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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	11.1	305	329	31177.40
Active Parts: With Excess Stock	30.5	473	4534	85574.62
Active Parts: Understocked	1.2	51	198	3456.35
Active Parts: To Phase Out	12.1	545	1834	33912.13
Total Active Parts	54.9	1374	6895	154120.50
Superceded With On Hand	5.7	110	692	16012.76
Inactive With On Hand	39.4	691	5934	110502.15
Total Inventory To Sell	100.0	2175	13521	280635.41
Cores on Hand		253	313	97540.00
Negative On Hand		0	0	.00
Total of Inventory		2428	13834	378175.41
Parts on Open Repair Orders		436	870	70326.49
Value of Inventory		2864	14704	448501.90
Not on Factory Master		17964	2009	32351.46
Parts Without Cost		284	277	.00

PD3022R
RWILL34

HERITAGE LOGAN
Inventory Aging by Last Sold

6/26/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	180	9.6	9.6	32048	11.5	11.5
2022 June or Older	631	33.5	43.1	62774	22.6	34.1
2022 July	27	1.4	44.5	4098	1.5	35.6
2022 August	27	1.4	45.9	2214	.8	36.4
2022 September	45	2.4	48.3	4729	1.7	38.1
2022 October	43	2.3	50.6	4832	1.7	39.9
2022 November	46	2.4	53.1	5934	2.1	42.0
2022 December	49	2.6	55.7	4924	1.8	43.8
2023 January	60	3.2	58.8	6239	2.2	46.0
2023 February	43	2.3	61.1	3241	1.2	47.2
2023 March	83	4.4	65.5	10769	3.9	51.1
2023 April	125	6.6	72.2	19697	7.1	58.2
2023 May	209	11.1	83.3	26165	9.4	67.6
2023 June	315	16.7	100.0	90058	32.4	100.0
Totals	1883	100.0		277721	100.0	
Cores With On Hand	253			97540		

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		14645.73	10290.53	4355.20	29.7
Counter Internal Sales		5306.94	3178.58	2128.36	40.1
Counter Wholesale Sales		28935.90	24459.25	4476.65	15.5
Total Counter Sales		48888.57	37928.36	10960.21	22.4
RO Customer Pay Sales		92627.06	50288.25	42338.81	45.7
RO Internal Pay Sales		39671.85	26408.52	13263.33	33.4
RO Warranty Sales		63567.69	38748.21	24819.48	39.0
RO Service Contract Sales		38634.25	25193.63	13440.62	34.8
Total RO Sales		234500.85	140638.61	93862.24	40.0
Total Sales		283389.42	178566.97	104822.45	37.0
Total Returns		-17644.56	-16704.45	-940.11	-5.3
Total Net Sales		265744.86	161862.52	103882.34	39.1

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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 %

Sales Filled From Shelf	106134.98	67752.94	38382.04	36.2
Sales Filled By NG				
Sales Filled By EP	65791.96	39294.03	26497.93	40.3
Sales Filled By SO	111462.48	71520.00	39942.48	35.8
Total Sales	283389.42	178566.97	104822.45	37.0
Returns To Inventory	-17484.06	-16600.80	-883.26	-5.1
Returns Not To Inventory	-160.50	-103.65	-56.85	-35.4
Total Returns	-17644.56	-16704.45	-940.11	-5.3
Net Sales	265744.86	161862.52	103882.34	39.1
Filled From Shelf-Counter	49.3%	51.3%	42.7%	
Filled From Shelf-Service	35.0%	34.4%	35.9%	
Filled Same Day--Counter	65.7%	66.5%	63.2%	
Filled Same Day--Service	59.6%	58.2%	61.7%	

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
June 2023	10	43
February 2023 To May 2023	55	108
November 2022 To February 2023	51	132
August 2022 To November 2022	43	88
May 2022 To August 2022	36	80
February 2022 To May 2022	45	79
February 2022 and Older	626	3554
Inactive Parts to Phase-In	136	
Parts to Phase-Out	545	
Parts Excluded From Phase-In	1	
Non-Stocked Parts with On Hand	691	
Superceded Parts with On Hand	110	
Active Parts with No Sales	28	

	#	Pieces	Value
From 5/01/23 to 5/31/23 All Manf, All Stocking Groups			
Manual Increases	32	1701	25159.44
Manual Decreases	47	-58	-6164.00
Net Manual Adjustments	79	1643	18995.44
Physical Inventory Increases			
Physical Inventory Decreases	1	-1	-103.00
Net Physical Inventory Adjustments	1	-1	-103.00
LIFO Increases	8	48	187.18
LIFO Decreases	4	608	-343.92
Net LIFO Adjustments	12	656	-156.74

From 5/01/23 to 5/31/23	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	276	1366	21047.26	39662.99	
Stock Orders Received	320	1815	24550.21	47663.94	
Special Orders Placed	342	471	78480.35	80661.25	
Special Orders Received	350	523	80503.00	83290.55	
Parts Canceled	4	8	369.80	424.40	
Factory Returns					
Core Returns					
Parts On Order		264	6137.81	11021.79	
Parts On Backorder		429	21619.85	24512.05	
Parts Referred		172	11529.15	14014.30	

	Value
(1)Idle Parts Total	57078.46
(2)Current Parts Total	168397.12
(3)Total Parts	225475.58
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	25.31%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	2792
(2)Total Other	65
(3)Total Quantity Sold	2857
Off the Shelf Fill Rate (1)/(3)	97.7%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	123651.00
(3) Annualized Stock Orders	1455866.87
(4) Inventory Value	225475.58
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	6.46

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	1053.20	5	1171.20

Parts Without Cost

	Part Numbers
Total Parts Without Cost	139

Parts With No Bin Location

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