

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	5.1	550	603	29637.83
Active Parts: With Excess Stock	40.9	1594	14100	238352.53
Active Parts: Understocked	1.1	270	256	6275.80
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	47.0	2414	14959	274266.16
Superceded With On Hand	3.1	126	1780	18152.13
Inactive With On Hand	49.9	2574	8580	290702.01
Total Inventory To Sell	100.0	5114	25319	583120.30
Cores on Hand		28	30	30468.00
Negative On Hand		4	10	1933.44
Total of Inventory		5146	25339	611654.86
Parts on Open Repair Orders		610	1305	59457.54
Value of Inventory		5756	26644	671112.40
Not on Factory Master		10541	674	20562.11
Parts Without Cost		590	9	.00

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LSPECK

HARRY BROWN'S LLC
Inventory Analysis Month End Dec 2021

1/26/22
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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	4.7	478	638	26625
Active Parts: With Excess Stock	43.8	1648	13249	249728
Active Parts: Understocked	1.0	286	212	5763
Active Parts: To Phase Out	0.0	0	0	0
Total Active Parts	49.5	2412	14099	282115
Superceded With On Hand	3.6	122	1900	20449
Inactive With On Hand	46.9	2629	8722	267183
Total Inventory To Sell	100.0	5163	24721	569747
Cores on Hand		27	28	21464
Negative On Hand		4	-7	-1016
Total of Inventory		5194	24742	590196
Parts on Open Repair Orders		222	478	18649
Value of Inventory		5416	25220	608845
Not on Factory Master		10405	661	20200
Parts Without Cost		589	9	0

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	873	18.5	18.5	120914	20.9	20.9
2021 January or Older	808	17.1	35.6	79963	13.8	34.7
2021 February	84	1.8	37.4	10273	1.8	36.5
2021 March	138	2.9	40.3	9246	1.6	38.1
2021 April	155	3.3	43.6	12916	2.2	40.3
2021 May	141	3.0	46.6	20760	3.6	43.9
2021 June	187	4.0	50.6	23032	4.0	47.9
2021 July	168	3.6	54.1	21819	3.8	51.7
2021 August	205	4.3	58.5	21435	3.7	55.4
2021 September	220	4.7	63.1	21480	3.7	59.1
2021 October	263	5.6	68.7	34724	6.0	65.1
2021 November	301	6.4	75.1	33869	5.9	70.9
2021 December	479	10.2	85.2	54261	9.4	80.3
2022 January	696	14.8	100.0	114032	19.7	100.0
Totals	4718	100.0		578724	100.0	
Cores With On Hand	29			30684		

All Manf, All OEM Cd, All SGrp

From	12/01/21	12/01/21	12/01/21	12/01/21
To	12/31/21	12/31/21	12/31/21	12/31/21
	Sales	Cost	Gross	GP %

Counter Retail Sales	18419.72	13768.19	4651.53	25.3
Counter Internal Sales	2810.80	2193.44	617.36	22.0
Counter Wholesale Sales	14298.60	12270.29	2028.31	14.2
Total Counter Sales	35529.12	28231.92	7297.20	20.5
RO Customer Pay Sales	144255.39	110958.50	33296.89	23.1
RO Internal Pay Sales	87887.59	62860.99	25026.60	28.5
RO Warranty Sales	79372.40	54704.73	24667.67	31.1
RO Service Contract Sales	26619.15	16734.90	9884.25	37.1
Total RO Sales	338134.53	245259.12	92875.41	27.5
Total Sales	373663.65	273491.04	100172.61	26.8
Total Returns	-29831.71	-29278.29	-553.42	-1.9
Total Net Sales	343831.94	244212.75	99619.19	29.0

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	12/01/21	12/01/21	12/01/21	12/01/21
	To	12/31/21	12/31/21	12/31/21	12/31/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		190017.06	140686.70	49330.36	26.0
Sales Filled By NG		16303.38	13118.96	3184.42	19.5
Sales Filled By EP		95214.03	71888.14	23325.89	24.5
Sales Filled By SO		72129.18	47797.24	24331.94	33.7
Total Sales		373663.65	273491.04	100172.61	26.8
Returns To Inventory		-29405.33	-28960.08	-445.25	-1.5
Returns Not To Inventory		-426.38	-318.21	-108.17	-25.4
Total Returns		-29831.71	-29278.29	-553.42	-1.9
Net Sales		343831.94	244212.75	99619.19	29.0
Filled From Shelf-Counter		55.9%	57.8%	48.7%	
Filled From Shelf-Service		55.1%	56.1%	52.7%	
Filled Same Day--Counter		79.6%	81.0%	73.9%	
Filled Same Day--Service		80.8%	82.7%	75.9%	

All Manf, All Stocking Groups

Changes to Status:	Phase-In	Phase-Out
January 2022	334	132
September 2021 To December 2021	248	391
June 2021 To September 2021	255	328
March 2021 To June 2021	161	265
December 2020 To March 2021	133	281
September 2020 To December 2020	103	228
September 2020 and Older	645	5626

Inactive Parts to Phase-In		
Parts to Phase-Out		
Parts Excluded From Phase-In		
Non-Stocked Parts with On Hand	2574	
Superceded Parts with On Hand	126	
Active Parts with No Sales	11	

From 12/01/21 to 12/31/21	All Manf, All Stocking Groups		
	#	Pieces	Value
Manual Increases	22	60	5612.13
Manual Decreases	249	-1387	-22934.02
Net Manual Adjustments	271	-1327	-17321.89
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	55	1771	1571.00
LIFO Decreases	3	108	-340.93
Net LIFO Adjustments	58	1879	1230.07

From 12/01/21 to 12/31/21	All Manf, All OEM Cd, All SGrp	#	Pieces	Cost	Value
Stock Orders Placed		843	2345	44549.41	64064.17
Stock Orders Received		1037	8262	59480.00	125545.83
Special Orders Placed		463	822	62677.94	66774.62
Special Orders Received		461	832	66036.01	70844.22
Parts Canceled		17	28	3237.89	4661.83
Factory Returns		32	35	1410.80	1451.24
Core Returns		40	50	23530.00	30380.00
Parts On Order			182	15589.15	18749.79
Parts On Backorder			414	24330.20	28740.60
Parts Referred			183	23294.62	26639.56

	Value
(1)Idle Parts Total	102389.09
(2)Current Parts Total	236489.34
(3)Total Parts	338878.43
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	30.21%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	7578
(2)Total Other	176
(3)Total Quantity Sold	7754
Off the Shelf Fill Rate (1)/(3)	97.7%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	120415.00
(3) Annualized Stock Orders	1417766.21
(4) Inventory Value	338662.25
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	4.19

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	315.82	5-	1128.28-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	29	2048.31	33	2469.03

Parts Without Cost

	Part Numbers
Total Parts Without Cost	288

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	21457.36
(2)Current Parts Total	210625.38
(3)Total Parts	232082.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	9.25%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	3656
(2)Total Other	456
(3)Total Quantity Sold	4112
Off the Shelf Fill Rate (1)/(3)	88.9%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	71499.00
(3) Annualized Stock Orders	841829.23
(4) Inventory Value	232082.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	3.63

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	15	2711.05	16	2741.80

Parts Without Cost

	Part Numbers
Total Parts Without Cost	67

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	2	552.00	2	552.00