

PD3052R
JCOOK8863

MAUER MAIN CHEVROLET
Sales Analysis

2/06/23 11:24:24

All Manf. All OEM Cd. All SGrp	From	12/01/22	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross	GP %
Counter Retail Sales		11191.12	6829.55	4361.57	39.0
Counter Internal Sales		92.46	49.26	43.20	46.7
Counter Wholesale Sales		12198.84	10412.06	1786.78	14.6
Total Counter Sales		23482.42	17290.87	6191.55	26.4
RO Customer Pay Sales		162625.85	112516.20	50109.65	30.8
RO Internal Pay Sales		26596.41	19665.36	6931.05	26.1
RO Warranty Sales		69439.09	52124.68	17314.41	24.9
RO Service Contract Sales		13819.36	10816.46	3002.90	21.7
Total RO Sales		272480.71	195122.70	77358.01	28.4
Total Sales		295963.13	212413.57	83549.56	28.2
Total Returns		-15592.87	-15381.22	-211.65	-1.4
Total Net Sales		280370.26	197032.35	83337.91	29.7

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MAUER MAIN CHEVROLET
Sales Source Analysis

2/06/23 11:20:52

All Manf. All Stocking Groups. All Parts. All Sales Types	From	12/01/22	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		130020.82	94197.23	35823.59	27.6
Sales Filled By NG		57075.75	45278.89	11796.86	20.7
Sales Filled By EP		32772.07	24137.61	8634.46	26.3
Sales Filled By SO		76094.49	48799.84	27294.65	35.9
Total Sales		295963.13	212413.57	83549.56	28.2
Returns To Inventory		-15592.87	-15381.22	-211.65	-1.4
Returns Not To Inventory					
Total Returns		-15592.87	-15381.22	-211.65	-1.4
Net Sales		280370.26	197032.35	83337.91	29.7
Filled From Shelf-Counter		76.5%	79.4%	68.6%	
Filled From Shelf-Service		62.1%	64.4%	56.1%	
Filled Same Day--Counter		76.7%	79.5%	69.0%	
Filled Same Day--Service		74.1%	76.8%	67.2%	

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MAUER MAIN CHEVROLET
Stock Order Analysis

2/06/23 11:18:50

From 12/01/22 to 12/31/22 All Manf. All OEM Cd. All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	751	2064	38246.90	50773.22
Stock Orders Received	714	6576	37497.43	79351.46
Special Orders Placed	555	786	59289.42	60902.72
Special Orders Received	513	738	53280.64	54825.87
Parts Canceled	99	124	20779.99	21795.52
Factory Returns	115	154	9459.83	9854.12
Core Returns	29	30	17400.00	17525.00
Parts On Order		326	30693.14	32012.48
Parts On Backorder		282	18422.89	20022.49
Parts Referred				

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MAUER MAIN CHEVROLET
Inventory Analysis

12/31/22 14:37:22

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All Manf. All OEM Cd. All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	3.9	272	339	13428.53
Active Parts: With Excess Stock	30.6	456	29454	105585.63
Active Parts: Understocked	1.3	187	129	4652.39
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	35.8	915	29922	123666.55
Superceded With On Hand	1.6	44	90	5513.13
Inactive With On Hand	62.6	2763	6744	216181.98
Total Inventory To Sell	100.0	3722	36756	345361.66
Cores on Hand		0	0	.00
Negative On Hand		2	2	262.70
Total of Inventory		3724	36754	345098.96
Parts on Open Repair Orders		386	715	37504.94
Value of Inventory		4110	37469	382603.90
Not on Factory Master		6593	18578	40232.93
Parts Without Cost		304	0	.00

Inventory Aging By Last Sold

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

OPT	Description	Parts	%	Acum%	Value	%	Acum%
	Never Sold	236	7.3	7.3	26742	9.2	9.2
	2022 February or Older	556	17.3	24.6	42072	14.5	23.7
	2022 March	121	3.8	28.4	7140	2.5	26.1
	2022 April	101	3.1	31.5	7415	2.5	28.7
	2022 May	111	3.4	34.9	5991	2.1	30.7
	2022 June	132	4.1	39.0	8344	2.9	33.6
	2022 July	170	5.3	44.3	12616	4.3	37.9
	2022 August	157	4.9	49.2	11395	3.9	41.9
	2022 September	172	5.3	54.6	12045	4.1	46.0
	2022 October	212	6.6	61.1	12863	4.4	50.4
	2022 November	230	7.1	68.3	19174	6.6	57.0
	2022 December	311	9.7	77.9	19744	6.8	63.8
	2023 January	650	20.2	98.1	71779	24.7	88.5
	2023 February	60	1.9	100.0	33484	11.5	100.0
	Totals	3219	100.0		290803	100.0	
	Cores With On Hand	1			400		

