

	Value
(1)Idle Parts Total	3759.69
(2)Current Parts Total	246298.25
(3)Total Parts	250057.94
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	1.50%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	6562
(2)Total Other	201
(3)Total Quantity Sold	6763
Off the Shelf Fill Rate (1)/(3)	97.0%

True Turn

	Value
(1) Annualization Ratio (365/ 30) =	12.166
(2) Total Stock Orders	151390.00
(3) Annualized Stock Orders	1841810.74
(4) Inventory Value	250057.94
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.37

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	35	4080.03	42-	4112.55-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	7.40	1	7.40

Parts Without Cost

	Part Numbers
Total Parts Without Cost	48

Parts With No Bin Location

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

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STOHLMAN SUBARU OF STERLING
Inventory Analysis Month End Jun 2023

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	23.8	527	2635	75078
Active Parts: With Excess Stock	36.8	608	7387	116007
Active Parts: Understocked	1.3	110	540	3945
Active Parts: To Phase Out	1.8	731	187	5594
Total Active Parts	63.6	1976	10749	200623
Superceded With On Hand	2.0	26	425	6197
Inactive With On Hand	34.4	967	1871	108557
Total Inventory To Sell	100.0	2969	13045	315377
Cores on Hand		3	4	1600
Negative On Hand		29	-37	-4001
Total of Inventory		3001	13012	312976
Parts on Open Repair Orders		262	469	25393
Value of Inventory		3263	13481	338369
Not on Factory Master		1347	5049	53803
Parts Without Cost		48	1	0

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	229	11.1	11.1	34121	11.8	11.8
2022 August or Older	86	4.2	15.3	4223	1.5	13.3
2022 September	26	1.3	16.5	1677	.6	13.8
2022 October	54	2.6	19.2	7566	2.6	16.5
2022 November	75	3.6	22.8	15920	5.5	22.0
2022 December	82	4.0	26.8	5214	1.8	23.8
2023 January	80	3.9	30.7	8190	2.8	26.6
2023 February	113	5.5	36.1	13292	4.6	31.2
2023 March	144	7.0	43.1	14949	5.2	36.4
2023 April	158	7.7	50.8	19783	6.8	43.2
2023 May	202	9.8	60.6	23242	8.0	51.2
2023 June	262	12.7	73.3	31638	10.9	62.2
2023 July	343	16.6	90.0	48866	16.9	79.1
2023 August	207	10.0	100.0	60447	20.9	100.0
Totals	2061	100.0		289130	100.0	
Cores With On Hand	3			1600		

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All Manf, All OEM Cd, All SGrp

From	6/01/23	6/01/23	6/01/23	6/01/23
To	6/30/23	6/30/23	6/30/23	6/30/23
	Sales	Cost	Gross	GP %

Counter Retail Sales	16555.84	9782.88	6772.96	40.9
Counter Internal Sales	1343.21	896.60	446.61	33.2
Counter Wholesale Sales	22497.41	18604.24	3893.17	17.3
Total Counter Sales	40396.46	29283.72	11112.74	27.5

RO Customer Pay Sales	175080.72	104959.43	70121.29	40.1
RO Internal Pay Sales	33223.61	23564.98	9658.63	29.1
RO Warranty Sales	66199.37	34970.15	31229.22	47.2
RO Service Contract Sales	3590.83	2214.78	1376.05	38.3
Total RO Sales	278094.53	165709.34	112385.19	40.4

Total Sales	318490.99	194993.06	123497.93	38.8
Total Returns	-4546.28	-3377.25	-1169.03	-25.7
Total Net Sales	313944.71	191615.81	122328.90	39.0

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	6/01/23	6/01/23	6/01/23	6/01/23
	To	6/30/23	6/30/23	6/30/23	6/30/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		224432.16	137796.12	86636.04	38.6
Sales Filled By NG		11464.05	7040.30	4423.75	38.6
Sales Filled By EP		14903.11	9884.26	5018.85	33.7
Sales Filled By SO		67691.67	40272.38	27419.29	40.5
Total Sales		318490.99	194993.06	123497.93	38.8
Returns To Inventory		-3831.77	-2866.14	-965.63	-25.2
Returns Not To Inventory		-714.51	-511.11	-203.40	-28.5
Total Returns		-4546.28	-3377.25	-1169.03	-25.7
Net Sales		313944.71	191615.81	122328.90	39.0
Filled From Shelf-Counter		67.0%	65.2%	71.5%	
Filled From Shelf-Service		75.1%	75.9%	74.0%	
Filled Same Day--Counter		70.4%	68.6%	75.3%	
Filled Same Day--Service		80.0%	81.3%	78.0%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
August	2023			218	2
April	2023	To July	2023	94	7
January	2023	To April	2023	36	3
October	2022	To January	2023		
July	2022	To October	2022		1
April	2022	To July	2022		
April	2022	and Older			
Inactive Parts to Phase-In				16	
Parts to Phase-Out				713	
Parts Excluded From Phase-In				57	
Non-Stocked Parts with On Hand				777	
Superceded Parts with On Hand				33	
Active Parts with No Sales				13	

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STOHLMAN SUBARU OF STERLING
Inventory Adjustments

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From 6/01/23 to 6/30/23	All Manf.	All Stocking Groups	
	#	Pieces	Value
=====			
Manual Increases	33	3415	12617.59
Manual Decreases	35	-1534	-6869.88
Net Manual Adjustments	68	1881	5747.71
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	5	32	42.32
LIFO Decreases	1	1	-5.52
Net LIFO Adjustments	6	33	36.80

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STOHLMAN SUBARU OF STERLING
Stock Order Analysis

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From	6/01/23 to	6/30/23	All Manf.	All OEM Cd.	All SGrp	Cost	Value
			#	Pieces			
Stock Orders Placed			800	5821		55189.60	122638.15
Stock Orders Received			762	9441		56854.24	138434.17
Special Orders Placed			436	596		57413.43	59169.28
Special Orders Received			397	558		47488.75	48812.12
Parts Canceled			137	1595		15719.01	33308.40
Factory Returns			106	207		13712.51	15798.60
Core Returns							
Parts On Order				516		18844.86	24722.70
Parts On Backorder				230		22878.01	28422.26
Parts Referred				157		9653.17	13951.55
