	Value
(1)Idle Parts Total	64992.60
(2)Current Parts Total	202749.25
(3)Total Parts	267741.85

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3) 24.27%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	12057
(2)Total Other	300
(3)Total Quantity Sold	12357

Off the Shelf Fill Rate (1)/(3) 97.5%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	393301.00
(3) Annualized Stock Orders	4630725.97
(4) Inventory Value	267741.85
(5) True Turn (3)/(4)	17.30

*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	13	1115.10	15-	1132.74-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	121.66	3	129.21

Parts Without Cost

	Part Numbers
Total Parts Without Cost	167

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	10	643.13	8	274.89

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RMORR8755 Inventory Analysis

All Manf. All OEM Cd. All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	11.4	2117	1125	57809.07
Active Parts: With Excess Stock	32.3	1297	19208	163899.86
Active Parts: Understocked	2.3	1879	589	11678.17
Active Parts: To Phase Out	.0	0	0	.00
Total Active Parts	45.9	5293	20922	233387.10
Superceded With On Hand	.6	49	167	2918.31
Inactive With On Hand	53.5	3374	10490	271820.90
Total Inventory To Sell	100.0	8716	31579	508126.31
Cores on Hand		32	37	8941.55
Negative On Hand		29	91	1870.34
Total of Inventory		8777	31525	515197.52
Parts on Open Repair Orders		299	586	39331.44
Value of Inventory		9076	32111	554528.96
Not on Factory Master		31351	9120	43219.32
Parts Without Cost		329	9	.00

PD3022R TOYOTA OF GRAND RAPIDS 12/11/23
RMORR8755 Inventory Aging by Last Sold

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	707	12.8	12.8	59480	11.8	11.8
2022 December or Older	1078	19.5	32.2	69541	13.7	25.5
2023 January	63	1.1	33.4	15778	3.1	28.6
2023 February	67	1.2	34.6	3393	.7	29.3
2023 March	94	1.7	36.3	4344	.9	30.1
2023 April	85	1.5	37.8	5646	1.1	31.2
2023 May	107	1.9	39.7	7396	1.5	32.7
2023 June	133	2.4	42.1	5817	1.1	33.9
2023 July	166	3.0	45.1	9538	1.9	35.7
2023 August	204	3.7	48.8	14074	2.8	38.5
2023 September	284	5.1	53.9	20599	4.1	42.6
2023 October	600	10.8	64.8	61413	12.1	54.7
2023 November	1087	19.6	84.4	111913	22.1	76.8
2023 December	866	15.6	100.0	117274	23.2	100.0
Totals	5541	100.0		506206	100.0	
Cores With On Hand	32			8942		

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RMORR8755 Inventory Adjustments

From 10/01/23 to 10/31/23 All Manf. All Stocking Groups

	#	Pieces	Value
Manual Increases	17	315	2738.80
Manual Decreases	32	-779	-7781.09
Net Manual Adjustments	49	-464	-5042.29
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	113	191	1781.95
LIFO Decreases	140	269	-1682.16
Net LIFO Adjustments	253	460	99.79

All Manf, All Stocking Groups

Changes to Status:			Phase-In	Phase-Out
December	2023		792	422
August	2023 To November	2023	1091	404
May	2023 To August	2023	831	405
February	2023 To May	2023	621	451
November	2022 To February	2023	346	393
August	2022 To November	2022	260	341
August	2022 and Older		1344	11081

Inactive Parts to Phase-In	
Parts to Phase-Out	
Parts Excluded From Phase-In	
Non-Stocked Parts with On Hand	3374
Superceded Parts with On Hand	49
Active Parts with No Sales	

Sales Source Analysis

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

From To	10/01/23 10/31/23 Sales	10/01/23 10/31/23 Cost	10/01/23 10/31/23 Gross	10/01/23 10/31/23 GP %
Sales Filled From Shelf	276440.46	206685.75	69754.71	25.2
Sales Filled By NG	3539.86	2611.40	928.46	26.2
Sales Filled By EP	39675.63	26293.56	13382.07	33.7
Sales Filled By SO	615588.85	509698.56	105890.29	17.2
Total Sales	935244.80	745289.27	189955.53	20.3
Returns To Inventory	-67083.87	-58107.24	-8976.63	-13.4
Returns Not To Inventory	-1231.08	-795.22	-435.86	-35.4
Total Returns	-68314.95	-58902.46	-9412.49	-13.8
Net Sales	866929.85	686386.81	180543.04	20.8
Filled From Shelf-Counter	8.9%	7.7%	16.4%	
Filled From Shelf-Service	64.4%	69.2%	53.4%	
Filled Same Day--Counter	9.1%	7.8%	16.8%	
Filled Same Day--Service	75.3%	79.4%	65.6%	

PD3022R TOYOTA OF GRAND RAPIDS 12/13/23
RMORR8755 Inventory Aging by Last Sold

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

	Parts	%	Acum%	Value	%	Acum%
Never Sold	717	12.8	12.8	60396	11.4	11.4
2022 December or Older	1076	19.2	31.9	69375	13.1	24.6
2023 January	64	1.1	33.1	15782	3.0	27.6
2023 February	67	1.2	34.3	3393	.6	28.2
2023 March	91	1.6	35.9	4165	.8	29.0
2023 April	85	1.5	37.4	5989	1.1	30.1
2023 May	105	1.9	39.3	7387	1.4	31.5
2023 June	132	2.4	41.6	5698	1.1	32.6
2023 July	165	2.9	44.6	9509	1.8	34.4
2023 August	203	3.6	48.2	14039	2.7	37.1
2023 September	272	4.8	53.0	19729	3.7	40.8
2023 October	583	10.4	63.4	59839	11.3	52.1
2023 November	1058	18.8	82.2	107747	20.4	72.5
2023 December	998	17.8	100.0	145121	27.5	100.0
Totals	5616	100.0		528168	100.0	
Cores With On Hand	33			10017		

All Manf. All OEM Cd. All SGrp

	From To	10/01/23 10/31/23 Sales	10/01/23 10/31/23 Cost	10/01/23 10/31/23 Gross	10/01/23 10/31/23 GP %
Counter Retail Sales		32024.90	19217.52	12807.38	40.0
Counter Internal Sales		6792.82	5323.03	1469.79	21.6
Counter Wholesale Sales		542087.73	473310.16	68777.57	12.7
Total Counter Sales		580905.45	497850.71	83054.74	14.3
RO Customer Pay Sales		271594.54	188913.04	82681.50	30.4
RO Internal Pay Sales		35838.24	26579.20	9259.04	25.8
RO Warranty Sales		32671.60	21469.12	11202.48	34.3
RO Service Contract Sales		14234.97	10477.20	3757.77	26.4
Total RO Sales		354339.35	247438.56	106900.79	30.2
Total Sales		935244.80	745289.27	189955.53	20.3
Total Returns		-68314.95	-58902.46	-9412.49	-13.8
Total Net Sales		866929.85	686386.81	180543.04	20.8

PD3071R TOYOTA OF GRAND RAPIDS 12/13/23 18:33:56
RMORR8755 Stock Order Analysis

From 10/01/23 to 10/31/23 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	679	3995	18887.09	45737.22
Stock Orders Received	989	21595	51515.17	196711.22
Special Orders Placed	5332	8338	572920.05	602688.61
Special Orders Received	5060	7913	534668.55	561121.47
Parts Canceled	74	119	13691.42	14053.11
Factory Returns	992	1135	117466.30	131834.45
Core Returns				
Parts On Order		455	17878.94	19770.98
Parts On Backorder		154	9577.27	10220.60
Parts Referred		337	55912.27	57011.10