

PD2007R  
JMYER9336

LEHMAN MOTORS  
Inventory Analysis Month End Apr 2023

5/03/23  
12:35:44

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All Manf, All OEM Cd, All SGrp  
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	%	#	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Superceded With On Hand	.2	3	3	577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
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                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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LEHMAN MOTORS  
Sales Analysis

5/03/23 13:39:22

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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

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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
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# Pieces Value
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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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LEHMAN MOTORS  
Stock Order Analysis

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From 4/01/23 to 4/30/23 All Manf, All OEM Cd, All SGrp
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# Pieces Cost Value
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Stock Orders Placed	892	2825	122814.75	183678.68
Stock Orders Received	731	23110	64912.80	137227.47
Special Orders Placed	458	634	84880.37	88044.45
Special Orders Received	383	570	67261.72	69835.39
Parts Canceled	301	427	59764.50	61601.33
Factory Returns	58	144	7791.23	11922.15
Core Returns	26	38	2781.00	3041.00
Parts On Order		120	7860.21	10734.42
Parts On Backorder		20	8107.15	8694.37
Parts Referred		1	431.18	431.18

D3500P  
 MYER9336  
 rom 4/01/23 to 4/30/23  
 manufacturer VOLVO

LEHMAN MOTORS  
 Month-End Management Report

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	Value
1) Idle Parts Total	5697.72
2) Current Parts Total	273479.70
3) Total Parts	279177.42
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	2.04%

	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	187901.00
3) Annualized Stock Orders	2286003.57
4) Inventory Value	279177.42
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
5) True Turn (3)/(4)	8.19

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