

PD3071R
NWILL46

RIVERSIDE MARINETTE
Stock Order Analysis

4/27/21 9:56:04

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From 4/01/21 to 4/27/21 All Manf, All OEM Cd, All SGrp

| ===== ===== ===== ===== ===== | # | Pieces | Cost | Value |
|-------------------------------------------|-----|--------|----------|----------|
| Stock Orders Placed | 17 | 129 | 1015.35 | 2614.75 |
| Stock Orders Received | 40 | 2648 | 2365.85 | 9332.75 |
| Special Orders Placed | 137 | 477 | 10795.78 | 16519.12 |
| Special Orders Received | 135 | 457 | 11155.43 | 16607.27 |
| Parts Canceled | 2 | 4 | 9.50 | 14.50 |
| Factory Returns | | | | |
| Core Returns | | | | |
| Parts On Order | | 6 | 277.10 | 444.10 |
| Parts On Backorder | | 11 | 1817.00 | 1913.00 |
| Parts Referred | | 46 | 977.50 | 1241.00 |

From 4/01/21 to 4/27/21 All Manf, All Stocking Groups

| | # | Pieces | Value |
|------------------------------------|-----|--------|---------|
| Manual Increases | 5 | 46 | 1309.80 |
| Manual Decreases | 6 | -6 | -454.50 |
| Net Manual Adjustments | 11 | 40 | 855.30 |
| Physical Inventory Increases | | | |
| Physical Inventory Decreases | | | |
| Net Physical Inventory Adjustments | | | |
| LIFO Increases | 442 | 5930 | 709.17 |
| LIFO Decreases | 23 | 24 | -3.36 |
| Net LIFO Adjustments | 465 | 5954 | 705.81 |

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All Manf, All Stocking Groups
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Changes to Status:

| | Phase-In | Phase-Out |
|---------------------------------|----------|-----------|
| April 2021 | | |
| December 2020 To March 2021 | | 3 |
| September 2020 To December 2020 | | |
| June 2020 To September 2020 | | |
| March 2020 To June 2020 | 2 | |
| December 2019 To March 2020 | | |
| December 2019 and Older | 119 | 614 |

Inactive Parts to Phase-In

| | |
|--------------------------------|------|
| Parts to Phase-Out | 49 |
| Parts Excluded From Phase-In | 53 |
| Non-Stocked Parts with On Hand | 8802 |
| Superceded Parts with On Hand | 602 |
| Active Parts with No Sales | 57 |

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 All Manf, All Stocking Groups, All Parts, All Sales Types
 From 4/01/21 4/01/21 4/01/21 4/01/21
 To 4/27/21 4/27/21 4/27/21 4/27/21
 Sales Cost Gross GP %
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| | | | | |
|---------------------------|----------|----------|----------|------|
| Sales Filled From Shelf | 20478.78 | 14660.46 | 5818.32 | 28.4 |
| Sales Filled By NG | | | | |
| Sales Filled By EP | 12570.58 | 7227.39 | 5343.19 | 42.5 |
| Sales Filled By SO | 20861.89 | 13589.71 | 7272.18 | 34.9 |
| Total Sales | 53911.25 | 35477.56 | 18433.69 | 34.2 |
| Returns To Inventory | -2277.90 | -2166.15 | -111.75 | -4.9 |
| Returns Not To Inventory | | | | |
| Total Returns | -2277.90 | -2166.15 | -111.75 | -4.9 |
| Net Sales | 51633.35 | 33311.41 | 18321.94 | 35.5 |
| Filled From Shelf-Counter | 24.3% | 30.7% | 1.1% | |
| Filled From Shelf-Service | 39.4% | 42.7% | 33.5% | |
| Filled Same Day--Counter | 54.4% | 58.4% | 39.7% | |
| Filled Same Day--Service | 62.0% | 62.1% | 61.9% | |