	Value
(1)Idle Parts Total	301,904.44
(2)Current Parts Total	294,721.30
(3)Total Parts	305,662.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	15.6%

	Quantity
(1)Total Off the Shelf	5607
(2)Total Other	50
(3)Total Quantity Sold	5667
Off the Shelf Fill Rate (1)/(3)	98.9%

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	130977.00
(3) Annualized Stock Orders	1542123.20
(4) Inventory Value	305662.74
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	5.05

Parts with Negative on Hand				
	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	262.70	2	262.70

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

Parts Without Cost	
	Part Numbers
Total Parts Without Cost	181

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

Phase-In/Phase-Out

All Manf, All Stocking Groups

Opt	Changes To Status	Phase-In	Phase-Out
	February 2023	52	270
	October 2022 To January 2023	213	588
	July 2022 To October 2022	159	507
	April 2022 To July 2022	107	528
	January 2022 To April 2022	37	303
	October 2021 To January 2022	28	342
	October 2021 and Older	144	3886
<input type="checkbox"/>	Inactive Parts to Phase-In		
<input type="checkbox"/>	Parts to Phase-Out		
<input type="checkbox"/>	Parts Excluded From Phase-In		
<input type="checkbox"/>	Non-Stocked Parts with On Hand	2539	
<input type="checkbox"/>	Superceded Parts with On Hand	43	
<input type="checkbox"/>	Active Parts with No Sales	4	

Inventory Adjustments

From 12/01/22 To 12/31/22 All Manf, All Stocking Groups

Opt Description	#	Pieces	Value
<input type="checkbox"/> Manual Increases	180	1832	30415.48
<input type="checkbox"/> Manual Decreases	103	-1949	-27349.99
Net Manual Adjustments	283	-117	3065.49
<input type="checkbox"/> Physical Inventory Increases			
<input type="checkbox"/> Physical Inventory Decreases			
Net Physical Inventory Adjustments			
<input type="checkbox"/> LIFO Increases	116	4093	7258.51
<input type="checkbox"/> LIFO Decreases	9	1067	-1625.80
Net LIFO Adjustments	125	5160	5632.71

