

(1) Idle Parts Total Value
 (2) Current Parts Total 97598.16
 (3) Total Parts 185276.82

Idle Capital Percentage (1)/(3) 34.50%
 282874.98

Off the Shelf Fill Rate

(1) Total Off the Shelf Quantity
 (2) Total Other 3313
 (3) Total Quantity Sold 161
 Off the Shelf Fill Rate (1)/(3) 3474
 95.3%

True Turn Value

(1) Annualization Ratio (365/ 28) = 13.035
 (2) Total Stock Orders 92337.00
 (3) Annualized Stock Orders 1203612.80
 (4) Inventory Value 282874.98
 (5) True Turn (3)/(4) 4.25

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

Parts with Negative on Hand

Part Numbers	Cost	Qty	Extended
4	183.40	17-	269.88-

Total of Negative on Hand

Lost Sales Cost Qty Extended

Part Numbers	Cost	Qty	Extended
1	13.95	1	13.95

Total Lost Sales 13.95

Parts Without Cost Part Numbers

Part Numbers
64

Total Parts Without Cost 64

Parts With No Bin Location Part Numbers

Part Numbers	Cost	Qty	Extended
0	.00	0	.00

Total Parts With No Bin Location .00

ALL MANT, ALL GEN CO, ALL SRP			
	%	#	Value
Active Parts: Stocked	61.3	330	20066.47
Active Parts: With Excess Stock	23.3	608	73636.39
Active Parts: Understocked	1.8	192	5522.47
Active Parts: To Phase Out	0.0	0	.00
Total Active Parts	31.4	1120	99295.33
Superseded With On Hand	2.4	107	7735.90
Inactive With On Hand	66.2	2425	209636.97
Total Inventory To Sell	100.0	3652	14922
Cores on Hand	63	110	30777.00
Negative On Hand	5	21	327.84
Total of Inventory	3720	15011	347117.36
Parts on Open Repair Orders	107	1567	47632.88
Value of Inventory	4427	16578	394750.24
Not on Factory Master	3059	1477	36380.77
Parts Without Cost	142	3	.00

Inventory Aging by Last Sold

ALL MANT, ALL GEN CO, ALL PARTS

Parts % Acum Value % Acum

Month	Parts	% Acum	Value	% Acum
Never Sold	820	23.8	72840	23.2
2021 March or Older	866	28.4	75693	24.1
2021 April	71	2.1	5341	1.6
2021 May	59	1.7	5099	1.6
2021 June	78	2.3	7034	2.2
2021 July	101	3.0	9914	3.0
2021 August	98	2.9	7871	2.5
2021 September	98	2.9	8666	2.7
2021 October	88	2.6	9245	2.9
2021 November	145	4.2	1281	4.0
2021 December	193	5.7	1686	5.1
2022 January	195	5.7	1732	5.2
2022 February	443	13.0	3164	9.3
2022 March	150	4.7	1228	3.6
Totals	3405	100.0	313660	100.0
Cores With On Hand	63		30777	

From 2/01/22 to 2/28/22 All Maint, All Stocking Groups

Value	#	Pieces
352.37	4	7
-25500.64	101	-530
-25138.07	105	-523
Manual Increases		
Manual Decreases		
Net Manual Adjustments		
Physical Inventory Increases		
Physical Inventory Decreases		
Net Physical Inventory Adjustments		
9608.80	1818	1818
LIFO Increases		
-8342.81	106	1456
LIFO Decreases		
1288.39	304	3274
Net LIFO Adjustments		

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 **270** days.

To phase out, a part must have no demand in the last **270** days.

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 All Maint, All Stocking Groups, All Parts, All Sale Types
 From 2/01/22 To 2/28/22
 Sales Cost Gross CP %
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	2/01/22	2/28/22	2/01/22	2/28/22	2/01/22	2/28/22	CP %
Sales Filled From Shelf	60457.32	37901.00	22556.32	37.3			
Sales Filled By NS	23630.41	18811.59	6818.82	26.6			
Sales Filled By B2	16511.49	10158.04	6353.45	38.5			
Sales Filled By S3	61037.56	44016.60	13070.96	34.9			
Total Sales	169686.78	110887.23	58799.55	34.7			
Returns To Inventory	-2167.10	-9859.10	-1207.98	-11.7			
Returns Not To Inventory	-169.58	-174.65	5.07	-3.0			
Total Returns	-11336.68	-10033.77	-1302.91	-11.5			
Net Sales	158350.10	100853.46	57496.64	36.3			
Filled From Shelf-Counter	48.39	50.44	43.39				
Filled From Shelf-Service	51.59	51.63	51.66				
Filled Same Day-Counter	56.34	57.91	53.14				
Filled Same Day-Service	62.14	61.74	62.64				

EMH1732 Sales Analysis

From		To		Sales		Cost		Gross		GP %	
2/01/22		2/28/22		2/01/22		2/28/22		2/01/22		2/28/22	
Counter Retail Sales	22659.66	15361.49	7297.17	22.2	40.0	458.13	458.13	40.0	40.0	40.0	40.0
Counter Wholesale Sales	1144.95	686.82	458.13	13.2	13.2	3840.76	3840.76	13.2	13.2	13.2	13.2
Total Counter Sales	52978.75	41382.69	11596.06	21.5	21.5			21.5	21.5	21.5	21.5
Customer Pay Sales	31975.70	19505.28	12469.72	39.0	39.0			39.0	39.0	39.0	39.0
Internal Pay Sales	11971.66	8079.61	3892.05	32.5	32.5			32.5	32.5	32.5	32.5
Warranty Sales	56399.71	31273.82	25125.89	44.5	44.5			44.5	44.5	44.5	44.5
Service Contract Sales	16360.96	10645.13	5715.83	34.9	34.9			34.9	34.9	34.9	34.9
Total RD Sales	116708.03	69504.54	47203.49	40.4	40.4			40.4	40.4	40.4	40.4
Total Sales	169666.78	110887.23	58799.55	34.7	34.7			34.7	34.7	34.7	34.7
Total Returns	-11326.68	-10033.77	-1302.91	-11.5	-11.5			-11.5	-11.5	-11.5	-11.5
Total Net Sales	158350.10	100853.46	57496.64	36.3	36.3			36.3	36.3	36.3	36.3

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From 2/01/22 to 2/28/22 Manufacturer List

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	Stock Orders Placed	Stock Orders Received	Special Orders Placed	Special Orders Received	Parts Cancelled	Factory Returns	Core Returns	Parts On Order	Parts On Backorder	Parts Referred
	543	3939	34005.63	34749.03				29	7819.35	3398.75
	425	764	35719.81	44536.60				29	7819.35	14570.07
	368	669	30844.63	37971.01				63	3138.11	
	5	6	513.07	578.77				7	80.00	
	5	7	112.00							

Stock Order Criteria

DEFAULT

Daily Demand: percent of recent days demand

percent of previous days demand

Days Supply: Based on demand of days

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

Do not order if less than days in inventory