

Vendor ID	Vendor Name
15420	U S STOVE COMPANY

OSO Reg Prog Member %	%
OSO Special Prog Member %	%
Warehouse Pay Terms	N

Freight-Warehouse	Warehouse	Collect - 0
Freight-Direct Ship	Direct Ship Prepaid	- 10000

Vendor Prep	YTD Avg Lead Time
10 Business Days	27 Business Days

Policy A	Claims	Var to LY	% of Sales
Full Year 2021	\$ (2,916)		0.68%
Full Year 2022	\$ (1,032)	-65%	0.22%
Year to Date 2023	\$ (765)	38%	0.80%

Supplier Performance	Charges	# of Charges	% of Sales
2022	\$ 3,707	4	0.80%
2023	\$ 524	2	0.55%

Rebates		
Program	Purchase Type	Rate
Advertising	-	-
Functional	-	-
RIF	-	-
Incentive		
Purchases	Purchase Type	Rate
Retros to \$1		
\$ -	\$ -	-
\$ -	\$ -	-
\$ -	\$ -	-
\$ -	\$ -	-
\$ -	\$ -	-
\$ -	\$ -	-
\$ -	\$ -	-

Rebate Purchases	2021	2022	2023
Handled	\$ 85,825	\$ 9,488	\$ -
DS	\$ 5,310	\$ 10,468	\$ -

YTD Recap	2021	2022	2023
Handled Sales	\$ 115,194	\$ 93,507	\$ 95,116
Total Sales	\$ 151,361	\$ 119,204	\$ 85,217
Policy A Claims	\$ (1,817)	\$ (553)	\$ (765)
Handled Sales Units	1,700	1,592	1,496
Handled Sales (\$) CAGR		-18.8%	1.7%
Average Inventory	\$ 119,956	\$ 153,026	\$ 168,509
Inventory CAGR		27.6%	18.5%
Member Fill Rate	204.4%	169.3%	210.5%
Vendor Fill Rate		94.5%	95.3%

Year	Average Inv	INV TURN	GMROI
2021 Full Year	\$ 119,956	2.6	99%
2022 Full Year	\$ 153,026	2.0	72%
2023	\$ 168,509	2.1	12%

EDI			
810 - Invoice	850 - PO	856 - ASN	860 - PO CHANGE
Y	Y	Y	Y

Financial Metrics														YTD Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
Handled Sales															
2021	\$ 49,288	\$ 31,678	\$ 19,726	\$ 14,502	\$ 9,796	\$ 13,896	\$ 8,499	\$ 22,042	\$ 42,763	\$ 98,403	\$ 57,169	\$ 64,235	\$ 431,996		
2022	\$ 35,472	\$ 31,092	\$ 17,303	\$ 9,640	\$ 12,625	\$ 22,775	\$ 17,882	\$ 28,587	\$ 54,549	\$ 70,317	\$ 98,006	\$ 65,920	\$ 464,169	7.4%	
2023	\$ 35,419	\$ 28,491	\$ 23,087	\$ 8,119		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95,116	-79.5%	

Handled Sales Units														YTD Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2021	625	542	307	226	183	327	135	352	798	1,035	688	824	6,042		
2022	448	453	406	285	220	308	200	398	759	734	1,033	879	6,123	1.3%	
2023	682	429	227	158		-	-	-	-	-	-	-	1,496	-75.6%	

Total Sales														YTD Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2021	\$ 55,126	\$ 41,059	\$ 33,490	\$ 21,686	\$ 16,407	\$ 13,896	\$ 8,499	\$ 26,395	\$ 53,778	\$ 137,107	\$ 126,340	\$ 72,978	\$ 606,760		
2022	\$ 52,293	\$ 31,927	\$ 13,395	\$ 21,589	\$ 12,544	\$ 22,775	\$ 17,882	\$ 27,262	\$ 69,321	\$ 104,203	\$ 129,059	\$ 74,693	\$ 576,943	-4.9%	
2023	\$ 22,402	\$ 23,531	\$ 22,972	\$ 16,312		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 85,217	-28.5%	

Purchases														YTD Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2021	\$ 39,735	\$ 13,031	\$ 27,806	\$ 38,240	\$ 7,580	\$ 36,572	\$ 14,445	\$ 7,805	\$ 50,532	\$ 37,674	\$ 25,297	\$ 49,725	\$ 348,441		
2022	\$ 43,306	\$ 19,948	\$ 26,249	\$ 14,535	\$ 5,808	\$ 10,613	\$ 19,669	\$ 35,309	\$ 38,664	\$ 64,945	\$ 43,796	\$ 44,591	\$ 367,432	5.5%	
2023	\$ 25,312	\$ 47,628	\$ 44,313	\$ 11,033		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 128,286	-65.1%	

Inventory														YTD Average	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2021	\$ 97,480	\$ 78,311	\$ 91,310	\$ 117,665	\$ 115,523	\$ 139,672	\$ 147,407	\$ 139,622	\$ 159,080	\$ 126,242	\$ 107,450	\$ 119,712	\$ 119,956		
2022	\$ 137,201	\$ 135,791	\$ 148,380	\$ 156,234	\$ 154,311	\$ 147,464	\$ 153,263	\$ 168,762	\$ 165,281	\$ 180,281	\$ 147,967	\$ 141,374	\$ 153,026	27.6%	
2023	\$ 134,704	\$ 158,908	\$ 187,406	\$ 193,018		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 168,509	16.7%	

Lost Sales														YTD Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2021	\$ 2,783	\$ 121	\$ 1,230	\$ -	\$ 107	\$ 173	\$ -	\$ 93	\$ 124	\$ 279	\$ 465	\$ 1,005	\$ 6,380		
2022	\$ 2,096	\$ 61	\$ 551	\$ 338	\$ 93	\$ -	\$ 139	\$ 121	\$ 25	\$ 1,404	\$ 1,113	\$ 541	\$ 6,482	1.6%	
2023	\$ 1,887	\$ -	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,887	-70.9%	

Operational Metrics														Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
Member Service															
2021	95.9%	98.1%	96.8%	96.1%	80.2%	92.4%	97.4%	96.3%	98.3%	96.2%	79.3%	81.4%	91.4%		
2022	74.9%	95.3%	92.8%	88.1%	93.3%	97.7%	89.3%	95.6%	98.2%	80.3%	95.1%	79.4%	88.2%	-3.1%	
2023	80.4%	86.3%	89.6%	97.6%									86.6%	-1.7%	

Vendor Fill Rate														Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2022	91.5%	98.4%	95.3%	99.4%	100.0%	100.0%	100.0%	96.6%	100.0%	89.9%	99.1%	100.0%	96.4%		
2023	95.1%			100.0%									95.4%	-1.00%	

Late PO Count														Total	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2022	-	-	1	-	-	-	-	1	-	-	-	-	2		
2023	2	-	-	2									4	3	

ASN Accuracy														Average	Var to LY
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec			
2022	95.1%	100.0%	100.0%	96.8%	100.0%	100.0%	100.0%	74.2%	100.0%	96.2%	96.8%	100.0%	96.6%		
2023	97.0%			100.0%									99.0%	2.4%	