.5	2413	4798	272025
Total Inventory To Sell	100.0	5088	18949	584707
Cores on Hand		23	26	3303
Negative On Hand		0	0	0
Total of Inventory		5111	18975	588010
Parts on Open Repair Orders		481	1061	49960
Value of Inventory		5592	20036	637970
Not on Factory Master		6715	651	18851
Parts Without Cost		0	0	0

A11 Manf, A11 OEM Cd, A11 Sgrp, A11 Parts		Parts		A11 Sgrp, A11 Parts	
Value	% Accum	Value	% Accum	Value	% Accum
14.4	14.4	81679	13.3	611	13.3
36.1	21.7	123409	38.4	1158	25.1
37.8	1.7	9698	40.7	109	2.4
40.6	2.8	15779	44.0	148	3.2
43.0	2.4	13575	47.0	142	3.1
46.5	3.5	20135	51.6	209	4.5
49.8	3.2	18454	55.4	176	3.8
54.7	4.9	27791	61.0	257	5.6
59.6	4.9	27906	66.0	234	5.1
63.9	4.3	24473	70.4	200	4.3
69.5	5.6	31928	76.8	297	6.4
77.2	7.7	43497	83.1	290	6.3
86.1	8.9	50789	93.6	483	10.5
100.0	13.9	78712	100.0	295	6.4
		567825		4609	100.0
		5146		24	

Never Sold  
 2023 April or Older  
 2023 May  
 2023 June  
 2023 July  
 2023 August  
 2023 September  
 2023 October  
 2023 November  
 2023 December  
 2024 January  
 2024 February  
 2024 March  
 2024 April  
 Totals  
 Cores With On Hand

Sales Analysts

A11 Manf, A11 OEM Cd, A11 Grp

	From	To	Sales	Cost	Gross	GP %
	3/01/24	3/31/24	3/01/24	3/31/24	3/01/24	3/31/24
Counter Retail Sales	7789.76	4374.81	3414.95	43.8		
Counter Internal Sales	2480.00	1860.00	620.00	25.0		
Counter Wholesale Sales	63680.52	55489.07	8191.45	12.9		
Total Counter Sales	73950.28	61723.88	12226.40	16.5		
R0 Customer Pay Sales	123949.00	72933.82	51015.18	41.2		
R0 Internal Pay Sales	44847.38	29234.72	15612.66	34.8		
R0 Warranty Sales	48763.54	27893.80	20869.74	42.8		
R0 Service Contract Sales	217559.92	130062.34	87497.58	40.2		
Total R0 Sales	291510.20	191786.22	99723.98	34.2		
Total Returns	-7741.65	-7072.25	-669.40	-8.6		
Total Net Sales	283768.55	184713.97	99054.58	34.9		

A11 Manf, A11 Stocking Groups, A11 Parts, A11 Sales Types			
	From 3/01/24	To 3/31/24	GP %
Sales Filled From Shelf	179063.07	115169.15	63893.92
Sales Filled By NG	32016.73	21889.04	10127.69
Sales Filled By EP	12713.42	8395.58	4317.84
Sales Filled By SO	67716.98	46332.45	21384.53
Total Sales	291510.20	191786.22	99723.98
Returns To Inventory	-7571.76	-6942.31	-629.45
Returns Not To Inventory	-169.89	-129.94	-39.95
Total Returns	-7741.65	-7072.25	-669.40
Net Sales	283768.55	184713.97	99054.58
Filled From Shelf-Counter	61.0%	61.8%	56.7%
Filled From Shelf-Service	76.3%	76.0%	76.7%
Filled Same Day--Counter	65.1%	66.1%	60.2%
Filled Same Day--Service	80.7%	80.5%	81.1%

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All Manf, All Stocking Groups  
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Changes to Status:

Phase-In	Phase-Out
24	166
98	388
171	366
185	278
142	299
121	324
1079	7225
Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	
Supceded Parts with On Hand	
Active Parts with No Sales	

2468  
124  
4

From 3/01/24 to 3/31/24 All Manf. All Stocking Groups # Pieces Value

Manual Increases	Manual Decreases	Net Manual Adjustments
28	49	3706.47
208	-594	-30101.42
236	-545	-26394.95

Physical Inventory Increases	Physical Inventory Decreases	Net Physical Inventory Adjustments
75	86	892.38
8	11	-79.81
83	97	812.57

LIFO Increases	LIFO Decreases	Net LIFO Adjustments
75	86	892.38
8	11	-79.81
83	97	812.57

From 3/01/24 to 3/31/24 All Manf, All OEM Cd, All Sgrp

	#	Pieces	Cost	Value
Stock Orders Placed	488	799	29421.15	33427.28
Stock Orders Received	782	3551	62882.46	106614.93
Special Orders Placed	296	462	37844.78	43880.02
Special Orders Received	324	547	47875.97	54585.48
Parts Canceled	3	37	658.99	932.69
Factory Returns				
Core Returns				
Parts On Order	207	421	12310.50	14300.44
Parts On Backorder	421	37183.10	37183.10	40369.29
Parts Referred	89	7987.68	7987.68	8229.73

Value	
(1) Idle Parts Total	163198.26
(2) Current Parts Total	397094.51
(3) Total Parts	560292.77
Idle Capital Percentage (1)/(3)	29.13%

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

Off the Shelf F111 Rate	
(1) Total Off the Shelf	5791
(2) Total Other	93
(3) Total Quantity Sold	5884
Off the Shelf F111 Rate (1)/(3)	98.4%

True Turn	
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	153749.00
(3) Annualized Stock Orders	1810240.73
(4) Inventory Value	558499.90
(5) True Turn (3)/(4)	3.24

Parts with Negative on Hand	
Part Numbers	2
Cost	810.35
Qty	2-
Extended	810.35-
Total of Negative on Hand	

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

Parts without Cost	
Part Numbers	0
Total Parts without Cost	

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