

PD2007R
JSKIN8142

ALLEN SAMUELS CDJR
Inventory Analysis Month End Aug 2023

11/10/23
8:34:09

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	9.8	1238	491	65532
Active Parts: With Excess Stock	59.3	1996	11835	398312
Active Parts: Understocked	1.1	320	69	7599
Active Parts: To Phase Out	15.2	5474	1643	101768
Total Active Parts	85.4	9028	14038	573210
Superceded With On Hand	3.8	106	418	25250
Inactive With On Hand	10.8	403	5895	72749
Total Inventory To Sell	100.0	9537	20351	671210
Cores on Hand		92	110	22435
Negative On Hand		9	-11	-1013
Total of Inventory		9638	20450	692631
Parts on Open Repair Orders		802	1526	126970
Value of Inventory		10440	21976	819601
Not on Factory Master		16245	384	6779
Parts Without Cost		243	0	0

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ALLEN SAMUELS CDJR
Inventory Aging by Last Sold

11/10/23

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	98	3.0	3.0	25546	4.2	4.2
2022 November or Older	202	6.3	9.3	27463	4.5	8.7
2022 December	86	2.7	12.0	7732	1.3	10.0
2023 January	118	3.7	15.7	18410	3.0	13.0
2023 February	154	4.8	20.4	19312	3.2	16.2
2023 March	187	5.8	26.2	23103	3.8	20.0
2023 April	170	5.3	31.5	21457	3.5	23.5
2023 May	204	6.3	37.9	28081	4.6	28.1
2023 June	234	7.3	45.1	37043	6.1	34.2
2023 July	276	8.6	53.7	42296	7.0	41.2
2023 August	388	12.0	65.7	54342	8.9	50.1
2023 September	355	11.0	76.8	55427	9.1	59.2
2023 October	435	13.5	90.3	103708	17.0	76.2
2023 November	313	9.7	100.0	144526	23.8	100.0
Totals	3220	100.0		608446	100.0	
Cores With On Hand	27			14050		

All Manf, All OEM Cd, All SGrp					
	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	Gross	GP %
Counter Retail Sales		18145.33	12098.35	6046.98	33.3
Counter Internal Sales		587.56	414.09	173.47	29.5
Counter Wholesale Sales		204857.30	197256.79	7600.51	3.7
Total Counter Sales		223590.19	209769.23	13820.96	6.2
RO Customer Pay Sales		166675.43	102873.88	63801.55	38.3
RO Internal Pay Sales		58966.19	38967.32	19998.87	33.9
RO Warranty Sales		167257.56	101329.57	65927.99	39.4
RO Service Contract Sales		44554.99	27985.97	16569.02	37.2
Total RO Sales		437454.17	271156.74	166297.43	38.0
Total Sales		661044.36	480925.97	180118.39	27.2
Total Returns		-37328.17	-35809.05	-1519.12	-4.1
Total Net Sales		623716.19	445116.92	178599.27	28.6

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ALLEN SAMUELS CDJR
Sales Source Analysis

11/10/23 9:00:50

All Manf, All Stocking Groups, All Parts, All Sales Types

	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	Gross	GP %
Sales Filled From Shelf		344137.30	244083.19	100054.11	29.1
Sales Filled By NG		37327.75	33130.81	4196.94	11.2
Sales Filled By EP		102207.26	65787.60	36419.66	35.6
Sales Filled By SO		177372.05	137924.37	39447.68	22.2
Total Sales		661044.36	480925.97	180118.39	27.2
Returns To Inventory		-36673.17	-35316.05	-1357.12	-3.7
Returns Not To Inventory		-655.00	-493.00	-162.00	-24.7
Total Returns		-37328.17	-35809.05	-1519.12	-4.1
Net Sales		623716.19	445116.92	178599.27	28.6
Filled From Shelf-Counter		54.9%	54.0%	68.5%	
Filled From Shelf-Service		59.1%	60.4%	57.0%	
Filled Same Day--Counter		62.0%	59.9%	94.0%	
Filled Same Day--Service		78.9%	80.2%	76.8%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
November	2023			21	7
July	2023	To October	2023	15	14
April	2023	To July	2023	11	22
January	2023	To April	2023	11	19
October	2022	To January	2023	8	22
July	2022	To October	2022	5	21
July	2022	and Older		182	1053

Inactive Parts to Phase-In	199
Parts to Phase-Out	5898
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	340
Superceded Parts with On Hand	90
Active Parts with No Sales	164

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ALLEN SAMUELS CDJR
Inventory Adjustments

11/10/23 9:02:00

From 8/01/23 to 8/31/23 All Manf, All Stocking Groups			
	#	Pieces	Value
Manual Increases	29	2149	11307.45
Manual Decreases	209	-1806	-64108.41
Net Manual Adjustments	238	343	-52800.96
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	18	34	685.80
LIFO Decreases	7	105	-1261.81
Net LIFO Adjustments	25	139	-576.01

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ALLEN SAMUELS CDJR
Stock Order Analysis

11/10/23 9:02:54

From 8/01/23 to 8/31/23 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	1077	6513	140215.64	247819.70
Stock Orders Received	1051	6019	127957.53	233998.21
Special Orders Placed	599	1821	128517.72	163777.82
Special Orders Received	642	2283	140793.55	178028.79
Parts Canceled	45	107	5005.29	6432.18
Factory Returns				
Core Returns				
Parts On Order		1162	85564.15	100501.50
Parts On Backorder		1286	44355.30	61953.05
Parts Referred		467	10890.19	17940.03