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 All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	8.4	151	361	10315.42
Active Parts: With Excess Stock	17.3	123	4882	21223.02
Active Parts: Understocked	.1	3	4	113.50
Active Parts: To Phase Out	4.3	66	178	5248.31
Total Active Parts	30.0	343	5425	36900.25
Superceded With On Hand	1.1	17	50	1317.78
Inactive With On Hand	68.9	941	6960	84682.03
Total Inventory To Sell	100.0	1301	12435	122900.06
Cores on Hand		11	11	2228.00
Negative On Hand		1	1	120.14
Total of Inventory		1313	12445	125007.92
Parts on Open Repair Orders		159	336	9314.36
Value of Inventory		1472	12781	134322.28
Not on Factory Master		24642	6686	17606.60
Parts Without Cost		1279	5	.00

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	190	14.7	14.7	22683	18.5	18.5
2019 March or Older	252	19.5	34.2	17346	14.2	32.7
2019 April	26	2.0	36.2	1457	1.2	33.9
2019 May	39	3.0	39.2	3477	2.8	36.7
2019 June	27	2.1	41.3	1994	1.6	38.3
2019 July	34	2.6	43.9	1361	1.1	39.4
2019 August	30	2.3	46.2	1348	1.1	40.5
2019 September	67	5.2	51.4	5863	4.8	45.3
2019 October	66	5.1	56.5	3974	3.2	48.6
2019 November	61	4.7	61.3	4418	3.6	52.2
2019 December	87	6.7	68.0	7079	5.8	58.0
2020 January	108	8.4	76.3	9735	7.9	65.9
2020 February	184	14.2	90.6	17162	14.0	79.9
2020 March	122	9.4	100.0	24603	20.1	100.0
Totals	1293	100.0		122500	100.0	
Cores With On Hand	11			2228		

All Manf, All OEM Cd, All SGrp

From	1/01/20	1/01/20	1/01/20	1/01/20
To	1/31/20	1/31/20	1/31/20	1/31/20
	Sales	Cost	Gross	GP %

Counter Retail Sales	6164.69	4831.47	1333.22	21.6
Counter Internal Sales	4149.09	3173.13	975.96	23.5
Counter Wholesale Sales	25556.72	21637.00	3919.72	15.3
Total Counter Sales	35870.50	29641.60	6228.90	17.4
RO Customer Pay Sales	63189.87	38402.45	24787.42	39.2
RO Internal Pay Sales	19814.57	11129.56	8685.01	43.8
RO Warranty Sales	15163.17	9584.14	5579.03	36.8
RO Service Contract Sales	2532.70	1422.59	1110.11	43.8
Total RO Sales	100700.31	60538.74	40161.57	39.9
Total Sales	136570.81	90180.34	46390.47	34.0
Total Returns	-6371.73	-5653.60	-718.13	-11.3
Total Net Sales	130199.08	84526.74	45672.34	35.1

All Manf, All Stocking Groups, All Parts, All Sales Types	From	1/01/20	1/01/20	1/01/20	1/01/20
	To	1/31/20	1/31/20	1/31/20	1/31/20
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		43061.16	24704.96	18356.20	42.6
Sales Filled By NG					
Sales Filled By EP		30642.75	20892.06	9750.69	31.8
Sales Filled By SO		62866.90	44583.32	18283.58	29.1
Total Sales		136570.81	90180.34	46390.47	34.0
Returns To Inventory		-6311.39	-5603.32	-708.07	-11.2
Returns Not To Inventory		-60.34	-50.28	-10.06	-16.7
Total Returns		-6371.73	-5653.60	-718.13	-11.3
Net Sales		130199.08	84526.74	45672.34	35.1
Filled From Shelf-Counter		10.8%	10.2%	13.9%	
Filled From Shelf-Service		38.9%	35.8%	43.6%	
Filled Same Day--Counter		24.0%	22.8%	29.8%	
Filled Same Day--Service		64.6%	64.1%	65.4%	

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All Manf, All Stocking Groups  
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Changes to Status:	Phase-In	Phase-Out
March 2020	6	5
November 2019 To February 2020	13	47
August 2019 To November 2019	10	21
May 2019 To August 2019	25	13
February 2019 To May 2019	8	16
November 2018 To February 2019	9	8
November 2018 and Older	235	1931
Inactive Parts to Phase-In	91	
Parts to Phase-Out	66	
Parts Excluded From Phase-In	3234	
Non-Stocked Parts with On Hand	946	
Superceded Parts with On Hand	17	
Active Parts with No Sales	1	

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From 1/01/20 to 1/31/20 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	23	2730	8137.97
Manual Decreases	18	-80	-4126.88
Net Manual Adjustments	41	2650	4011.09
Physical Inventory Increases	17	68	929.89
Physical Inventory Decreases	39	-85	-1798.04
Net Physical Inventory Adjustments	56	-17	-868.15
LIFO Increases	68	379	383.35
LIFO Decreases	60	611	-462.25
Net LIFO Adjustments	128	990	-78.90

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From 1/01/20 to 1/31/20	All Manf, All #	OEM Cd, All Pieces	All SGrp	Cost	Value
Stock Orders Placed	157	651		4534.60	9394.93
Stock Orders Received	183	1284		4049.34	16920.40
Special Orders Placed	649	972		55381.28	58904.84
Special Orders Received	682	1031		56276.33	60184.10
Parts Canceled	98	158		8848.83	9206.00
Factory Returns	32	34		3280.43	3416.52
Core Returns					
Parts On Order		32		2885.51	2907.03
Parts On Backorder		59		5174.11	5216.30
Parts Referred					

	Value
(1)Idle Parts Total	7646.41
(2)Current Parts Total	38655.15
(3)Total Parts	46301.56
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	16.51%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	792
(2)Total Other	6
(3)Total Quantity Sold	798
Off the Shelf Fill Rate (1)/(3)	99.2%

True Turn

	Value	
(1) Annualization Ratio (365/ 31) =	11.774	
(2) Total Stock Orders	45796.00	
(3) Annualized Stock Orders	539202.10	
(4) Inventory Value	46301.56	*Note: Does NOT include Negative on Hand or "Dirty Cores"
(5) True Turn (3)/(4)	11.65	

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	120.14	1-	120.14-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	20	2044.33	26	2098.62

Parts Without Cost

	Part Numbers
Total Parts Without Cost	72

Parts With No Bin Location

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