

MONTHLY ANALYSIS

STORE 01 BRANCH 01 TOWN TOYOTA MM/YY 11/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5775	84.7%	13315	116240.80	44.0%	1171366.94
AUTOMATIC PHASEOUT (AP) PARTS	108	1.5%	158	13523.93	5.1%	122656.30
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	4568.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	771	11.3%	1029	114650.87	43.4%	1232108.42
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	15	0.2%	15	297.04	0.1%	4184.13
SOLD NOT STOCKED	147	2.3%	210	19399.11	7.4%	178646.44
TOTAL COST OF SALES	6816	100.0%	14727	264111.75	100.0%	2713530.23
LOST SALES (MEMO)	279		355	32621.49		85918.27
CREDIT/RETURNS (MEMO)	57		69	3463.06		36592.15
UNUSUAL SALES (MEMO)	0		0	0.00		15.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2022	14.2%	15725	171740.94	60.0%
AUTOMATIC PHASEOUT (AP) PARTS	1654	11.6%	2804	81475.77	28.4%
DEALER PHASEOUT (DP) PARTS	1	0.0%	8	2336.00	0.8%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	10474	73.9%	419	28923.28	10.1%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	11	0.3%	49	1629.77	0.7%
TOTAL INVESTMENT	14163	100.0%	19005	286105.76	100.0%
DIRTY CORE INVENTORY	58		126	28785.00	
NEW CORE INVENTORY	15		15	2800.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2102	14.8%	14.8%	135229.33	47.2	47.2%
1-3 MONTHS	4139	29.2%	44.0%	54359.79	18.9	66.1%
4-6 MONTHS	2906	20.5%	64.5%	30835.68	10.7	76.8%
7-9 MONTHS	2653	18.7%	83.2%	42996.14	15.0	91.8%
10-12 MONTHS	2137	15.0%	98.2%	6200.02	2.1	93.9%
13-24 MONTHS	167	1.1%	99.3%	11269.33	3.9	97.8%
25 MONTHS OR MORE	59	0.7%	100.0%	5215.47	2.2	100.0%

MONTHLY ANALYSIS

STORE 01 BRANCH 01 TOWN TOYOTA MM/YY 11/23

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	36	22.7%	318	3990.78	14.5%	
STOCK ORDER - BACKORDER	23	14.5%	49	4376.96	15.9%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	49	31.0%	119	10076.38	36.7%	
CUSTOMER ORDER - BACKORDER	40	25.3%	42	7080.45	25.8%	
CUSTOMER ORDER - CROSS SHIP	10	6.3%	10	1860.34	6.7%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	158	100.0%	538	27384.91	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	660	40.3%	3450	45953.87	27.0%	476193.98
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-211.86
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-443.83
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	976	59.6%	1316	123793.21	72.9%	1307346.55
CUSTOMER ORDER - BACKORDER	-1	0.0%	-2	-107.46	0.0%	-4862.87
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-3074.03
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	1635	100.0%	4764	169639.62	100.0%	1774947.94
FORCED ORDERS	53		770	4097.85		48095.69
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	671	32.0%	3596	59784.41	26.1%	579678.40
STOCK ORDER - BACKORDER	25	1.1%	71	2570.95	1.1%	20726.38
STOCK ORDER - CROSS SHIP	3	0.1%	5	37.75	0.0%	3036.29
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	6038.32
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	918	43.9%	1434	106649.63	46.7%	1176549.31
CUSTOMER ORDER - BACKORDER	63	3.0%	82	10825.33	4.7%	116080.21
CUSTOMER ORDER - CROSS SHIP	13	0.6%	18	1881.61	0.8%	40249.03
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	398	19.3%	580	46474.49	20.6%	519014.82
TOTAL RECEIPTS	2091	100.0%	5786	228224.17	100.0%	2461372.76
PURCHASES DISCOUNT	10		1	-734.90		-4028.64

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	900	56	2415.20	4306.34
DELETED PARTS	1051	0	0.00	0.00
MINUS ADJUSTMENTS	16	-130	-2085.15	-57793.38
PLUS ADJUSTMENTS	42	7191	26245.54	394099.57
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	103	-123	-16452.27	-146984.57
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1616	181	14047.26	52969.35
COST PRICE ADJUSTMENTS	3	-1470	2052.36	12449.37
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	3731	5705	26222.94	259046.68

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	165	27	563.86	10946.18
APPRECIATION - MANUAL UPDATE	0	0	0.00	637.83
-----	-----	-----	-----	-----
TOTAL APPRECIATION	165	27	563.86	11584.01
-----	-----	-----	-----	-----
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL APPRECIATION/FIRST PRICING	165	27	563.86	11584.01

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	14321	20770	295914.94	271611.08
CLOSING INVENTORY	14163	19005	286105.76	286105.76
PERCENT OF CHANGE	-1.0%	-8.4%	-3.2%	5.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
-----	-----	-----	-----
OUT OF STOCK	12121	0	0.00
NO COST	56	0	0.00
NO FACTORY RECORD	3406	3307	-2553.09
NO SERVICE	13	59	661.38
MINUS ON HAND	151	-1645	-64893.15
PHASED IN	202	771	34824.84
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1083	811	37563.68

