

	Value
(1)Idle Parts Total	18364.31
(2)Current Parts Total	207484.85
(3)Total Parts	225849.16
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.13%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	17470
(2)Total Other	466
(3)Total Quantity Sold	17936
Off the Shelf Fill Rate (1)/(3)	97.4%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	144224.00
(3) Annualized Stock Orders	1698093.38
(4) Inventory Value	225849.16
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.52

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

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

Parts Without Cost

	Part Numbers
Total Parts Without Cost	72

Parts With No Bin Location

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

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Schicker Ford of St. Louis
Inventory Analysis

2/23/22 11:24:27

=====
All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
===== Active Parts: Stocked	33.5	1131	1739	80807.28
Active Parts: With Excess Stock	23.5	378	10679	56589.27
Active Parts: Understocked	6.5	247	1078	15611.74
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	63.5	1756	13496	153008.29
Superceded With On Hand	1.9	29	62	4515.64
Inactive With On Hand	34.6	1124	2599	83499.66
Total Inventory To Sell	100.0	2909	16157	241023.59
Cores on Hand		45	68	18883.00
Negative On Hand		0	0	.00
Total of Inventory		2954	16225	259906.59
Parts on Open Repair Orders		451	865	32244.88
Value of Inventory		3405	17090	292151.47
Not on Factory Master		41465	530	16103.93
Parts Without Cost		697	0	.00

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Schicker Ford of St. Louis 2/23/22
Inventory Aging by Last Sold

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	310	13.1	13.1	21726	9.0	9.0
2021 February or Older	218	9.2	22.3	17412	7.2	16.3
2021 March	43	1.8	24.1	2000	.8	17.1
2021 April	56	2.4	26.5	3461	1.4	18.5
2021 May	36	1.5	28.0	2823	1.2	19.7
2021 June	62	2.6	30.6	4634	1.9	21.7
2021 July	77	3.3	33.9	4784	2.0	23.6
2021 August	89	3.8	37.7	6125	2.5	26.2
2021 September	102	4.3	42.0	4542	1.9	28.1
2021 October	139	5.9	47.8	9404	3.9	32.0
2021 November	144	6.1	53.9	10602	4.4	36.4
2021 December	218	9.2	63.1	22598	9.4	45.8
2022 January	323	13.7	76.8	36189	15.1	60.8
2022 February	549	23.2	100.0	94136	39.2	100.0
Totals	2366	100.0		240435	100.0	
Cores With On Hand	45			18883		

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Schicker Ford of St. Louis
Inventory Adjustments

2/23/22 11:40:52

From 12/01/21 to 12/31/21 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	8	14	664.88
Manual Decreases	26	-47	-2494.23
Net Manual Adjustments	34	-33	-1829.35
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	242	1856	1471.12
LIFO Decreases	24	40	-1131.80
Net LIFO Adjustments	266	1896	339.32

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Schicker Ford of St. Louis
Phase-In/Phase-Out

2/23/22 11:42:01

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All Manf. All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
February	2022			84	54
October	2021 To January	2022		155	152
July	2021 To October	2021		139	137
April	2021 To July	2021		66	123
January	2021 To April	2021		63	76
October	2020 To January	2021		62	96
October	2020 and Older			1140	7476
Inactive Parts to Phase-In				16	
Parts to Phase-Out					
Parts Excluded From Phase-In				62324	
Non-Stocked Parts with On Hand				1124	
Superceded Parts with On Hand				29	
Active Parts with No Sales				9	

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Schicker Ford of St. Louis
Sales Source Analysis

2/23/22 11:44:01

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	12/01/21	12/01/21	12/01/21	12/01/21
	To	12/31/21	12/31/21	12/31/21	12/31/21
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		186769.17	124356.60	62412.57	33.4
Sales Filled By NG					
Sales Filled By EP		45916.17	30838.13	15078.04	32.8
Sales Filled By SO		54847.70	33154.45	21693.25	39.6
Total Sales		287533.04	188349.18	99183.86	34.5
Returns To Inventory		-26312.53	-13979.43	-12333.10	-46.9
Returns Not To Inventory		-59.00	-25.16	-33.84	-57.4
Total Returns		-26371.53	-14004.59	-12366.94	-46.9
Net Sales		261161.51	174344.59	86816.92	33.2
Filled From Shelf-Counter		57.5%	58.3%	55.0%	
Filled From Shelf-Service		65.3%	66.5%	63.2%	
Filled Same Day--Counter		66.2%	65.9%	67.1%	
Filled Same Day--Service		81.7%	83.4%	78.5%	

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Schicker Ford of St. Louis
Sales Analysis

2/23/22 11:45:22

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All Manf, All OEM Cd, All SGrp

	From	12/01/21	12/01/21	12/01/21	12/01/21
	To	12/31/21	12/31/21	12/31/21	12/31/21
		Sales	Cost	Gross	GP %
=====					
Counter Retail Sales		4017.49	2423.30	1594.19	39.7
Counter Internal Sales		222.29	115.20	107.09	48.2
Counter Wholesale Sales		9850.12	8040.63	1809.49	18.4
Total Counter Sales		14089.90	10579.13	3510.77	24.9
RO Customer Pay Sales		152731.50	103498.52	49232.98	32.2
RO Internal Pay Sales		34011.76	23078.55	10933.21	32.1
RO Warranty Sales		69863.11	38334.58	31528.53	45.1
RO Service Contract Sales		16836.77	12858.40	3978.37	23.6
Total RO Sales		273443.14	177770.05	95673.09	35.0
Total Sales		287533.04	188349.18	99183.86	34.5
Total Returns		-26371.53	-14004.59	-12366.94	-46.9
Total Net Sales		261161.51	174344.59	86816.92	33.2

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Schicker Ford of St. Louis
Stock Order Analysis

2/23/22 11:46:18

From 12/01/21 to 12/31/21 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	454	2047	19798.01	45195.57
Stock Orders Received	1053	11120	44091.19	112488.00
Special Orders Placed	378	660	36978.87	38440.26
Special Orders Received	390	687	40484.46	42673.19
Parts Canceled	17	25	1219.93	1314.48
Factory Returns	8	8	550.77	550.77
Core Returns	58	127	15494.00	19350.00
Parts On Order		119	799.59	1574.20
Parts On Backorder		139	9647.14	12620.00
Parts Referred		41	1838.73	2042.14