

Inventory Analysis Month End Aug 2023

All Manf, All OEM Cd, All SGrp

Active Parts: Stocked	9.7	634	748	50942
Active Parts: With Excess Stock	27.8	688	23804	145818
Active Parts: Understocked	1.2	344	198	6261
Active Parts: To Phase Out	.9	193	214	4487
Total Active Parts	39.6	1859	24964	207508
Superceded With On Hand	1.4	28	1705	7476
Inactive With On Hand	59.0	3277	8163	309054
Total Inventory To Sell	100.0	5164	34832	524038
Cores on Hand		37	55	15538
Negative On Hand		28	36	13746
Total of Inventory		5229	34851	525830
Parts on Open Repair Orders		3101	5551	410673
Value of Inventory		8330	40402	936503
Not on Factory Master		23322	859	24374
Parts Without Cost		0	0	0

Inventory Aging By Last Sold

All Manf, All OEM Cd, All SGrp, All Parts

Never Sold	114	2.5	2.5	21154	4.1	4.1
2022 September or Older	377	8.2	10.7	30502	5.9	9.9
2022 October	75	1.6	12.3	5054	1.0	10.9
2022 November	88	1.9	14.2	6259	1.2	12.1
2022 December	119	2.6	16.8	12505	2.4	14.5
2023 January	96	2.1	18.9	8321	1.6	16.1
2023 February	178	3.9	22.8	15589	3.0	19.1
2023 March	200	4.3	27.1	18587	3.6	22.7
2023 April	249	5.4	32.5	17989	3.5	26.2
2023 May	309	6.7	39.3	30901	5.9	32.1
2023 June	364	7.9	47.2	24514	4.7	36.8
2023 July	538	11.7	58.9	55032	10.6	47.4
2023 August	918	20.0	78.8	84575	16.3	63.7
2023 September	973	21.2	100.0	188414	36.3	100.0
Totals	4598	100.0		519395	100.0	
Cores With On Hand	80			28415		

Inventory Adjustments

From 08/01/23 To 08/31/23 All Manf, All Stocking Groups

<input type="checkbox"/> Manual Increases	48	335	2257.44
<input type="checkbox"/> Manual Decreases	9	-37	-426.72
Net Manual Adjustments	57	298	1830.72
<input type="checkbox"/> Physical Inventory Increases			
<input type="checkbox"/> Physical Inventory Decreases			
Net Physical Inventory Adjustments			
<input type="checkbox"/> LIFO Increases	1205	2688	5066.07
<input type="checkbox"/> LIFO Decreases	334	655	-1614.79
Net LIFO Adjustments	1539	3343	3451.28

Phase-In/Phase-Out

All Manf, All Stocking Groups

September 2023				10	25
May 2023 To August 2023				54	59
February 2023 To May 2023				61	62
November 2022 To February 2023				43	59
August 2022 To November 2022				35	47
May 2022 To August 2022				30	61
May 2022 and Older				1467	3517
Inactive Parts to Phase-In				1134	
Parts to Phase-Out				198	
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				3287	
Superceded Parts with On Hand				31	
Active Parts with No Sales				2	

Sales Source Analysis

	FROM: 8/01/23	8/01/23	8/01/23	8/01/23
	TO: 8/31/23	8/31/23	8/31/23	8/31/23
Sales Filled From Shelf	302712.37	202600.48	100111.89	33.1
Sales Filled By NG	116568.55	93828.62	22739.93	19.5
Sales Filled By EP	98562.99	71084.36	27478.63	27.9
Sales Filled By SO	354726.70	235227.56	119499.14	33.7
Total Sales	872570.61	602741.02	269829.59	30.9
Returns To Inventory	-36628.49	-32924.80	-3703.69	-10.1
Returns Not To Inventory	.00	.00	.00	.0
Total Returns	-36628.49	-32924.80	-3703.69	-10.1
Net Sales	835942.12	569816.22	266125.90	31.8
Filled From Shelf-Counter	51.9%	52.5%	49.8%	
Filled From Shelf-Service	46.4%	47.5%	44.3%	
Filled Same Day--Counter	52.6%	53.1%	50.7%	
Filled Same Day--Service	62.2%	64.8%	57.1%	

Sales Analysis

	From	8/01/23	8/01/23	8/01/23	8/01/23
	To	8/31/23	8/31/23	8/31/23	8/31/23
		Sales	Cost		
Counter Retail Sales		45909.21	29867.53	16041.68	34.9
Counter Internal Sales		1518.94	1147.74	371.20	24.4
Counter Wholesale Sales		209240.33	166541.71	42698.62	20.4
Total Counter Sales		256668.48	197556.98	59111.50	23.0
RO Customer Pay Sales		504455.51	334782.44	169673.07	33.6
RO Internal Pay Sales		16090.72	14261.71	1829.01	11.4
RO Warranty Sales		73090.21	41660.77	31429.44	43.0
RO Service Contract Sales		22265.69	14479.12	7786.57	35.0
Total RO Sales		615902.13	405184.04	210718.09	34.2
Total Sales		872570.61	602741.02	269829.59	30.9
Total Returns		-36628.49	-32924.80	-3703.69	-10.1
Total Net Sales		835942.12	569816.22	266125.90	31.8

Stock Order Analysis

From 08/01/23 To 08/31/23

All Manf, All OEM Cd, All SGrp

Category	Count	Count	Cost	Cost
Stock Orders Placed	161	1345	8565.37	25121.69
Stock Orders Received	2129	14543	163671.46	256836.16
Special Orders Placed	1474	2269	269570.60	280285.35
Special Orders Received	1519	2341	276845.95	287356.41
Parts Canceled	74	208	11025.65	13888.33
Factory Returns	135	157	24932.03	32429.17
Core Returns	85	137	28764.00	35455.00
Parts On Order		865	84103.03	88532.57
Parts On Backorder				
Parts Referred		6	14.09	39.16

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Stock Order Criteria

DEFAULT

Daily Demand: 70 percent of recent 30 days demand
 30 percent of previous 365 days demand

Days Supply: Based on demand of 365 days

	<u>Demand</u>	<u>Days Supply</u>	<u>Reorder Point</u>
00To	3	35	25
40To	12	25	20
130To	35	20	15
360To	100	15	11
1010To	500	11	8
5010To	99999	8	6

Do not order if less than 5 days in inventory