



**Inits**

| Months Supply | Days Supply Units | Inventory \$ | YTD Sales \$ | YTD Gross \$ | YTD COS      |
|---------------|-------------------|--------------|--------------|--------------|--------------|
| 3.6           | 108.0             | \$ 108,214   | \$ 380,290   | \$ 41,815    | \$ 338,475   |
| 0.0           | 0.0               | \$ -         | \$ 230,508   | \$ 17,940    | \$ 212,568   |
| 3.0           | 90.0              | \$ 61,115    | \$ 201,210   | \$ 16,830    | \$ 184,380   |
| 2.0           | 60.0              | \$ 227,474   | \$ 936,810   | \$ 106,110   | \$ 830,700   |
| 0.0           | 0.0               | \$ -         | \$ 485,757   | \$ 33,993    | \$ 451,764   |
| 1.0           | 30.0              | \$ 99,138    | \$ 1,071,813 | \$ 96,399    | \$ 975,414   |
| 0.0           | 0.0               | \$ -         | \$ 1,018,831 | \$ 89,907    | \$ 928,924   |
| 1.2           | 36.0              | \$ 162,095   | \$ 2,178,371 | \$ 244,903   | \$ 1,933,468 |
| 0.0           | 0.0               | \$ -         | \$ 287,622   | \$ 37,842    | \$ 249,780   |
| 0.0           | 0.0               | \$ -         | \$ 1,024,340 | \$ 104,660   | \$ 919,680   |
| #DIV/0!       | #DIV/0!           | \$ 164,036   | \$ 1,094,414 | \$ 110,202   | \$ 984,212   |
| 1.5           | 45.9              | \$ 1,102,535 | \$ 5,866,099 | \$ 649,173   | \$ 5,216,926 |
| 0.9           | 27.0              | \$ 260,688   | \$ 1,144,569 | \$ 105,925   | \$ 1,038,644 |

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|--|--|--|--|--|--|

| Average Month COS | Months Supply Dollars | Days Supply Dollars | Average Unit COS | Average Unit Inventory | Variance    |
|-------------------|-----------------------|---------------------|------------------|------------------------|-------------|
| \$ 37,608         | 2.9                   | 86.3                | \$ 67,695        | \$ 54,107              | \$ 13,588   |
| \$ 23,619         | 0.0                   | 0.0                 | \$ 17,714        | #DIV/0!                | #DIV/0!     |
| \$ 20,487         | 3.0                   | 89.5                | \$ 30,730        | \$ 30,558              | \$ 173      |
| \$ 92,300         | 2.5                   | 73.9                | \$ 92,300        | \$ 113,737             | \$ (21,437) |
| \$ 50,196         | 0.0                   | 0.0                 | \$ 50,196        | #DIV/0!                | #DIV/0!     |
| \$ 108,379        | 0.9                   | 27.4                | \$ 36,126        | \$ 33,046              | \$ 3,080    |
| \$ 103,214        | 0.0                   | 0.0                 | \$ 40,388        | #DIV/0!                | #DIV/0!     |
| \$ 214,830        | 0.8                   | 22.6                | \$ 128,898       | \$ 81,048              | \$ 47,850   |
| \$ 27,753         | 0.0                   | 0.0                 | \$ 41,630        | #DIV/0!                | #DIV/0!     |
| \$ 102,187        | 0.0                   | 0.0                 | \$ 36,787        | #DIV/0!                | #DIV/0!     |
| \$ 109,357        | 1.5                   | 45.0                | #DIV/0!          | \$ 82,018              | #DIV/0!     |
| \$ 579,658        | 1.9                   | 57.1                | \$ 52,169        | \$ 64,855              | \$ (12,686) |
| \$ 115,405        | 2.3                   | 67.8                | \$ 34,621        | \$ 86,896              | \$ (52,275) |

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
|--|--|--|--|--|--|