

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	14.2	409	1776	26675.73
Active Parts: With Excess Stock	19.9	436	1930	37472.31
Active Parts: Understocked	4.6	179	248	8712.60
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	38.8	1024	3954	72860.64
Superceded With On Hand	1.6	38	58	3025.69
Inactive With On Hand	59.6	1666	4300	111957.29
Total Inventory To Sell	100.0	2728	8312	187843.62
Cores on Hand		4	4	1800.00
Negative On Hand		25	53	3564.47
Total of Inventory		2757	8263	186079.15
Parts on Open Repair Orders		296	669	22106.15
Value of Inventory		3053	8932	208185.30
Not on Factory Master		3974	62	4259.23
Parts Without Cost		158	0	.00

PD3022R
TCORC40

MAUER CHEVROLET
Inventory Aging by Last Sold

3/04/21

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	198	7.9	7.9	19027	10.4	10.4
2020 March or Older	393	15.7	23.6	22577	12.3	22.7
2020 April	33	1.3	24.9	2555	1.4	24.1
2020 May	63	2.5	27.4	2860	1.6	25.6
2020 June	104	4.1	31.5	6480	3.5	29.2
2020 July	87	3.5	35.0	4817	2.6	31.8
2020 August	134	5.3	40.4	5737	3.1	34.9
2020 September	146	5.8	46.2	8604	4.7	39.6
2020 October	96	3.8	50.0	8111	4.4	44.0
2020 November	163	6.5	56.5	10464	5.7	49.7
2020 December	191	7.6	64.1	13248	7.2	56.9
2021 January	241	9.6	73.7	13137	7.2	64.1
2021 February	484	19.3	93.0	39071	21.3	85.4
2021 March	175	7.0	100.0	26791	14.6	100.0
Totals	2508	100.0		183479	100.0	
Cores With On Hand	4			1800		

All Manf, All OEM Cd, All SGrp

From	12/01/20	12/01/20	12/01/20	12/01/20
To	12/31/20	12/31/20	12/31/20	12/31/20
	Sales	Cost	Gross	GP %

Counter Retail Sales	10969.73	7645.53	3324.20	30.3
Counter Internal Sales	3451.48	2345.35	1106.13	32.0
Counter Wholesale Sales	3135.38	2660.78	474.60	15.1
Total Counter Sales	17556.59	12651.66	4904.93	27.9
RO Customer Pay Sales	83847.40	52852.69	30994.71	37.0
RO Internal Pay Sales	36049.37	23202.15	12847.22	35.6
RO Warranty Sales	62301.45	46418.15	15883.30	25.5
RO Service Contract Sales				
Total RO Sales	182198.22	122472.99	59725.23	32.8
Total Sales	199754.81	135124.65	64630.16	32.4
Total Returns	-8186.79	-7716.15	-470.64	-5.7
Total Net Sales	191568.02	127408.50	64159.52	33.5

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

From	12/01/20	12/01/20	12/01/20	12/01/20
To	12/31/20	12/31/20	12/31/20	12/31/20
	Sales	Cost	Gross	GP %

Sales Filled From Shelf	105671.38	67128.88	38542.50	36.5
Sales Filled By NG	53736.75	39964.53	13772.22	25.6
Sales Filled By EP	1837.35	1223.33	614.02	33.4
Sales Filled By SO	38509.33	26807.91	11701.42	30.4
Total Sales	199754.81	135124.65	64630.16	32.4
Returns To Inventory	-8186.79	-7716.15	-470.64	-5.7
Returns Not To Inventory				
Total Returns	-8186.79	-7716.15	-470.64	-5.7
Net Sales	191568.02	127408.50	64159.52	33.5
Filled From Shelf-Counter	88.3%	89.3%	85.7%	
Filled From Shelf-Service	79.0%	78.2%	80.6%	
Filled Same Day--Counter	90.0%	90.6%	88.5%	
Filled Same Day--Service	79.8%	79.1%	81.4%	

All Manf, All Stocking Groups

Changes to Status:				Phase-In	Phase-Out
March	2021			27	55
November	2020	To February	2021	305	445
August	2020	To November	2020	170	352
May	2020	To August	2020	115	236
February	2020	To May	2020	47	140
November	2019	To February	2020	52	197
November	2019	and Older		168	2987

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	165
Non-Stocked Parts with On Hand	1666
Superceded Parts with On Hand	38
Active Parts with No Sales	1

PD3041R
TCORC40

MAUER CHEVROLET
Inventory Adjustments

3/04/21 6:25:59

From 12/01/20 to 12/31/20	All Manf, All Stocking Groups			
		#	Pieces	Value
Manual Increases		107	367	10269.01
Manual Decreases		98	-339	-9680.29
Net Manual Adjustments		205	28	588.72
Physical Inventory Increases		24	305	1729.65
Physical Inventory Decreases		31	-204	-2339.47
Net Physical Inventory Adjustments		55	101	-609.82
LIFO Increases		11	1107	60.23
LIFO Decreases		5	43	-22.08
Net LIFO Adjustments		16	1150	38.15

PD3071R
TCORC40

MAUER CHEVROLET
Stock Order Analysis

3/04/21 6:26:33

From 12/01/20 to 12/31/20	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	648	1557	25987.79	34942.19	
Stock Orders Received	903	5675	61599.91	93154.71	
Special Orders Placed	199	426	26029.08	31454.58	
Special Orders Received	189	366	23135.46	27781.76	
Parts Canceled	5	6	1690.70	1722.07	
Factory Returns	96	319	2029.32	2658.97	
Core Returns	40	57	12653.00	16047.00	
Parts On Order		94	1089.70	1575.54	
Parts On Backorder		152	8296.31	9390.57	
Parts Referred					

	Value
(1)Idle Parts Total	21887.98
(2)Current Parts Total	165144.76
(3)Total Parts	187032.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	11.70%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	8332
(2)Total Other	430
(3)Total Quantity Sold	8762
Off the Shelf Fill Rate (1)/(3)	95.0%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	117423.00
(3) Annualized Stock Orders	1382538.40
(4) Inventory Value	187032.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.39

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	17	2372.59	38-	2508.33-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	88

Parts With No Bin Location

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

	Value
(1)Idle Parts Total	30.00
(2)Current Parts Total	780.88
(3)Total Parts	810.88
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	3.70%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	0
(2)Total Other	0
(3)Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	.0%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	606.00
(3) Annualized Stock Orders	7135.04
(4) Inventory Value	810.88
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	8.80

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	22.23	5-	44.46-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	63

Parts With No Bin Location

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