

	Value
(1)Idle Parts Total	28400.52
(2)Current Parts Total	328633.00
(3)Total Parts	357033.52
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	7.95%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	14235
(2)Total Other	355
(3)Total Quantity Sold	14590
Off the Shelf Fill Rate (1)/(3)	97.5%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	201514.00
(3) Annualized Stock Orders	2451619.32
(4) Inventory Value	352963.52
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	6.95

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	56	6550.47	66-	6610.34-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	31.25	6	49.0%

Parts Without Cost

	Part Numbers
Total Parts Without Cost	91

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	5	591.65	17	765.65

Inventory Analysis

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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	9.5	442	343	34245.05
Active Parts: With Excess Stock	57.4	1507	9120	207464.01
Active Parts: Understocked	2.2	175	317	7906.92
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	69.1	2124	9780	249615.98
Superceded With On Hand	5.7	120	460	20571.87
Inactive With On Hand	25.2	1125	4349	91253.20
Total Inventory To Sell	100.0	3369	14589	361441.05
Cores on Hand		128	262	37321.00
Negative On Hand		90	182	7919.91
Total of Inventory		3587	14669	390842.14
Parts on Open Repair Orders		639	1258	58171.74
Value of Inventory		4226	15927	449013.88
Not on Factory Master		4299	1896	9292.83
Parts Without Cost		156	155	.00

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Inventory Aging by Last Sold

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	293	9.5	9.5	41283	11.9	11.9
2019 July or Older	443	14.3	23.8	20577	5.9	17.8
2019 August	68	2.2	26.0	4207	1.2	19.0
2019 September	39	1.3	27.2	2369	.7	19.7
2019 October	107	3.5	30.7	8642	2.5	22.2
2019 November	114	3.7	34.4	4222	1.2	23.4
2019 December	114	3.7	38.0	7455	2.1	25.5
2020 January	164	5.3	43.3	17459	5.0	30.6
2020 February	173	5.6	48.9	15155	4.4	34.9
2020 March	193	6.2	55.2	17843	5.1	40.1
2020 April	107	3.5	58.6	8244	2.4	42.4
2020 May	184	5.9	64.6	18814	5.4	47.8
2020 June	394	12.7	77.3	53068	15.3	63.1
2020 July	703	22.7	100.0	128230	36.9	100.0
Totals	3096	100.0		347568	100.0	
Cores With On Hand	132			41391		

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From 6/01/20 to 6/30/20 All Manf. All Stocking Groups	#	Pieces	Value
Manual Increases	60	186	7652.00
Manual Decreases	37	-66	-6476.23
Net Manual Adjustments	97	120	1175.77
Physical Inventory Increases	5	208	1548.55
Physical Inventory Decreases	7	-70	-491.20
Net Physical Inventory Adjustments	12	138	1057.35
LIFO Increases	76	130	804.17
LIFO Decreases	15	17	-281.70
Net LIFO Adjustments	91	147	522.47

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All Manf. All Stocking Groups  
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Changes to Status:	Phase-In	Phase-Out
July 2020	539	87
March 2020 To June 2020	248	215
December 2019 To March 2020	177	145
September 2019 To December 2019	106	152
June 2019 To September 2019	88	124
March 2019 To June 2019	57	177
March 2019 and Older	381	2803

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	1125
Superceded Parts with On Hand	120
Active Parts with No Sales	9

All Manf, All Stocking Groups.	All Parts		All Sales Types		GP %
	From	6/01/20	6/01/20	6/01/20	
	To	6/30/20	6/30/20	6/30/20	6/30/20
		Sales	Cost	Gross	
Sales Filled From Shelf		224792.89	152263.46	72529.43	32.3
Sales Filled By NG		25309.24	17768.21	7541.03	29.8
Sales Filled By EP		29518.99	17902.28	11616.71	39.4
Sales Filled By SO		125275.46	79892.55	45382.91	36.2
Total Sales		404896.58	267826.50	137070.08	33.9
Returns To Inventory		-17316.04	-16622.55	-693.49	-4.0
Returns Not To Inventory		-1072.20	-716.00	-356.20	-33.2
Total Returns		-18388.24	-17338.55	-1049.69	-5.7
Net Sales		386508.34	250487.95	136020.39	35.2
Filled From Shelf-Counter		52.9%	55.5%	42.2%	
Filled From Shelf-Service		63.6%	65.6%	60.2%	
Filled Same Day--Counter		57.2%	59.7%	46.7%	
Filled Same Day--Service		71.6%	73.0%	69.1%	

All Manf, All OEM Cd, All SGrp

From	6/01/20	6/01/20	6/01/20	6/01/20
To	6/30/20	6/30/20	6/30/20	6/30/20
	Sales	Cost	Gross	GP %

Counter Retail Sales	17742.80	12478.03	5264.77	29.7
Counter Internal Sales	4360.70	3150.29	1210.41	27.8
Counter Wholesale Sales	48195.66	41085.19	7110.47	14.8
Total Counter Sales	70299.16	56713.51	13585.65	19.3
RO Customer Pay Sales	123384.39	78008.95	45375.44	36.8
RO Internal Pay Sales	61884.69	43395.27	18489.42	29.9
RO Warranty Sales	109598.37	64470.79	45127.58	41.2
RO Service Contract Sales	39729.97	25237.98	14491.99	36.5
Total RO Sales	334597.42	211112.99	123484.43	36.9
Total Sales	404896.58	267826.50	137070.08	33.9
Total Returns	-18388.24	-17338.55	-1049.69	-5.7
Total Net Sales	386508.34	250487.95	136020.39	35.2

From	6/01/20 to	6/30/20	All Manf,	All OEM Cd,	All SGrp		
			#	Pieces	Cost	Value	
Stock Orders Placed			772	3815	58262.50	110328.80	
Stock Orders Received			738	7572	62291.50	130860.08	
Special Orders Placed			476	719	72172.34	74325.64	
Special Orders Received			449	687	69826.65	71951.80	
Parts Canceled			48	83	4457.95	6864.53	
Factory Returns			35	55	4999.30	5145.05	
Core Returns			1	2	2500.00	5000.00	
Parts On Order				265	11205.44	16623.80	
Parts On Backorder				170	16532.75	19027.65	
Parts Referred				772	4159.20	11068.35	

**Stock Order Criteria**

DEFAULT

Daily Demand: 70 percent of recent 30 days demand  
 30 percent of previous 365 days demand

Days Supply: Based on demand of 365 days

<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
0 To 3	35	25
4 To 12	25	20
13 To 35	20	15
36 To 100	15	11
101 To 500	11	8
501 To 99999	8	6

Do not order if less than 5 days in inventory

**Phase In/Phase Out Criteria****DEFAULT**

Evaluate for phase-in/phase-out **A**

A period equals **30** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **180** days.

To phase out, a part must have no demand in the last **180** days.