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 All Manf, All OEM Cd, All SGrp  
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	%	#	Pieces	Value
Active Parts: Stocked	2.6	77	58	3461.28
Active Parts: With Excess Stock	18.8	197	2427	25062.86
Active Parts: Understocked	.0	10	3	60.09
Active Parts: To Phase Out	1.2	48	208	1580.60
Total Active Parts	22.6	332	2696	30164.83
Superceded With On Hand	5.9	113	272	7843.04
Inactive With On Hand	71.5	1386	4224	95545.50
Total Inventory To Sell	100.0	1831	7192	133553.37
Cores on Hand		36	59	13695.00
Negative On Hand		0	0	.00
Total of Inventory		1867	7251	147248.37
Parts on Open Repair Orders		424	847	32489.96
Value of Inventory		2291	8098	179738.33
Not on Factory Master		6046	553	10268.33
Parts Without Cost		89	0	.00

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CANTON FORD  
Inventory Aging by Last Sold

5/09/23

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	561	31.5	31.5	42019	31.5	31.5
2022 May or Older	291	16.3	47.8	21879	16.4	48.0
2022 June	23	1.3	49.1	1517	1.1	49.1
2022 July	15	.8	49.9	407	.3	49.4
2022 August	38	2.1	52.1	4695	3.5	52.9
2022 September	33	1.9	53.9	1003	.8	53.7
2022 October	41	2.3	56.2	1954	1.5	55.1
2022 November	30	1.7	57.9	2479	1.9	57.0
2022 December	71	4.0	61.9	6356	4.8	61.8
2023 January	94	5.3	67.2	6721	5.0	66.8
2023 February	95	5.3	72.5	4999	3.8	70.6
2023 March	142	8.0	80.5	7142	5.4	75.9
2023 April	222	12.5	92.9	13154	9.9	85.8
2023 May	126	7.1	100.0	18923	14.2	100.0
Totals	1782	100.0		133249	100.0	
Cores With On Hand	36			13695		

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All Manf, All OEM Cd, All SGrp

From	4/01/23	4/01/23	4/01/23	4/01/23
To	4/30/23	4/30/23	4/30/23	4/30/23
	Sales	Cost	Gross	GP %

Counter Retail Sales	11465.08	9132.59	2332.49	20.3
Counter Internal Sales	193.15	134.93	58.22	30.1
Counter Wholesale Sales	10181.39	8442.85	1738.54	17.1
Total Counter Sales	21839.62	17710.37	4129.25	18.9
RO Customer Pay Sales	86204.56	62582.72	23621.84	27.4
RO Internal Pay Sales	21997.66	15877.12	6120.54	27.8
RO Warranty Sales	11790.65	10992.72	797.93	6.8
RO Service Contract Sales	59.40	51.74	7.66	12.9
Total RO Sales	120052.27	89504.30	30547.97	25.4
Total Sales	141891.89	107214.67	34677.22	24.4
Total Returns	-21144.93	-19986.71	-1158.22	-5.5
Total Net Sales	120746.96	87227.96	33519.00	27.8

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	4/01/23	4/01/23	4/01/23	4/01/23
	To	4/30/23	4/30/23	4/30/23	4/30/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		88325.82	68183.42	20142.40	22.8
Sales Filled By NG					
Sales Filled By EP		6664.94	4388.09	2276.85	34.2
Sales Filled By SO		46901.13	34643.16	12257.97	26.1
Total Sales		141891.89	107214.67	34677.22	24.4
Returns To Inventory		-21130.38	-19972.85	-1157.53	-5.5
Returns Not To Inventory		-14.55	-13.86	-.69	-4.7
Total Returns		-21144.93	-19986.71	-1158.22	-5.5
Net Sales		120746.96	87227.96	33519.00	27.8
Filled From Shelf-Counter		85.3%	87.9%	73.9%	
Filled From Shelf-Service		58.1%	58.8%	55.9%	
Filled Same Day--Counter		85.5%	88.1%	74.4%	
Filled Same Day--Service		63.6%	63.7%	63.3%	

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All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
May	2023			1	5
January	2023	To April	2023	8	3
October	2022	To January	2023		87
July	2022	To October	2022	4	1
April	2022	To July	2022	15	23
January	2022	To April	2022	44	48
January	2022	and Older		248	948
Inactive Parts to Phase-In				22	
Parts to Phase-Out				48	
Parts Excluded From Phase-In				3693	
Non-Stocked Parts with On Hand				1386	
Superceded Parts with On Hand				113	
Active Parts with No Sales					

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From 4/01/23 to 4/30/23 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	61	321	3012.16
Manual Decreases	48	-107	-12547.37
Net Manual Adjustments	109	214	-9535.21
Physical Inventory Increases	14	30	256.40
Physical Inventory Decreases	43	-69	-1044.44
Net Physical Inventory Adjustments	57	-39	-788.04
LIFO Increases	175	1109	1178.81
LIFO Decreases	34	139	-199.64
Net LIFO Adjustments	209	1248	979.17

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	Value
(1)Idle Parts Total	3990.31
(2)Current Parts Total	1021.17
(3)Total Parts	5011.48
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	79.62%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	0
(2)Total Other	0
(3)Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	.0%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	.00
(3) Annualized Stock Orders	.00
(4) Inventory Value	5011.48
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	.00

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	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	79

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	17141.45
(2)Current Parts Total	47776.27
(3)Total Parts	64917.72

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

Idle Capital Percentage (1)/(3) 26.40%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	2043
(2)Total Other	0
(3)Total Quantity Sold	2043
Off the Shelf Fill Rate (1)/(3)	100.0%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	31226.00
(3) Annualized Stock Orders	379895.52
(4) Inventory Value	64917.72
(5) True Turn (3)/(4)	5.85

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

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	4	70.68	4	70.68

Parts Without Cost

	Part Numbers
Total Parts Without Cost	2

Parts With No Bin Location

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

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Stock Order Analysis

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From	4/01/23 to	4/30/23	All Manf,	All OEM Cd,	All SGrp		
			#	Pieces	Cost	Value	
Stock Orders Placed			79	137	6038.33	6977.77	
Stock Orders Received			396	1287	34601.06	51940.11	
Special Orders Placed			201	427	14308.15	15476.38	
Special Orders Received			202	446	14310.70	15503.59	
Parts Canceled			1	3	173.00	519.00	
Factory Returns							
Core Returns							
Parts On Order				53	1718.43	1774.77	
Parts On Backorder				129	10471.42	11074.88	
Parts Referred							