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All Manf, All OEM Cd, All SGrp

| | 4/01/21 | 4/01/21 | 4/01/21 | 4/01/21 | 4/01/21 | 4/01/21 |
|---------------------------|----------|---------|----------|----------|---------|---------|
| | From | To | Sales | Cost | Gross | GP % |
| | 4/27/21 | 4/27/21 | 4/27/21 | 4/27/21 | 4/27/21 | 4/27/21 |
| Counter Retail Sales | 2902.50 | | 2006.98 | 895.52 | | 30.9 |
| Counter Internal Sales | 607.07 | | 422.31 | 184.76 | | 30.4 |
| Counter Wholesale Sales | 1570.40 | | 1557.22 | 13.18 | | .8 |
| Total Counter Sales | 5079.97 | | 3986.51 | 1093.46 | | 21.5 |
| R0 Customer Pay Sales | 13573.17 | | 8697.86 | 4875.31 | | 35.9 |
| R0 Internal Pay Sales | 22910.61 | | 14590.84 | 8319.77 | | 36.3 |
| R0 Warranty Sales | 10753.51 | | 6984.53 | 3768.98 | | 35.0 |
| R0 Service Contract Sales | 1593.99 | | 1217.82 | 376.17 | | 23.6 |
| Total R0 Sales | 48831.28 | | 31491.05 | 17340.23 | | 35.5 |
| Total Sales | 53911.25 | | 35477.56 | 18433.69 | | 34.2 |
| Total Returns | -2277.90 | | -2166.15 | -111.75 | | -4.9 |
| Total Net Sales | 51633.35 | | 33311.41 | 18321.94 | | 35.5 |

| All Manf, All OEM Cd, All SGrp, All Parts | | Parts | % | Acum% | Value | % | Acum% |
|-------------------------------------------|--|-------|-------|-------|-------|-------|-------|
| Never Sold | | 142 | 19.0 | 19.0 | 12331 | 17.8 | 17.8 |
| 2020 April or Older | | 235 | 31.4 | 50.3 | 8540 | 12.3 | 30.1 |
| 2020 May | | 9 | 1.2 | 51.5 | 754 | 1.1 | 31.2 |
| 2020 June | | 10 | 1.3 | 52.9 | 371 | .5 | 31.7 |
| 2020 July | | 18 | 2.4 | 55.3 | 976 | 1.4 | 33.1 |
| 2020 August | | 10 | 1.3 | 56.6 | 810 | 1.2 | 34.3 |
| 2020 September | | 12 | 1.6 | 58.2 | 1045 | 1.5 | 35.8 |
| 2020 October | | 14 | 1.9 | 60.1 | 612 | .9 | 36.7 |
| 2020 November | | 15 | 2.0 | 62.1 | 2530 | 3.6 | 40.3 |
| 2020 December | | 34 | 4.5 | 66.6 | 3610 | 5.2 | 45.5 |
| 2021 January | | 23 | 3.1 | 69.7 | 4352 | 6.3 | 51.8 |
| 2021 February | | 34 | 4.5 | 74.2 | 2143 | 3.1 | 54.9 |
| 2021 March | | 66 | 8.8 | 83.0 | 7540 | 10.9 | 65.8 |
| 2021 April | | 127 | 17.0 | 100.0 | 23723 | 34.2 | 100.0 |
| Totals | | 749 | 100.0 | | 69339 | 100.0 | |
| Cores with On Hand | | 3 | | | 2825 | | |

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All Manf, All OEM Cd, All SGrp
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| | % | # | Pieces | Value |
|---------------------------------|-------|------|--------|----------|
| Active Parts: Stocked | 9 | 15 | 20 | 656.80 |
| Active Parts: With Excess Stock | 9.2 | 59 | 550 | 6399.52 |
| Active Parts: Understocked | 0 | 10 | 0 | .00 |
| Active Parts: To Phase Out | 2.8 | 53 | 212 | 1945.50 |
| Total Active Parts | 13.0 | 137 | 782 | 9001.82 |
| Superseded With On Hand | 5.4 | 57 | 491 | 3764.44 |
| Inactive With On Hand | 81.6 | 602 | 8086 | 56733.14 |
| Total Inventory To Sell | 100.0 | 796 | 9359 | 69499.40 |
| Cores on Hand | | 3 | 3 | 2825.00 |
| Negative On Hand | | 1 | 1 | 27.00 |
| Total of Inventory | | 800 | 9361 | 72297.40 |
| Parts on Open Repair Orders | | 71 | 169 | 4995.14 |
| Value of Inventory | | 871 | 9530 | 77292.54 |
| Not on Factory Master | | 9380 | 6283 | 24478.58 |
| Parts Without Cost | | 317 | 92 | .00 |