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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	6.4	533	355	18798.57
Active Parts: With Excess Stock	35.5	1303	6061	103916.30
Active Parts: Understocked	2.4	221	133	6972.56
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	44.4	2057	6549	129687.43
Superceded With On Hand	2.3	84	200	6648.57
Inactive With On Hand	53.4	5485	8462	155984.64
Total Inventory To Sell	100.0	7626	15211	292320.64
Cores on Hand		42	63	14190.00
Negative On Hand		0	0	.00
Total of Inventory		7668	15274	306510.64
Parts on Open Repair Orders		459	891	62554.69
Value of Inventory		8127	16165	369065.33
Not on Factory Master		26209	5893	55053.01
Parts Without Cost		993	140	.00

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All Manf, All OEM Cd, All SGrp, All Parts
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	Parts	%	Acum%	Value	%	Acum%
Never Sold	4267	59.8	59.8	52120	17.9	17.9
2020 May or Older	538	7.5	67.3	36322	12.5	30.4
2020 June	69	1.0	68.3	5197	1.8	32.1
2020 July	91	1.3	69.5	6403	2.2	34.3
2020 August	93	1.3	70.9	6425	2.2	36.6
2020 September	121	1.7	72.5	11053	3.8	40.3
2020 October	124	1.7	74.3	9123	3.1	43.5
2020 November	143	2.0	76.3	12564	4.3	47.8
2020 December	145	2.0	78.3	11615	4.0	51.8
2021 January	200	2.8	81.1	12059	4.1	55.9
2021 February	179	2.5	83.6	14178	4.9	60.8
2021 March	314	4.4	88.0	23265	8.0	68.8
2021 April	301	4.2	92.2	28953	9.9	78.7
2021 May	554	7.8	100.0	62000	21.3	100.0
Totals	7139	100.0		291278	100.0	
Cores With On Hand	57			14190		

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All Manf, All OEM Cd, All SGrp

From	4/01/21	4/01/21	4/01/21	4/01/21
To	4/30/21	4/30/21	4/30/21	4/30/21
	Sales	Cost	Gross	GP %

Counter Retail Sales	13749.33	9677.22	4072.11	29.6
Counter Internal Sales	2698.83	1733.34	965.49	35.8
Counter Wholesale Sales	51771.50	40742.19	11029.31	21.3
Total Counter Sales	68219.66	52152.75	16066.91	23.6
RO Customer Pay Sales	135569.06	89502.77	46066.29	34.0
RO Internal Pay Sales	47897.59	33369.81	14527.78	30.3
RO Warranty Sales	28481.46	21644.65	6836.81	24.0
RO Service Contract Sales	27533.40	19103.76	8429.64	30.6
Total RO Sales	239481.51	163620.99	75860.52	31.7
Total Sales	307701.17	215773.74	91927.43	29.9
Total Returns	-15001.95	-13054.32	-1947.63	-13.0
Total Net Sales	292699.22	202719.42	89979.80	30.7

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	4/01/21	4/01/21	4/01/21	4/01/21
	To	4/30/21	4/30/21	4/30/21	4/30/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		124685.25	87673.73	37011.52	29.7
Sales Filled By NG					
Sales Filled By EP		105663.63	73542.53	32121.10	30.4
Sales Filled By SO		77352.29	54557.48	22794.81	29.5
Total Sales		307701.17	215773.74	91927.43	29.9
Returns To Inventory		-15001.95	-13054.32	-1947.63	-13.0
Returns Not To Inventory					
Total Returns		-15001.95	-13054.32	-1947.63	-13.0
Net Sales		292699.22	202719.42	89979.80	30.7
Filled From Shelf-Counter		31.4%	30.5%	34.3%	
Filled From Shelf-Service		43.1%	43.9%	41.5%	
Filled Same Day--Counter		44.0%	43.7%	45.2%	
Filled Same Day--Service		83.6%	84.6%	81.5%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
May	2021			114	61
January	2021	To April	2021	120	204
October	2020	To January	2021	147	264
July	2020	To October	2020	164	199
April	2020	To July	2020	108	190
January	2020	To April	2020	99	190
January	2020	and Older		805	6215

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	5485
Superceded Parts with On Hand	84
Active Parts with No Sales	

From 4/01/21 to 4/30/21 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	1651	18536	48253.35
Manual Decreases	81	-16617	-23621.55
Net Manual Adjustments	1732	1919	24631.80
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1608	4538	4151.48
LIFO Decreases	28	112	-853.21
Net LIFO Adjustments	1636	4650	3298.27

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SHERIDAN MOTOR INC
Stock Order Analysis

5/28/21 10:13:44

From 4/01/21 to 4/30/21	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	461	1722	25882.85	42018.42	
Stock Orders Received	449	1724	20999.12	37564.79	
Special Orders Placed	575	980	63990.87	69866.03	
Special Orders Received	587	987	67328.80	72929.65	
Parts Canceled	2	10	32.05	140.90	
Factory Returns					
Core Returns					
Parts On Order		614	45682.75	51759.66	
Parts On Backorder		11	876.67	1043.51	
Parts Referred					

	Value
(1)Idle Parts Total	15928.15
(2)Current Parts Total	146690.41
(3)Total Parts	162618.56

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 9.79%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	1631
(2)Total Other	80
(3)Total Quantity Sold	1711
Off the Shelf Fill Rate (1)/(3)	95.3%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	83395.00
(3) Annualized Stock Orders	1014583.57
(4) Inventory Value	162618.56
(5) True Turn (3)/(4)	6.24

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	55.35	2	55.35

Parts Without Cost

	Part Numbers
Total Parts Without Cost	200

Parts With No Bin Location

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

	Value
(1)Idle Parts Total	16580.03
(2)Current Parts Total	59033.03
(3)Total Parts	75613.06

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 21.93%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	752
(2)Total Other	1497
(3)Total Quantity Sold	2249
Off the Shelf Fill Rate (1)/(3)	33.4%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	26668.00
(3) Annualized Stock Orders	324442.89
(4) Inventory Value	75613.06
(5) True Turn (3)/(4)	4.29

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	44.15	1	44.15

Parts Without Cost

	Part Numbers
Total Parts Without Cost	161

Parts With No Bin Location

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

	Value
(1)Idle Parts Total	9446.54
(2)Current Parts Total	42950.21
(3)Total Parts	52396.75
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	18.03%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	0
(2)Total Other	0
(3)Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	.0%

True Turn

	Value
(1) Annualization Ratio (365/ 28) =	13.035
(2) Total Stock Orders	.00
(3) Annualized Stock Orders	.00
(4) Inventory Value	52396.75
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	.00

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	.00	1	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	620

Parts With No Bin Location

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