Date	CRP/SNR	Part Number/Description	Ord Qty	Fill Qty	O/H Qty	O/O Qty	Net Price	\$	Status	P	Original Document	Order Number	Ord	Arr	Date	Ship	Customer	Phone
/24/22	011 036	84304240 : N-AIRBAG (16712-CT)	1		12		49.43	N	Incompl	C	6034844	A055	2/24				SCHNEIDER, JACK	612-817-1445
/01/22	011 036	84304240 : N-AIRBAG (16712-CT)	1		12		49.43	N	Incompl	C	6035209	A061	3/01				RADEMACHER, KORRINE	763-242-3017
/07/22	011 036	23286576 : SL-N-KEY (02187-CT)	1		12		72.28	N	Incompl	D	6035138	A066	3/07				PATTAN, HAROLD J	810-252-7391
/23/22	011 036	84304240 : N-AIRBAG (16712-CT)	1		12		64.86	N	Incompl	C	6036352	A082	3/23				SPANN, LATROY	612-418-3610
/23/22	011 036	84304240 : N-AIRBAG (16712-CT)	1		12		64.86	N	Incompl	C	6036370	A082	3/23				NIETVELD, DAVID	763-742-3010
/08/22	011 036	84304240 : N-AIRBAG (16712-CT)	1		12		64.86	N	Incompl	C	6043346	B220	8/08				ONEILL, DENNIS	763-350-7934
/08/22	011 036	19422601 : N-ROTOR (05809-BOPEKIT)	2		4		351.40	N	Incompl	C	6044893	B251	9/08				ROESSLER, MIREIL	763-753-9354
/08/22	011 036	19422602 : N-ROTOR (05809-BOPEKIT)	2		2		516.60	N	Filled	C	6044893	A251	9/08	10/07			ROESSLER, MIREIL	763-753-9354
/26/22	SW 036	84304240 : N-AIRBAG (16712-CT)	1		12		64.86	N	Incompl	C	6045647	A269	9/26				PENBERTON, SANDRA	763-753-4053
/21/22	SW 036	84304240 : N-AIRBAG (16712-CT)	1		12		64.86	N	Incompl	C	6045694	A270	9/27				PIETRUSZEWSKI, MARK	763-516-6623
/12/22	011 036	12724955 : SL-N-HEATER (01152-CT)	1		4		20.30	N	Filled	C	6049203	A346	12/12	12/15			GARNHARDT, BEN	612-236-8592
/12/22	011 036	85590391 : N-COORD (01152-CT)	1		5		34.22	N	Incompl	C	6049203	A346	12/12				GARNHARDT, BEN	612-236-8592
/15/22	SW 036	84582015 : SL-N-ROTOR (05809-CT)	2		2		190.58	N	Filled	C	6049394	A349	12/15	12/16			ANOKA POLICE DEPARTMENT	763-238-1362
/15/22	SW 036	84987498 : SL-N-PAD KIT (05017-CT)	1		1		445.48	N	Filled	C	6049394	A349	12/15	12/16			ANOKA POLICE DEPARTMENT	763-238-1362
/15/22	SW 036	85537461 : SL-N-PAD KIT (05017-CT)	1		1		433.75	N	Filled	C	6049394	A349	12/15	12/16			ANOKA POLICE DEPARTMENT	763-238-1362
/15/22	SW 036	87839222 : SL-N-ROTOR (05809-CT)	2		2		692.54	N	Filled	C	6049394	A349	12/15	1/24			ANOKA POLICE DEPARTMENT	763-238-1362
/16/22	011 036	24297383 : SL-N-RELAY (02210-CK)	1		1		1074.43	N	Backord	C	6041168	A350	12/16				BUDDE, AMANDA	612-919-6614
/16/22	011 036	24297383-C : SL-N-RELAY (02210-CK)	1		1		200.00	N	Backord	C	6041168						BUDDE, AMANDA	612-919-6614
/16/22	011 036	84450050 : N-PAIL KIT (12815-CT)	1		5		295.00	N	To Order	C	6049599	C350	12/16				ANDERSON, BRADLEY PAUL	612-755-8297
/22/22	SW 036	13538832 : N-MODULE (11500-C)	1		1		14.76	N	Filled	A	6049876	A356	12/22	1/04			RUSSELL, ALEXANDRA NICOLE	320-266-7526
/22/22	SW 036	13538836 : N-MODULE (11500-C)	1		1		14.76	N	Filled	C	6049876	A356	12/22	12/28			RUSSELL, ALEXANDRA NICOLE	320-266-7526
/29/22	SW 036	84116459 : N-TRAY PKG (15222-C)	1		1		160.00	N	Filled	A	6050074	C363	12/29	1/03			DEGREE, LAURA ANN	612-704-9537
/29/22	SW 036	84148089 : N-MAT PKG (15286-C)	1		1		130.00	N	Filled	A	6050074	C363	12/29	1/03			DEGREE, LAURA ANN	612-704-9537
/29/22	SW 036	84148093 : N-MAT PKG (15306-C)	1		1		80.00	N	Arrived	A	6050074	C363	12/29	1/03			DEGREE, LAURA ANN	612-704-9537
/06/23	011 036	84820678 : N-EMBLEM PKG (01303-C)	1		1		170.00	N	Filled	A	6050164	C005	1/04	1/10			DREWS, ANTHONY MALCOLM	763-670-9457
/06/23	011 036	84820678 : SL-N-PROJECTOR (02559-CT)	1		1		4.83	N	Filled	C	6050276	A007	1/06	1/09			WROBLE, DAN	630-297-3060
