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LEHMAN VOLVO
Inventory Analysis Month End May 2024

6/19/24
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All Manf, All OEM Cd, All SGrp	%	#	Pieces	Value
Active Parts: Stocked	6.4	225	165	14710
Active Parts: With Excess Stock	42.3	507	35758	97591
Active Parts: Understocked	1.7	99	68	3888
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	50.3	831	35991	116189
Superceded With On Hand	4.5	10	9807	10397
Inactive With On Hand	45.1	833	1751	104181
Total Inventory To Sell	100.0	1674	47549	230767
Cores on Hand		9	16	2124
Negative On Hand		5	-10	-165
Total of Inventory		1688	47555	232726
Parts on Open Repair Orders		55	476	2521
Value of Inventory		1743	48031	235247
Not on Factory Master		1040	43462	25412
Parts Without Cost		36	19586	0

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All Manf, All OEM Cd, All SGrp
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	%	#	Pieces	Value
Active Parts: Stocked	6.7	229	215	15542.37
Active Parts: With Excess Stock	39.2	483	32724	91556.20
Active Parts: Understocked	2.1	96	84	5006.81
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	48.0	808	33023	112105.38
Superceded With On Hand	5.2	10	12062	12231.10
Inactive With On Hand	46.8	818	1735	109329.86
Total Inventory To Sell	100.0	1636	46820	233666.34
Cores on Hand		14	24	3175.00
Negative On Hand		5	6	251.10
Total of Inventory		1655	46838	236590.24
Parts on Open Repair Orders		68	620	4035.30
Value of Inventory		1723	47458	240625.54
Not on Factory Master		1046	42941	24738.79
Parts Without Cost		36	19559	.00

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LEHMAN VOLVO
Inventory Aging by Last Sold

6/19/24

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	199	13.5	13.5	26503	11.4	11.4
2023 June or Older	233	15.9	29.4	32198	13.8	25.1
2023 July	25	1.7	31.1	1438	.6	25.8
2023 August	25	1.7	32.8	2086	.9	26.7
2023 September	28	1.9	34.7	2418	1.0	27.7
2023 October	29	2.0	36.7	3420	1.5	29.2
2023 November	55	3.7	40.4	5028	2.2	31.3
2023 December	55	3.7	44.1	7336	3.1	34.5
2024 January	64	4.4	48.5	8996	3.9	38.3
2024 February	99	6.7	55.2	12810	5.5	43.8
2024 March	96	6.5	61.8	11608	5.0	48.8
2024 April	118	8.0	69.8	12809	5.5	54.3
2024 May	165	11.2	81.0	29102	12.5	66.7
2024 June	279	19.0	100.0	77662	33.3	100.0
Totals	1470	100.0		233415	100.0	
Cores With On Hand	14			3175		

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All Manf, All OEM Cd, All SGrp

	From	5/01/24	5/01/24	5/01/24	5/01/24
	To	5/31/24	5/31/24	5/31/24	5/31/24
		Sales	Cost	Gross	GP %

Counter Retail Sales		2172.94	1559.14	613.80	28.2
Counter Internal Sales		1158.28	894.03	264.25	22.8
Counter Wholesale Sales		37146.28	30634.95	6511.33	17.5
Total Counter Sales		40477.50	33088.12	7389.38	18.3
RO Customer Pay Sales		84659.39	52136.90	32522.49	38.4
RO Internal Pay Sales		16750.85	10971.08	5779.77	34.5
RO Warranty Sales		24380.03	14403.72	9976.31	40.9
RO Service Contract Sales		9140.55	5807.77	3332.78	36.5
Total RO Sales		134930.82	83319.47	51611.35	38.3
Total Sales		175408.32	116407.59	59000.73	33.6
Total Returns		-3811.16	-3357.72	-453.44	-11.9
Total Net Sales		171597.16	113049.87	58547.29	34.1

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

From	5/01/24	5/01/24	5/01/24	5/01/24
To	5/31/24	5/31/24	5/31/24	5/31/24
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	111518.15	70322.62	41195.53	36.9
Sales Filled By NG	3452.90	2369.15	1083.75	31.4
Sales Filled By EP				
Sales Filled By SO	60437.27	43715.82	16721.45	27.7
Total Sales	175408.32	116407.59	59000.73	33.6
Returns To Inventory	-3811.16	-3357.72	-453.44	-11.9
Returns Not To Inventory				
Total Returns	-3811.16	-3357.72	-453.44	-11.9
Net Sales	171597.16	113049.87	58547.29	34.1
Filled From Shelf-Counter	32.8%	32.9%	32.3%	
Filled From Shelf-Service	75.4%	74.2%	77.3%	
Filled Same Day--Counter	32.8%	32.9%	32.3%	
Filled Same Day--Service	75.4%	74.2%	77.3%	

From 5/01/24 to 5/31/24 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	1	1	150.93
Manual Decreases	13	-13	-1584.45
Net Manual Adjustments	14	-12	-1433.52
Physical Inventory Increases	64	261	5249.85
Physical Inventory Decreases	59	-118	-7311.04
Net Physical Inventory Adjustments	123	143	-2061.19
LIFO Increases	5	16	78.83
LIFO Decreases	8	3	-34.50
Net LIFO Adjustments	13	19	44.33

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LEHMAN VOLVO
Stock Order Analysis

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From 5/01/24 to 5/31/24 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	449	1349	51688.95	82588.85
Stock Orders Received	373	10703	29380.03	71887.27
Special Orders Placed	234	360	37358.40	42050.93
Special Orders Received	240	371	38585.51	42564.37
Parts Canceled	201	290	30315.03	32543.05
Factory Returns	15	28	1124.63	1220.24
Core Returns				
Parts On Order		121	5291.11	8216.67
Parts On Backorder		28	3463.98	3468.78
Parts Referred		7	662.53	719.79

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
June	2024			13	26
February	2024	To May	2024	79	53
November	2023	To February	2024	64	74
August	2023	To November	2023	67	60
May	2023	To August	2023	38	50
February	2023	To May	2023	43	68
February	2023	and Older		322	1312

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	818
Superceded Parts with On Hand	10
Active Parts with No Sales	

	Value
(1)Idle Parts Total	35771.27
(2)Current Parts Total	130511.77
(3)Total Parts	166283.04
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	21.51%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	2249
(2)Total Other	112
(3)Total Quantity Sold	2361
Off the Shelf Fill Rate (1)/(3)	95.2%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	85634.00
(3) Annualized Stock Orders	1008254.72
(4) Inventory Value	166283.04
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	6.06

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	4	144.83	5-	151.39-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	117.66	1	117.66

Parts Without Cost

	Part Numbers
Total Parts Without Cost	25

Parts With No Bin Location

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