

	Value
(1)Idle Parts Total	14122.05
(2)Current Parts Total	145226.71
(3)Total Parts	159348.76
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.86%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	8720
(2)Total Other	193
(3)Total Quantity Sold	8913
Off the Shelf Fill Rate (1)/(3)	97.8%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	59436.00
(3) Annualized Stock Orders	699799.46
(4) Inventory Value	159348.76
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	4.39

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	3	122.33	3-	122.33-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	26	1177.61	43	1546.89

Parts Without Cost

	Part Numbers
Total Parts Without Cost	82

Parts With No Bin Location

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

```

=====
All Manf, All OEM Cd, All SGrp
=====
      %      #  Pieces      Value
=====
Active Parts: Stocked          6.4    343    297    16096.07
Active Parts: With Excess Stock 56.0   1072   15000   140359.52
Active Parts: Understocked     1.5    112     57     3733.28
Active Parts: To Phase Out     .0      0      0         .00
Total Active Parts            63.9   1527   15354   160188.87

Superceded With On Hand        2.0     35    198     4989.59
Inactive With On Hand         34.1    969   2254    85636.76

Total Inventory To Sell       100.0   2531   17806   250815.22
Cores on Hand                  14      17     17     12675.00
Negative On Hand                3       3      3      122.33

Total of Inventory            2548   17820   263367.89
Parts on Open Repair Orders    208    487    16128.34

Value of Inventory            2756   18307   279496.23
Not on Factory Master          869    8010   44066.35
Parts Without Cost             168     15         .00
  
```

All Manf, All OEM Cd, All SGrp, All Parts						
	Parts	%	Acum%	Value	%	Acum%
Never Sold	204	8.9	8.9	24553	9.8	9.8
2023 August or Older	387	16.8	25.7	29874	11.9	21.7
2023 September	68	3.0	28.6	3156	1.3	23.0
2023 October	54	2.3	31.0	4024	1.6	24.6
2023 November	70	3.0	34.0	5184	2.1	26.7
2023 December	82	3.6	37.6	6212	2.5	29.1
2024 January	96	4.2	41.7	6782	2.7	31.8
2024 February	118	5.1	46.9	9208	3.7	35.5
2024 March	108	4.7	51.5	7086	2.8	38.3
2024 April	152	6.6	58.1	11134	4.4	42.8
2024 May	188	8.2	66.3	18286	7.3	50.1
2024 June	218	9.5	75.8	29526	11.8	61.9
2024 July	443	19.2	95.0	49916	19.9	81.8
2024 August	115	5.0	100.0	45662	18.2	100.0
Totals	2303	100.0		250603	100.0	
Cores With On Hand	14			12675		

=====

From 5/01/24 to 5/31/24 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	22	75	4220.37
Manual Decreases	19	-60	-2978.73
Net Manual Adjustments	41	15	1241.64

Physical Inventory Increases

Physical Inventory Decreases

Net Physical Inventory Adjustments

LIFO Increases	105	452	1234.61
LIFO Decreases	24	76	-223.12
Net LIFO Adjustments	129	528	1011.49

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

Changes to Status:				Phase-In	Phase-Out
August	2024			26	76
April	2024	To July	2024	87	225
January	2024	To April	2024	121	196
October	2023	To January	2024	116	171
July	2023	To October	2023	96	148
April	2023	To July	2023	73	141
April	2023	and Older		652	2077
Inactive Parts to Phase-In				1	
Parts to Phase-Out					
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				969	
Superseded Parts with On Hand				35	
Active Parts with No Sales				1	

```
=====
All Manf, All OEM Cd, All SGrp
  From 5/01/24 5/01/24 5/01/24 5/01/24
  To   5/31/24 5/31/24 5/31/24 5/31/24
      Sales    Cost    Gross   GP %
=====
```

Counter Retail Sales	18189.79	12132.10	6057.69	33.3
Counter Internal Sales	885.53	586.08	299.45	33.8
Counter Wholesale Sales	23899.16	19492.65	4406.51	18.4
Total Counter Sales	42974.48	32210.83	10763.65	25.0
RO Customer Pay Sales	192748.39	131546.32	61202.07	31.8
RO Internal Pay Sales	26533.31	19301.09	7232.22	27.3
RO Warranty Sales	22039.00	12975.92	9063.08	41.1
RO Service Contract Sales				
Total RO Sales	241320.70	163823.33	77497.37	32.1
Total Sales	284295.18	196034.16	88261.02	31.0
Total Returns	-11824.43	-11041.29	-783.14	-6.6
Total Net Sales	272470.75	184992.87	87477.88	32.1

```
=====
All Manf, All Stocking Groups, All Parts, All Sales Types
  From 5/01/24 5/01/24 5/01/24 5/01/24
  To   5/31/24 5/31/24 5/31/24 5/31/24
      Sales    Cost    Gross    GP %
=====
```

Sales Filled From Shelf	135801.09	87810.99	47990.10	35.3
Sales Filled By NG				
Sales Filled By EP	100433.10	79201.56	21231.54	21.1
Sales Filled By SO	48060.99	29021.61	19039.38	39.6
Total Sales	284295.18	196034.16	88261.02	31.0
Returns To Inventory	-11761.83	-11009.99	-751.84	-6.4
Returns Not To Inventory	-62.60	-31.30	-31.30	-50.0
Total Returns	-11824.43	-11041.29	-783.14	-6.6
Net Sales	272470.75	184992.87	87477.88	32.1
Filled From Shelf-Counter	39.8%	38.4%	44.1%	
Filled From Shelf-Service	49.2%	46.1%	55.8%	
Filled Same Day--Counter	75.4%	77.6%	68.9%	
Filled Same Day--Service	84.5%	86.7%	79.8%	

```

=====
From 5/01/24 to 5/31/24 All Manf, All OEM Cd, All SGrp
=====
# Pieces Cost Value
=====
Stock Orders Placed 452 1561 18935.50 30121.76
Stock Orders Received 644 6816 40853.31 102958.13

Special Orders Placed 302 385 26149.76 28774.12
Special Orders Received 305 369 24679.29 26827.32

Parts Canceled 9 29 2021.91 2090.38

Factory Returns 47 62 3650.57 4356.86
Core Returns 23 25 26282.00 28382.00

Parts On Order 276 14740.03 15679.33
Parts On Backorder 1 49.36 49.36
Parts Referred 1 13.59 13.59
  
```