/06/23	011 036	84820678 : SL-N-PROJECTOR (02559-CT)	1		1		3.78	N	Filled	C	6050276	A007	1/06	1/09			WROBLE, DAN	630-297-3060
/12/23	SW 036	86778328 : N-PARTS PKG (03602-CT)	1		1		777.01	N	Filled	C	6050597	A012	1/12	1/17			MARTIN, TIM	612-437-0593
/12/23	SW 036	86778328-C : N-PARTS PKG (03602-CT)	1		1		400.00	N	Filled	C	6050597						MARTIN, TIM	612-437-0593
/12/23	SW 036	13538678 : N-MODULE (16685-CT)	1		6		15.28	N	Filled	C	6050622	A012	1/12	1/17			SUPERCALIBRATIONS, INC	651-775-6441
/13/23	011 036	19366940 : N-BAR (07068-BCKT)	1		1		30.00	N	Arrived	A	6050671	C013	1/13				HOT ROD FACTORY INC	763-286-0611
/13/23	011 036	84726050 : N-HOOK PKG (07068-CT)	1		1		137.50	N	Arrived	A	6050671	C013	1/13				HOT ROD FACTORY INC	763-286-0611
/13/23	011 036	84734683 : N-COMPARTMENT (16575-CT)	1		1		255.00	N	Filled	A	6050671	C013	1/13	1/16			HOT ROD FACTORY INC	763-286-0611
/16/23	011 036	84913927 : N-RETAINER (03130-BC)	2		2		10.56	N	Filled	C	6050751	A016	1/16	1/20			BENNETT, SCOTT JACOB	612-940-1943
/20/23	011 036	55573017 : SL-N-VALVE (03130-BC)	1		1		59.40	N	Backord	C	6051001	A020	1/20				GILTSPIE, CATHY	612-296-8906
/23/23	SW 036	13535222 : N-MODULE (16685-CT)	1		1		15.04	N	Backord	C	6051107	A023	1/23	1/26			NELSON, MICHAEL ALLAN	763-742-6222
/23/23	SW 036	13533038 : N-MODULE (11500-CT)	1		1		24.73	N	Backord	C	6051108	A023	1/23	1/26			NELSON, MICHAEL ALLAN	763-742-6222
/23/23	SW 036	13533768 : N-MODULE (11500-C)	1		1		14.43	N	Filled	C	6051108	A023	1/23	1/24			MICHALEWZ, TANARA LEE	763-742-6866
/23/23	SW 036	84493995 : N-RETRACTOR KIT (16714-CT)	1		1		172.99	N	Filled	C	6051110	A023	1/23	1/24			MICHALEWZ, TANARA LEE	763-742-6866
/23/23	SW 036	84494040 : N-RETRACTOR KIT (16714-CT)	1		1		168.83	N	Filled	C	6051110	A023	1/23	1/24			MICHALEWZ, TANARA LEE	763-742-6866
/23/23	011 036	84838123 : N-MODULE (06516-C)	1		1		22.98	N	Filled	C	6051119	A023	1/23	1/31			MICHALEWZ, TANARA LEE	763-742-6866
/24/23	SW 036	13526069 : N-MODULE (16685-CT)	1		1		15.04	N	Filled	C	6051188	A024	1/24	1/25			VANASSE, JOSEPH PIERRE	612-220-6194
/24/23	SW 036	13526069 : N-MODULE (16685-CT)	1		1		15.04	N	Filled	C	6051188	A024	1/24	1/25			VANASSE, JOSEPH PIERRE	612-220-6194
/24/23	SW 036	13538678 : N-MODULE (16685-CT)	1		1		11.66	N	Filled	C	6051189	A024	1/24	1/27			TEGG, GARRETT ROY	763-218-7860
/24/23	SW 036	13538678 : N-MODULE (16685-CT)	1		1		11.66	N	Filled	C	6051189	A024	1/24	1/27			TEGG, GARRETT ROY	763-218-7860
/26/23	SW 036	84838123 : N-MODULE (06516-C)	1		1		22.97	N	Filled	C	6051189	A024	1/24	2/01			WELLS CONCRECT	
/26/23	SW 036	84838123 : N-MODULE (06516-C)	1		1		22.97	N	Filled	C	6051189	A024	1/24	2/01			WELLS CONCRECT	
/27/23	011 036	12590366 : N-COVER (00386-BOEC)	1		1		86.69	N	Filled	C	6051279	A026	1/26	2/03			SUPERCALIBRATIONS, INC	651-777-5444
/27/23	011 036	25522619 : SL-N-GASKET (00423-BOEC)	1		1		26.68	N	Filled	C	6051331	A027	1/27	1/30			LEE, ISSAC	715-431-1418
/31/23	011 036	84551462 : SL-N-MODULE (16263-CT)	1		1		283.32	N	Backord	C	6051431	A031	1/31				ALLENSON, KYLE MATTHEW	763-592-9335
/31/23	011 036	19333360 : N-GRASS (08800-BOPECK)	1		1		45.16	N	Backord	C	6051542	A031	1/31				HENRICKS, DOUG	612-408-1174
/01/23	SW 036	23230435 : N-HARNES (02195-C)	1		1		91.28	N	Filled	C	6051548	A031	1/31	2/03			SCHAK, DALE WILLIAM	651-587-3628
/01/23	011 036	84670808 : SL-N-GEAR (06508-CT)	1		1		1198.78	N	Backord	C	6051464	A032	2/01				HAISLEY, WENDY LOU	612-723-5327
									Backord	C	6051554	A032	2/01				PROKASH, DAVID	763-350-5604