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LSPECK

HARRY BROWN'S LLC  
Inventory Analysis Month End Mar 2022

4/12/22  
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All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	6.2	542	615	38839
Active Parts: With Excess Stock	44.5	1683	15338	278634
Active Parts: Understocked	1.2	266	245	7367
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	51.8	2491	16198	324840
Superceded With On Hand	3.4	134	1964	21437
Inactive With On Hand	44.7	2643	8806	280309
Total Inventory To Sell	100.0	5268	26968	626586
Cores on Hand		41	42	16025
Negative On Hand		0	0	0
Total of Inventory		5309	27010	642611
Parts on Open Repair Orders		316	603	26165
Value of Inventory		5625	27613	668776
Not on Factory Master		10873	761	21602
Parts Without Cost		597	9	0

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HARRY BROWN'S LLC  
Inventory Aging by Last Sold

4/12/22

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	906	18.7	18.7	99382	16.0	16.0
2021 April or Older	912	18.9	37.6	87788	14.1	30.1
2021 May	103	2.1	39.7	16758	2.7	32.7
2021 June	136	2.8	42.5	16559	2.7	35.4
2021 July	120	2.5	45.0	16045	2.6	38.0
2021 August	153	3.2	48.2	16483	2.6	40.6
2021 September	147	3.0	51.2	15925	2.6	43.2
2021 October	169	3.5	54.7	23660	3.8	47.0
2021 November	188	3.9	58.6	21695	3.5	50.5
2021 December	232	4.8	63.4	24347	3.9	54.4
2022 January	269	5.6	69.0	29298	4.7	59.1
2022 February	356	7.4	76.3	39967	6.4	65.5
2022 March	721	14.9	91.3	113548	18.2	83.7
2022 April	423	8.7	100.0	101264	16.3	100.0
Totals	4835	100.0		622719	100.0	
Cores With On Hand	49			19146		

All Manf, All OEM Cd, All SGrp	From	3/01/22	3/01/22	3/01/22	3/01/22
	To	3/31/22	3/31/22	3/31/22	3/31/22
		Sales	Cost	Gross	GP %
Counter Retail Sales		23874.47	19056.41	4818.06	20.2
Counter Internal Sales		8298.81	6477.26	1821.55	21.9
Counter Wholesale Sales		34621.22	31458.36	3162.86	9.1
Total Counter Sales		66794.50	56992.03	9802.47	14.7
RO Customer Pay Sales		111036.59	78192.32	32844.27	29.6
RO Internal Pay Sales		96801.74	66979.49	29822.25	30.8
RO Warranty Sales		144716.44	97763.96	46952.48	32.4
RO Service Contract Sales		40346.95	22894.40	17452.55	43.3
Total RO Sales		392901.72	265830.17	127071.55	32.3
Total Sales		459696.22	322822.20	136874.02	29.8
Total Returns		-39315.78	-38613.41	-702.37	-1.8
Total Net Sales		420380.44	284208.79	136171.65	32.4

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	3/01/22	3/01/22	3/01/22	3/01/22
	To	3/31/22	3/31/22	3/31/22	3/31/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		224104.74	162317.11	61787.63	27.6
Sales Filled By NG		49974.62	45752.78	4221.84	8.4
Sales Filled By EP		85217.14	54910.45	30306.69	35.6
Sales Filled By SO		100399.72	59841.86	40557.86	40.4
Total Sales		459696.22	322822.20	136874.02	29.8
Returns To Inventory		-39040.79	-38439.10	-601.69	-1.5
Returns Not To Inventory		-274.99	-174.31	-100.68	-36.6
Total Returns		-39315.78	-38613.41	-702.37	-1.8
Net Sales		420380.44	284208.79	136171.65	32.4
Filled From Shelf-Counter		72.6%	74.0%	64.4%	
Filled From Shelf-Service		57.4%	62.4%	47.0%	
Filled Same Day--Counter		90.1%	91.6%	81.4%	
Filled Same Day--Service		76.1%	79.3%	69.5%	

