

AIT Manf, AIT OEM Cd, AIT Grp

Value	Pieces	#	%
11841.11	289	371	3.3
27716.86	4541	393	7.7
2147.15	353	92	.6
52410.31	1698	2245	14.7
94115.43	6881	3101	26.3
41705.13	1525	268	11.7
221830.98	22148	1717	62.0
357651.54	30554	5086	100.0
23500.00	44	36	
515.22	34	7	
380636.32	1204	5129	
42932.13	1204	320	
423568.45	31768	5449	
29146.29	467	6138	
.00	0	106	

Active Parts: Stocked 3.3
 Active Parts: With Excess Stock 7.7
 Active Parts: Understocked .6
 Active Parts: To Phase Out 14.7
 Total Active Parts 26.3
 Superseded with On Hand 11.7
 Inactive with On Hand 62.0
 Total Inventory To Sell 100.0
 Cores on Hand 36
 Negative On Hand 7
 Total of Inventory 5129
 Parts on Open Repair Orders 320
 Value of Inventory 5449
 Not on Factory Master 6138
 Parts without Cost 106

A11 Manf, A11 OEM Cd, A11 Grp, A11 Parts		Parts		Value		% Acum%	
Never Sold	859	26.2	26.2	95580	26.9	26.9	26.9
2020 April or Older	1212	37.0	63.2	90736	25.5	52.4	52.4
2020 May	43	1.3	64.5	3598	1.0	53.4	53.4
2020 June	47	1.4	66.0	3776	1.1	54.4	54.4
2020 July	38	1.2	67.1	3369	.9	55.4	55.4
2020 August	72	2.2	69.3	4471	1.3	56.7	56.7
2020 September	70	2.1	71.5	7085	2.0	58.6	58.6
2020 October	85	2.6	74.1	12880	3.6	62.3	62.3
2020 November	79	2.4	76.5	7193	2.0	64.3	64.3
2020 December	83	2.5	79.0	7290	2.0	66.3	66.3
2021 January	113	3.5	82.5	15230	4.3	70.6	70.6
2021 February	142	4.3	86.8	26035	7.3	77.9	77.9
2021 March	335	10.2	97.0	40257	11.3	89.3	89.3
2021 April	97	3.0	100.0	38236	10.7	100.0	100.0
Totals	3275	100.0		355737	100.0		
Cores With On Hand	38			24050			

AT1 Manf, AT1 OEM Cd, AT1 Grp

	From	To	Sales	Cost	Gross	GP %
	2/01/21	2/28/21	2/01/21	2/28/21	2/01/21	2/28/21
Counter Retail Sales	7328.37	1434.86	5335.33	1993.04	1993.04	27.2
Counter Internal Sales	1208.96	144.57	1044.45	164.51	293.29	20.4
Counter Wholesale Sales	9972.19	7521.35	1044.45	164.51	293.29	13.6
Total Counter Sales	94771.69	14692.05	69590.98	25180.71	2450.84	24.6
R0 Customer Pay Sales	14692.05	11906.25	69590.98	25180.71	25180.71	26.6
R0 Internal Pay Sales	51199.27	31686.18	11906.25	2785.80	2785.80	19.0
R0 Warranty Sales	8980.14	5665.87	31686.18	19513.09	19513.09	38.1
R0 Service Contract Sales	169643.15	118849.28	5665.87	3314.27	3314.27	36.9
Total R0 Sales	179615.34	-18310.64	126370.63	53244.71	52507.09	29.6
Total Sales	160567.08	-19048.26	108059.99	52507.09	52507.09	32.7
Total Returns						
Total Net Sales						

AT1 Manuf, AT1 Stocking Groups, AT1 Parts, AT1 Sales Types

	From 2/01/21	To 2/28/21	Sales	Cost	Gross	GP %
Sales Filled From Shelf	39521.66	26981.18	12540.48	31.7		
Sales Filled By NG	10141.62	6750.44	3391.18	33.4		
Sales Filled By EP	72031.06	56380.15	15650.91	21.7		
Sales Filled By SO	57921.00	36258.86	21662.14	37.4		
Total Sales	179615.34	126370.63	53244.71	29.6		
Returns To Inventory	-14288.08	-13650.46	-637.62	-4.5		
Returns Not To Inventory	-4760.18	-4660.18	-100.00	-2.1		
Total Returns	-19048.26	-18310.64	-737.62	-3.9		
Net Sales	160567.08	108059.99	52507.09	32.7		
Filled From Shelf-Counter	37.0%	33.4%	48.0%			
Filled From Shelf-Service	27.1%	26.3%	29.0%			
Filled Same Day--Counter	82.6%	81.9%	84.8%			
Filled Same Day--Service	66.9%	70.6%	58.1%			

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All Mantf, All Stocking Groups
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Changes to Status:

Phase-In	Phase-Out
April 2021	
December 2020 To March 2021	
September 2020 To December 2020	
June 2020 To September 2020	
March 2020 To June 2020	
December 2019 To March 2020	
December 2019 and Older	
Inactive Parts to Phase-In	237
Parts to Phase-Out	2245
Parts Excluded From Phase-In	1716
Non-Stocked Parts with On Hand	268
Superseded Parts with On Hand	28
Active Parts with No Sales	

From 2/01/21 to 2/28/21 A11 Manf, A11 Stocking Groups
 # Pieces Value

Manual Increases	Manual Decreases	Net Manual Adjustments	Physical Inventory Increases	Physical Inventory Decreases	Net Physical Inventory Adjustments	LIFO Increases	LIFO Decreases	Net LIFO Adjustments
9	10	19	57	5	62	120	9	129
2587.92	-3837.94	-1250.02	492.08	-1035.98	-543.90			

From 2/01/21 to 2/28/21 A11 Manf, A11 OEM Cd, A11 Sgrp

	#	Pieces	Cost	Value
Stock Orders Placed	259	2606	8202.05	17272.22
Stock Orders Received	260	2687	8561.53	20280.19
Special Orders Placed	270	395	34792.25	37435.08
Special Orders Received	246	348	28591.89	30976.80
Parts Canceled				
Factory Returns	23	37	1329.81	1414.91
Core Returns	36	44	15900.00	23125.00
Parts On Order	207	8730.61		11703.17
Parts On Backorder	129	6273.95		6738.86
Parts Referred	269	16750.77		19334.73

Value
109906.93
137835.24
247742.17
44.36%

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

Quantity
2351
859
3210
73.2%

(1) Total Off the Shelf
 (2) Total Other
 (3) Total Quantity Sold
 Off the Shelf Fill Rate (1)/(3)

Value
13.035
34611.00
451154.39
247662.17
1.82

(1) Annualization Ratio (365/ 28) =
 (2) Total Stock Orders
 (3) Annualized Stock Orders
 (4) Inventory Value
 (5) True Turn (3)/(4)

Part Numbers	Cost	Qty	Extended
1	4.58	29-	132.82-
Total of Negative on Hand			
Parts with Negative on Hand			
Lost Sales			
Total Lost Sales			
1	6.44	1	6.44
Parts Without Cost			
Total Parts Without Cost			
Parts with No Bin Location			
Total Parts with No Bin Location			

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