

PD2007R
JMYER9336

LEHMAN MOTORS
Inventory Analysis Month End Apr 2023

5/03/23
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=====
All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
===== Active Parts: Stocked	10.2	399	263	31608
Active Parts: With Excess Stock	56.3	887	34655	173870
Active Parts: Understocked	2.6	160	73	7919
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	69.1	1446	34991	213398
 Superceded With On Hand	.2	3	3	577
Inactive With On Hand	30.7	810	1844	94715
 Total Inventory To Sell	100.0	2259	36838	308690
Cores on Hand		6	6	911
Negative On Hand		15	-22	-2340
Total of Inventory		2280	36822	307260
 Parts on Open Repair Orders		85	502	8173
Value of Inventory		2365	37324	315433
Not on Factory Master		2316	31361	24796
Parts Without Cost		885	6854	0

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All Manf, All OEM Cd, All SGrp, All Parts
=====
Parts      % Acum%      Value      % Acum%
=====
Never Sold      134  7.0  7.0      16713  5.6  5.6
2022 May or Older  109  5.7 12.8      10314  3.5  9.1
2022 June       53  2.8 15.6      4674  1.6 10.6
2022 July       60  3.2 18.7      7416  2.5 13.1
2022 August     73  3.8 22.6      5435  1.8 14.9
2022 September  73  3.8 26.4      8588  2.9 17.8
2022 October   76  4.0 30.4     12327  4.1 22.0
2022 November  61  3.2 33.6      6683  2.2 24.2
2022 December 112  5.9 39.5     17695  5.9 30.1
2023 January   114  6.0 45.5     14980  5.0 35.2
2023 February  180  9.5 55.0     26410  8.9 44.0
2023 March     297 15.6 70.6     41625 14.0 58.0
2023 April     446 23.5 94.1     80862 27.1 85.1
2023 May       113  5.9 100.0    44443 14.9 100.0
Totals        1901 100.0      298164 100.0
Cores With On Hand  9      1387
  
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All Manf, All OEM Cd, All SGrp

	From	4/01/23	4/01/23	4/01/23	4/01/23
	To	4/30/23	4/30/23	4/30/23	4/30/23
		Sales	Cost	Gross	GP %
=====					
Counter Retail Sales		9240.85	5963.19	3277.66	35.5
Counter Internal Sales		2268.32	1736.96	531.36	23.4
Counter Wholesale Sales		81788.51	65656.98	16131.53	19.7
Total Counter Sales		93297.68	73357.13	19940.55	21.4
RO Customer Pay Sales		133289.72	87811.54	45478.18	34.1
RO Internal Pay Sales		15162.00	11175.59	3986.41	26.3
RO Warranty Sales		55298.15	32530.56	22767.59	41.2
RO Service Contract Sales					
Total RO Sales		203749.87	131517.69	72232.18	35.5
Total Sales		297047.55	204874.82	92172.73	31.0
Total Returns		-6693.47	-5747.50	-945.97	-14.1
Total Net Sales		290354.08	199127.32	91226.76	31.4

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

	From	4/01/23	4/01/23	4/01/23	4/01/23
	To	4/30/23	4/30/23	4/30/23	4/30/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		189473.28	127617.51	61855.77	32.6
Sales Filled By NG		16920.02	11869.45	5050.57	29.8
Sales Filled By EP					
Sales Filled By SO		90654.25	65387.86	25266.39	27.9
Total Sales		297047.55	204874.82	92172.73	31.0
Returns To Inventory		-6693.47	-5747.50	-945.97	-14.1
Returns Not To Inventory					
Total Returns		-6693.47	-5747.50	-945.97	-14.1
Net Sales		290354.08	199127.32	91226.76	31.4
Filled From Shelf-Counter		39.5%	39.2%	40.7%	
Filled From Shelf-Service		83.2%	84.2%	81.4%	
Filled Same Day--Counter		39.5%	39.2%	40.7%	
Filled Same Day--Service		83.2%	84.2%	81.4%	

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
May	2023			38	54
January	2023	To April	2023	157	120
October	2022	To January	2023	134	90
July	2022	To October	2022	141	83
April	2022	To July	2022	66	63
January	2022	To April	2022	81	76
January	2022	and Older		544	2236

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 5

Active Parts with No Sales

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LEHMAN MOTORS
Inventory Adjustments

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From 4/01/23 to 4/30/23 All Manf, All Stocking Groups
# Pieces Value
=====
Manual Increases 3 18 169.86
Manual Decreases 3 -3 -100.68
Net Manual Adjustments 6 15 69.18

Physical Inventory Increases 4 5 136.87
Physical Inventory Decreases 5 -9 -213.29
Net Physical Inventory Adjustments 9 -4 -76.42

LIFO Increases 13 6920 263.25
LIFO Decreases 7 2492 -111.51
Net LIFO Adjustments 20 9412 151.74
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Stock Order Analysis

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From 4/01/23 to 5/30/23 All Manf, All OEM Cd, All SGrp
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#      Pieces      Cost      Value
=====
Stock Orders Placed      987      3037     137132.33     203001.20
Stock Orders Received    783     23249     71805.51     149213.16

Special Orders Placed    515       709     97941.14     101686.08
Special Orders Received  417       621     73114.00     76213.09

Parts Canceled          350       490     68460.47     70478.33

Factory Returns         60       146     8096.07     12226.99
Core Returns            26        38     2781.00     3041.00

Parts On Order          110       6732.45     9293.37
Parts On Backorder       19       7524.93     8112.15
Parts Referred           2         864.00     864.00
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	Value
1) Idle Parts Total	5697.72
2) Current Parts Total	273479.70
3) Total Parts	279177.42
Idle Capital Percentage (1)/(3)	2.04%

*Note: Does NOT include Negative on Hand or "Dirty Cores"

	Quantity
1) Total Off the Shelf	1765
2) Total Other	97
3) Total Quantity Sold	1862
Off the Shelf Fill Rate (1)/(3)	94.7%

	Value
1) Annualization Ratio (365/ 30) =	12.166
2) Total Stock Orders	197901.00
3) Annualized Stock Orders	2286003.57
4) Inventory Value	279177.42
5) True Turn (3)/(4)	8.19

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	20	1450.65	28-	1534.84-

Lost Sales	Part Numbers	Cost	Qty	Extended
Total Lost Sales	10	2167.97	11	2170.52

Parts Without Cost	Part Numbers
Total Parts Without Cost	881

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