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All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
April	2022			362	153
December	2021	To March	2022	248	373
September	2021	To December	2021	241	319
June	2021	To September	2021	176	309
March	2021	To June	2021	125	247
December	2020	To March	2021	104	256
December	2020	and Older		646	5768

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	2645
Superceded Parts with On Hand	143
Active Parts with No Sales	9

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HARRY BROWN'S LLC  
Inventory Adjustments

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From 3/01/22 to 3/31/22	All Manf,	All Stocking	Groups	
	#	Pieces		Value
Manual Increases	78	518		19564.85
Manual Decreases	78	-424		-42955.23
Net Manual Adjustments	156	94		-23390.38
Physical Inventory Increases				
Physical Inventory Decreases				
Net Physical Inventory Adjustments				
LIFO Increases	1266	4478		9739.65
LIFO Decreases	19	53		-931.12
Net LIFO Adjustments	1285	4531		8808.53

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HARRY BROWN'S LLC  
Stock Order Analysis

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From 3/01/22 to 3/31/22 All Manf, All OEM Cd, All SGrp
# Pieces Cost Value
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Stock Orders Placed 1016 2544 49656.98 70119.85
Stock Orders Received 1267 9324 90306.59 175113.14

Special Orders Placed 515 1503 57896.07 68228.54
Special Orders Received 513 1418 45503.64 56318.92

Parts Canceled 35 174 7460.97 12298.02

Factory Returns 43 63 2667.65 2891.27
Core Returns 28 35 19645.00 25495.00

Parts On Order 227 14021.17 16391.77
Parts On Backorder 385 27298.59 30482.74
Parts Referred 124 18923.02 21457.70
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 Value

(1) Idle Parts Total 28185.81  
 (2) Current Parts Total 206286.46  
 (3) Total Parts 234472.27

Idle Capital Percentage (1)/(3) 12.02%

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

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 Quantity

(1) Total Off the Shelf 2696  
 (2) Total Other 310  
 (3) Total Quantity Sold 3006

Off the Shelf Fill Rate (1)/(3) 89.6%

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 Value

(1) Annualization Ratio (365/ 31) = 11.774  
 (2) Total Stock Orders 90255.00  
 (3) Annualized Stock Orders 1062662.37  
 (4) Inventory Value 234472.27  
 (5) True Turn (3)/(4) 4.53

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

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 Cost Qty Extended

Parts with Negative on Hand  
 Part Numbers  
 Total of Negative on Hand 0 .00 0 .00

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 Cost Qty Extended

Lost Sales  
 Part Numbers  
 Total Lost Sales 9 544.25 10 583.55

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 Part Numbers

Parts Without Cost  
 Total Parts Without Cost 66

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 Cost Qty Extended

Parts With No Bin Location  
 Part Numbers  
 Total Parts With No Bin Location 2 256.40 1 161.00

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 (1) Idle Parts Total 113231.07  
 (2) Current Parts Total 266186.62  
 (3) Total Parts 379417.69  
 \*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 29.84%

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 Off the Shelf Fill Rate  
 Quantity

(1) Total Off the Shelf 5565  
 (2) Total Other 249  
 (3) Total Quantity Sold 5814  
 Off the Shelf Fill Rate (1)/(3) 95.7%

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 True Turn  
 Value

(1) Annualization Ratio (365/ 31) = 11.774  
 (2) Total Stock Orders 135567.00  
 (3) Annualized Stock Orders 1596165.86  
 (4) Inventory Value 379201.51  
 (5) True Turn (3)/(4) 4.21  
 \*Note: Does NOT include Negative on Hand or "Dirty Cores"

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 Parts with Negative on Hand  
 Part Numbers Cost Qty Extended

Total of Negative on Hand 1 3.72 1- 3.72-

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 Lost Sales  
 Part Numbers Cost Qty Extended

Total Lost Sales 34 17799.50 34 17799.50

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 Parts Without Cost  
 Part Numbers

Total Parts Without Cost 291

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 Parts With No Bin Location  
 Part Numbers Cost Qty Extended

Total Parts with No Bin Location 0 .00 0 .00