

PD2007R  
RZELL40

15) GURLEY LEEP HONDA  
Inventory Analysis Month End May 2023

6/23/23  
8:52:08

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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
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Active Parts: Stocked	14.9	547	307	13434
Active Parts: With Excess Stock	63.5	300	10291	57360
Active Parts: Understocked	2.6	345	54	2338
Active Parts: To Phase Out	.0	13	24	18
Total Active Parts	80.9	1205	10676	73148
Superceded With On Hand	.9	6	77	812
Inactive With On Hand	18.2	226	622	16439
Total Inventory To Sell	100.0	1437	11375	90399
Cores on Hand		10	19	466
Negative On Hand		0	0	0
Total of Inventory		1447	11394	90865
Parts on Open Repair Orders		673	844	93102
Value of Inventory		2120	12238	183968
Not on Factory Master		22993	7144	22310
Parts Without Cost		0	0	0

PD3022R  
RZELL40

15) GURLEY LEEP HONDA  
Inventory Aging by Last Sold

6/23/23

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=====
All Manf, All OEM Cd, All SGrp, All Parts
Parts      % Acum%      Value      % Acum%
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Never Sold	85	11.3	11.3	7188	7.8	7.8
2022 June or Older	4	.5	11.9	529	.6	8.3
2022 July	5	.7	12.5	26		8.4
2022 August	9	1.2	13.7	245	.3	8.6
2022 September	7	.9	14.6	120	.1	8.7
2022 October	13	1.7	16.4	241	.3	9.0
2022 November	7	.9	17.3	349	.4	9.4
2022 December	23	3.1	20.4	1162	1.3	10.6
2023 January	31	4.1	24.5	2083	2.2	12.9
2023 February	38	5.1	29.6	1870	2.0	14.9
2023 March	49	6.5	36.1	3434	3.7	18.6
2023 April	82	10.9	47.0	4571	4.9	23.5
2023 May	123	16.4	63.4	13987	15.1	38.6
2023 June	275	36.6	100.0	56901	61.4	100.0
Totals	751	100.0		92707	100.0	
Cores With On Hand	9			484		

PD3052R  
RZELL40

15) GURLEY LEEP HONDA  
Sales Analysis

6/23/23 9:54:13

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All Manf, All OEM Cd, All SGrp

	From	5/01/23	5/01/23	5/01/23	5/01/23
	To	5/31/23	5/31/23	5/31/23	5/31/23
		Sales	Cost	Gross	GP %
=====					
Counter Retail Sales		6795.89	4417.29	2378.60	35.0
Counter Internal Sales		45.48	45.48		
Counter Wholesale Sales		14983.27	11502.92	3480.35	23.2
Total Counter Sales		21824.64	15965.69	5858.95	26.8
RO Customer Pay Sales		251258.76	170038.40	81220.36	32.3
RO Internal Pay Sales		55949.12	33479.58	22469.54	40.2
RO Warranty Sales		13834.98	7890.04	5944.94	43.0
RO Service Contract Sales		4701.30	3150.13	1551.17	33.0
Total RO Sales		325744.16	214558.15	111186.01	34.1
Total Sales		347568.80	230523.84	117044.96	33.7
Total Returns		-2760.19	-2112.48	-647.71	-23.5
Total Net Sales		344808.61	228411.36	116397.25	33.8

PD3062R  
RZELL40

15) GURLEY LEEP HONDA  
Sales Source Analysis

6/23/23 9:54:59

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All Manf, All Stocking Groups, All Parts, All Sales Types
From 5/01/23 5/01/23 5/01/23 5/01/23
To 5/31/23 5/31/23 5/31/23 5/31/23
Sales Cost Gross GP %
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Sales Filled From Shelf	112715.77	69674.90	43040.87	38.2
Sales Filled By NG	916.33	739.31	177.02	19.3
Sales Filled By EP	158539.47	113039.91	45499.56	28.7
Sales Filled By SO	75397.23	47069.72	28327.51	37.6
Total Sales	347568.80	230523.84	117044.96	33.7
Returns To Inventory	-2760.19	-2112.48	-647.71	-23.5
Returns Not To Inventory				
Total Returns	-2760.19	-2112.48	-647.71	-23.5
Net Sales	344808.61	228411.36	116397.25	33.8
Filled From Shelf-Counter	40.0%	37.7%	46.1%	
Filled From Shelf-Service	32.2%	30.0%	36.4%	
Filled Same Day--Counter	44.6%	43.4%	47.8%	
Filled Same Day--Service	80.6%	82.3%	77.3%	

=====  
All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
June	2023			34	30
February	2023 To May	2023		166	125
November	2022 To February	2023		152	129
August	2022 To November	2022		122	109
May	2022 To August	2022		88	112
February	2022 To May	2022		56	112
February	2022 and Older			247	1391
Inactive Parts to Phase-In				2	
Parts to Phase-Out				9	
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				247	
Superceded Parts with On Hand				9	
Active Parts with No Sales					

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From 5/01/23 to 5/31/23 All Manf, All Stocking Groups  
# Pieces Value

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Manual Increases	4	14	195.95
Manual Decreases	8	-12	-925.82
Net Manual Adjustments	12	2	-729.87

Physical Inventory Increases  
Physical Inventory Decreases  
Net Physical Inventory Adjustments

LIFO Increases	120	108	305.54
LIFO Decreases	20	8	-47.18
Net LIFO Adjustments	140	116	258.36

PD3071R  
RZELL40

15) GURLEY LEEP HONDA  
Stock Order Analysis

6/23/23 9:56:17

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From 5/01/23 to 5/31/23 All Manf, All OEM Cd, All SGrp
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	#	Pieces	Cost	Value
Stock Orders Placed	399	1705	24625.25	16807.83
Stock Orders Received	315	4389	17212.38	53599.73
Special Orders Placed	670	911	50105.07	53225.38
Special Orders Received	713	981	52187.28	55047.13
Parts Canceled	2	2	153.23	153.23
Factory Returns	123	137	16672.92	17542.58
Core Returns	12	17	594.00	674.00
Parts On Order		134	14125.89	14434.06
Parts On Backorder		107	7985.10	9459.06
Parts Referred		9	260.09	328.94

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(1) Idle Parts Total .00
(2) Current Parts Total .00
(3) Total Parts .00
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\*Note: Does NOT include Negative on Hand or "Dirty Cores"

.00%

Idle Capital Percentage (1)/(3)

Off the Shelf Fill Rate

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

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=====
Value
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(1) Annualization Ratio (365/ 31) = 11.774
(2) Total Stock Orders .00
(3) Annualized Stock Orders .00
(4) Inventory Value .00
(5) True Turn (3)/(4) .00
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\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

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Part Numbers Cost Qty Extended
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Total of Negative on Hand 0 .00 0 .00

Lost Sales

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=====
Part Numbers Cost Qty Extended
=====

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Total Lost Sales 0 .00 0 .00

Parts Without Cost

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=====
Part Numbers
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Total Parts Without Cost 0

Parts With No Bin Location

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=====
Part Numbers Cost Qty Extended
=====

```

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