BUSINESS RATIOS	
-----	-----
LEVEL OF SERVICE	96.9%
STOCK ORDER PERFORMANCE	17.5%
GROSS TURNOVER RATE	10.5
TRUE TURNOVER RATE	2.3

12/01/2023
15:03:34

PHASE IN REPORT
STORE 01 BRANCH 01 TOWN TOYOTA MM/YY 11/23

PTS
PAGE 1

QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	SEP	OCT	NOV	YTD	PYR	COST
-1	65600-04400	PANEL ASSY, RR BO	A0 30	SPORD			0 0/1	1 10/18/2023	0	0	2	2	0	577.56
0	75720-06210	MOULDING ASSY, FR	A0 30	SPORD			0 0/1	1 10/10/2023	0	0	2	2	0	71.72
-10	5W40	OIL	39	SPORD			1 1/2	0 01/03/2020	0	0	5	21	55	5.59
50	RAT	TAPE	39	BC			0 0/1	0 02/09/2021	0	0	1	6	19	1.00
0	DT000-00227-BSX	SEC 235/55R20 BS	E5 40	SPORD			0 1/2	0 09/13/2023	1	0	4	5	0	240.00
0	DT000-01137-BS	WIN 215/60R16 BS	E6 40	SPORD			0 1/2	0 11/29/2022	0	0	4	4	0	126.00
4	DT000-01513-YK	P245/75R16	D6 40	SPORD			0 0/0	0 10/27/2022	0	0	4	4	8	164.00
0	DT000-06578-FS	OEM 225/65R17 FS	C0 40	SPORD			0 0/1	0 02/06/2021	0	0	4	5	7	185.00
-4	DT000-16117-BS	WIN 235/55R20 BS	D6 40	SPORD			0 2/3	0 10/21/2022	0	0	8	8	0	196.00
0	DT000-16576-BS	265/70R16	E4 40	SPORD			0 0/0	0 11/05/2022	0	0	4	4	4	173.00
0	DT001-02853-HK	235/45R18	C2 40	SPORD			0 0/0	0 06/09/2022	0	0	4	5	6	200.00
0	DT001-48895-FS	195/65R15	F4 40	SPORD			0 1/2	0 11/21/2022	0	0	4	4	0	100.00
0	DT005-00770-FA	OEM 285/65R18 FA	E1 40	SPORD			0 0/1	0 05/25/2023	0	0	4	5	0	343.00
0	DT007-32899-GY	P245/50R20	D5 40	SPORD			0 0/0	0 11/15/2022	0	0	4	4	4	200.00
0	DT059-00530-FA	OEM 225/60R18 FA	D0 40	SPORD			0 1/2	0 01/11/2023	0	0	4	4	0	189.00
2	00920	TRD FRAME 1PAIR	99	RA3			0 0/0	0 06/08/2023	0	0	1	3	0	10.33
0	17176-31050	PLENUM GASKET	99	SPORD			0 0/0	0 12/29/2022	0	0	3	3	0	0.00
0	2	WHEEL CORE	99	23			0 0/1	0 04/13/2023	0	2	1	3	0	40.00
0	22A	WIPER BLADE	99	SPORD			0 1/2	0 10/10/2023	0	3	3	6	0	19.99
0	275/60R20	CORSA TIRES	99	SPORD			0 0/0	0 10/10/2022	0	0	4	4	4	163.00
0	40713	A/M RR WIPER BLAD	99	SPORD			0 0/0	0 04/21/2023	0	0	1	3	0	12.19
0	68163-849AB	COOLANT DODGE	99	SPORD			0 0/1	0 09/05/2023	2	0	2	4	0	13.13
0	68218-057AC	MOPAR PLUS4 FLUID	99	SPORD			0 0/1	0 03/01/2023	0	0	3	15	0	9.63
0	75DT-DL	BATTERY	99	SPORD			0 0/0	0 03/23/2023	0	0	1	3	0	120.99
-1	CAF1869M	CABIN FILTER	99	SPORD			0 0/0	0 04/08/2022	0	0	1	3	1	16.99
0	PSA9997	AIR FILTER	99	SPORD			0 0/0	0 10/14/2021	0	0	1	3	5	14.39
0	REKEY	DOOR LOCK CYLINDE	99	SPORD			0 0/0	0 08/18/2021	0	0	3	5	8	85.00
0	S10855	OIL FILTER	99	SPORD			0 0/1	0 07/05/2023	0	1	1	3	0	5.79
0	SA12061	AIR FILTER	99	SPORD			0 0/0	0 05/16/2023	0	0	1	3	0	19.99
0	VC13G	FORD COOLANT	99				0 0/0	0 04/07/2023	0	0	2	5	0	17.99

12/01/2023
15:03:34

PHASE IN REPORT
REPORT TOTALS FOR BRANCH TOWN TOYOTA

PTS
PAGE 2

	PARTS	PIECES	VALUE
----- MAKE TO TOYOTA	30	56	726.66
=====	=====	=====	=====
GRAND TOTAL	30	56	726.66