

=====
From 11/01/22 to 11/30/22 All Manf, All Stocking Groups
=====
Pieces Value
=====
Manual Increases 19 2042 9425.36
Manual Decreases 20 -783 -6929.07
Net Manual Adjustments 39 1259 2496.29

Physical Inventory Increases 120 353 9896.55
Physical Inventory Decreases 143 -297 -5549.16
Net Physical Inventory Adjustments 263 56 4347.39

LIFO Increases 86 323 1394.04
LIFO Decreases 10 25 -190.86
Net LIFO Adjustments 96 348 1203.18

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=====
All Manf, All OEM Cd, All SGrp, All Parts
=====
Parts      %  Acum%      Value      %  Acum%
=====
Never Sold      241    5.1    5.1      30098    4.6    4.6
2021 December or Older  280    5.9   11.0      29247    4.4    9.0
2022 January      45     .9   11.9       4859     .7    9.7
2022 February     106    2.2   14.2      10960    1.7   11.4
2022 March        124    2.6   16.8      26045    3.9   15.3
2022 April        128    2.7   19.5      13200    2.0   17.3
2022 May          144    3.0   22.5      21705    3.3   20.6
2022 June         252    5.3   27.8      29523    4.5   25.1
2022 July         209    4.4   32.2      29732    4.5   29.6
2022 August       385    8.1   40.3      46148    7.0   36.5
2022 September    445    9.4   49.7      54229    8.2   44.7
2022 October      663   14.0   63.7      85077   12.9   57.6
2022 November    1001   21.1   84.8     119163   18.0   75.6
2022 December     722   15.2  100.0     161151   24.4  100.0
Totals           4745  100.0
Cores With On Hand      5
                          750
  
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All Manf, All OEM Cd, All SGrp
=====
%      #  Pieces      Value
=====
Active Parts: Stocked      1.6    129    136    10638.54
Active Parts: With Excess Stock 15.0   243   8666   99456.04
Active Parts: Understocked  .6     82    182    3911.11
Active Parts: To Phase Out  1.0    79    59     6649.36
Total Active Parts        18.2   533   9043  120655.05

Superceded With On Hand    2.5    41    121    16445.27
Inactive With On Hand      79.3  4321  18267  524404.82

Total Inventory To Sell    100.0  4895  27431  661505.14
Cores on Hand              5      6      750.00
Negative On Hand           0      0      .00

Total of Inventory         4900   27437  662255.14
Parts on Open Repair Orders 889    1650   89919.81

Value of Inventory         5789   29087  752174.95
Not on Factory Master      57708  13066  65458.84
Parts Without Cost         7654    0      .00
  
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	Value
(1)Idle Parts Total	13679.41
(2)Current Parts Total	514107.14
(3)Total Parts	527786.55
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	2.59%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	3133
(2)Total Other	70
(3)Total Quantity Sold	3203
Off the Shelf Fill Rate (1)/(3)	97.8%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	322586.00
(3) Annualized Stock Orders	3924581.28
(4) Inventory Value	527786.55
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.44

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	28	3500.85	29	3510.60

Parts Without Cost

	Part Numbers
Total Parts Without Cost	496

Parts With No Bin Location

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

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All Manf, All Stocking Groups
=====

Changes to Status:	Phase-In	Phase-Out
December 2022	2	
August 2022 To November 2022	7	
May 2022 To August 2022	1	
February 2022 To May 2022	3	5
November 2021 To February 2022	2	
August 2021 To November 2021	209	102
August 2021 and Older	142	859
Inactive Parts to Phase-In	2658	
Parts to Phase-Out	79	
Parts Excluded From Phase-In	49900	
Non-Stocked Parts with On Hand	4321	
Superceded Parts with On Hand	41	
Active Parts with No Sales	5	

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=====
All Manf, All OEM Cd, All SGrp
  From 11/01/22 11/01/22 11/01/22 11/01/22
  To   11/30/22 11/30/22 11/30/22 11/30/22
      Sales      Cost      Gross      GP %
=====
Counter Retail Sales      31814.36  21584.96  10229.40   32.2
Counter Internal Sales    10805.61   9570.61   1235.00   11.4
Counter Wholesale Sales  104086.79  94479.15   9607.64    9.2
Total Counter Sales      146706.76 125634.72 21072.04  14.4

RO Customer Pay Sales    264696.89 175573.22  89123.67   33.7
RO Internal Pay Sales     61082.66  42623.75  18458.91   30.2
RO Warranty Sales        115192.08  73688.65  41503.43   36.0
RO Service Contract Sales 32008.10  23407.91   8600.19   26.9
Total RO Sales           472979.73 315293.53 157686.20  33.3

Total Sales               619686.49 440928.25 178758.24   28.8
Total Returns             -14383.06 -12614.90 -1768.16   -12.3
Total Net Sales           605303.43 428313.35 176990.08   29.2
  
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All Manf, All Stocking Groups, All Parts, All Sales Types
  From 11/01/22 11/01/22 11/01/22 11/01/22
  To 11/30/22 11/30/22 11/30/22 11/30/22
  Sales Cost Gross GP %
=====
Sales Filled From Shelf 489397.21 342820.94 146576.27 30.0
Sales Filled By NG
Sales Filled By EP 32036.67 21667.04 10369.63 32.4
Sales Filled By SO 98252.61 76440.27 21812.34 22.2
Total Sales 619686.49 440928.25 178758.24 28.8

Returns To Inventory -13503.30 -11914.38 -1588.92 -11.8
Returns Not To Inventory -879.76 -700.52 -179.24 -20.4
Total Returns -14383.06 -12614.90 -1768.16 -12.3

Net Sales 605303.43 428313.35 176990.08 29.2

Filled From Shelf-Counter 62.9% 61.8% 69.7%
Filled From Shelf-Service 83.9% 84.1% 83.6%
Filled Same Day--Counter 66.0% 64.8% 73.0%
Filled Same Day--Service 89.8% 89.8% 89.8%
  
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=====
From 11/01/22 to 11/30/22 All Manf, All OEM Cd, All SGrp
=====
# Pieces Cost Value
=====
Stock Orders Placed 1989 12707 165530.28 281500.39
Stock Orders Received 2118 17414 166275.99 328494.00

Special Orders Placed 811 1639 102646.82 107831.72
Special Orders Received 763 1419 95552.64 101180.35

Parts Canceled 26 763 4154.69 7802.95

Factory Returns 86 102 10699.46 12718.72
Core Returns 3 3 150.00 150.00

Parts On Order 717 41315.55 52364.49
Parts On Backorder 306 25147.49 27674.08
Parts Referred 145 1353.77 2074.25
  
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