

MONTHLY ANALYSIS

STORE 01 BRANCH 02 BCS TOYOTA MM/YY 12/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6481	85.7%	19996	199242.84	56.4%	2820147.68
AUTOMATIC PHASEOUT (AP) PARTS	129	1.7%	212	13669.07	3.8%	203935.39
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1	0.0%	1	19.12	0.0%	36311.47
NON-STOCK (NS) PARTS	631	8.3%	975	107391.21	30.4%	1609961.73
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%	15.92
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0.00	0.0%	0.00
SOLD NOT STOCKED	318	4.3%	487	32831.05	9.4%	612950.76
TOTAL COST OF SALES	7560	100.0%	21671	353153.29	100.0%	5283322.95
LOST SALES (MEMO)	2		2	23.49		66.79
CREDIT/RETURNS (MEMO)	113		251	8902.76		142682.84
UNUSUAL SALES (MEMO)	4		8	260.82		460.68

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2028	14.7%	14555	225821.75	46.6%
AUTOMATIC PHASEOUT (AP) PARTS	2228	16.2%	3943	135368.55	27.9%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	4	0.0%	4	3311.66	0.6%
NON-STOCK (NS) PARTS	9463	68.9%	1318	119907.25	24.7%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	13724	100.0%	19820	484409.21	100.0%
DIRTY CORE INVENTORY	4		4	0.00	
NEW CORE INVENTORY	19		20	2395.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2081	15.1%	15.1%	161335.58	33.3	33.3%
1-3 MONTHS	4195	30.5%	45.6%	140363.34	28.9	62.2%
4-6 MONTHS	2645	19.2%	64.8%	36221.37	7.4	69.6%
7-9 MONTHS	2157	15.7%	80.5%	52647.98	10.8	80.4%
10-12 MONTHS	1781	12.9%	93.4%	42086.57	8.6	89.0%
13-24 MONTHS	459	3.3%	96.7%	43745.73	9.0	98.0%
25 MONTHS OR MORE	406	3.3%	100.0%	8008.64	2.0	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	18	9.5%	30	2733.19	9.3%	
STOCK ORDER - BACKORDER	4	2.1%	11	851.53	2.9%	
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	148	78.3%	155	22676.46	77.2%	
CUSTOMER ORDER - BACKORDER	19	10.0%	20	3097.88	10.5%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	189	100.0%	216	29359.06	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	539	28.1%	3663	53656.92	28.5%	619947.69
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-723.87
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	1379	71.8%	1601	134315.77	71.4%	1857298.97
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-8143.84
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	1918	100.0%	5264	187972.69	100.0%	2468378.95
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	864	32.4%	16381	175352.34	48.5%	2765097.83
STOCK ORDER - BACKORDER	11	0.4%	20	2214.20	0.6%	33455.95
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	1425	53.4%	1735	142437.97	39.4%	1823602.69
CUSTOMER ORDER - BACKORDER	23	0.8%	23	6477.52	1.7%	74424.33
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	342	13.0%	509	34347.20	9.8%	648739.92
TOTAL RECEIPTS	2665	100.0%	18668	360829.23	100.0%	5345320.72
PURCHASES DISCOUNT	23		219	-343.85		-4550.44

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	845	6	63.14	17709.38
DELETED PARTS	796	0	0.00	1278.39
MINUS ADJUSTMENTS	35	-43	-4612.74	-95118.55
PLUS ADJUSTMENTS	31	1590	6288.65	98691.75
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-673.97
RETURNED PARTS	0	0	0.00	-97054.39
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	438	-13	-1515.65	3328.41
COST PRICE ADJUSTMENTS	0	-564	100.84	4441.04
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2145	976	324.24	-67397.94
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	10816	6436	2872.29	16520.24
APPRECIATION - MANUAL UPDATE	5	999	56.40	221.10
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TOTAL APPRECIATION	10821	7435	2928.69	16741.34
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	10821	7435	2928.69	16741.34
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	13686	21283	477220.96	483390.83
CLOSING INVENTORY	13724	19820	484409.21	484409.21
PERCENT OF CHANGE	0.3%	-6.8%	1.5%	0.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	10132	0	0.00	
NO COST	7	0	0.00	
NO FACTORY RECORD	343	7086	89327.70	
NO SERVICE	10	14	534.38	
MINUS ON HAND	15	-16	-811.46	
PHASED IN	156	467	30947.32	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	821	330	27716.27	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	11.7%			
GROSS TURNOVER RATE	10.6			
TRUE TURNOVER RATE	5.6			