

	Value
(1)Idle Parts Total	14646.82
(2)Current Parts Total	209708.36
(3)Total Parts	224355.18
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	6.53%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	3927
(2)Total Other	68
(3)Total Quantity Sold	3995
Off the Shelf Fill Rate (1)/(3)	98.2%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	116100.00
(3) Annualized Stock Orders	1366961.40
(4) Inventory Value	224355.18
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	6.09

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	6	861.26	20-	911.67-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	2	39.47	2	39.47

Parts Without Cost

	Part Numbers
Total Parts Without Cost	11

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	6	666.47	6	666.47

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ROCHESTER TOYOTA
Inventory Analysis Month End Jan 2024

2/08/24
15:17:00

All TY Stocking Groups

	%	#	Pieces	Value
Active Parts: Stocked	12.2	532	762	27443
Active Parts: With Excess Stock	31.0	584	7098	69795
Active Parts: Understocked	.0	0	0	0
Active Parts: To Phase Out	3.8	96	38	8562
Total Active Parts	47.0	1212	7898	105800
Superceded With On Hand	.1	4	18	118
Inactive With On Hand	52.9	861	3848	119123
Total Inventory To Sell	100.0	2077	11764	225041
Cores on Hand		1	1	75
Negative On Hand		4	-17	-800
Total of Inventory		2082	11748	224316
Parts on Open Repair Orders		209	585	17044
Value of Inventory		2291	12333	241360
Not on Factory Master		244	162	1705
Parts Without Cost		11	0	0

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ROCHESTER TOYOTA
Inventory Aging by Last Sold

2/08/24

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	271	13.6	13.6	29599	12.9	12.9
2023 February or Older	168	8.4	22.1	19730	8.6	21.5
2023 March	28	1.4	23.5	3673	1.6	23.0
2023 April	28	1.4	24.9	5582	2.4	25.5
2023 May	54	2.7	27.6	4581	2.0	27.5
2023 June	59	3.0	30.6	5034	2.2	29.7
2023 July	42	2.1	32.7	5486	2.4	32.0
2023 August	86	4.3	37.0	8443	3.7	35.7
2023 September	127	6.4	43.4	10966	4.8	40.5
2023 October	138	6.9	50.3	18795	8.2	48.7
2023 November	160	8.0	58.4	14001	6.1	54.7
2023 December	192	9.7	68.0	25423	11.1	65.8
2024 January	362	18.2	86.2	31125	13.5	79.3
2024 February	274	13.8	100.0	47507	20.7	100.0
Totals	1989	100.0		229945	100.0	
Cores With On Hand	2			1075		

From 1/01/24 to 1/31/24 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	33	3156	9924.22
Manual Decreases	32	-73	-2407.15
Net Manual Adjustments	65	3083	7517.07
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	1	1	10.00
LIFO Decreases	1	1	-75.00
Net LIFO Adjustments	2	2	-65.00

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All Manf, All Stocking Groups
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Changes to Status:				Phase-In	Phase-Out
February	2024			79	39
October	2023	To January	2024	308	88
July	2023	To October	2023	78	1999
April	2023	To July	2023	628	10
January	2023	To April	2023		
October	2022	To January	2023		
October	2022	and Older			
Inactive Parts to Phase-In				161	
Parts to Phase-Out				274	
Parts Excluded From Phase-In					
Non-Stocked Parts with On Hand				934	
Superceded Parts with On Hand				7	
Active Parts with No Sales				91	

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	1/01/24	1/01/24	1/01/24	1/01/24
	To	1/31/24	1/31/24	1/31/24	1/31/24
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		91319.20	60043.49	31275.71	34.2
Sales Filled By NG		1141.08	757.14	383.94	33.6
Sales Filled By EP		10168.23	6357.25	3810.98	37.5
Sales Filled By SO		96847.98	65214.53	31633.45	32.7
Total Sales		199476.49	132372.41	67104.08	33.6
Returns To Inventory		-2453.50	-1702.03	-751.47	-30.6
Returns Not To Inventory					
Total Returns		-2453.50	-1702.03	-751.47	-30.6
Net Sales		197022.99	130670.38	66352.61	33.7
Filled From Shelf-Counter		38.5%	38.5%	38.5%	
Filled From Shelf-Service		47.6%	47.3%	48.3%	
Filled Same Day--Counter		39.9%	40.0%	39.4%	
Filled Same Day--Service		53.3%	52.7%	54.6%	

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All Manf, All OEM Cd, All SGrp

	From	1/01/24	1/01/24	1/01/24	1/01/24
	To	1/31/24	1/31/24	1/31/24	1/31/24
		Sales	Cost	Gross	GP %
Counter Retail Sales		15032.60	10530.87	4501.73	29.9
Counter Internal Sales		765.50	620.00	145.50	19.0
Counter Wholesale Sales		11802.63	8959.28	2843.35	24.1
Total Counter Sales		27600.73	20110.15	7490.58	27.1
RO Customer Pay Sales		97222.30	63007.61	34214.69	35.2
RO Internal Pay Sales		29819.61	20454.01	9365.60	31.4
RO Warranty Sales		36148.39	23291.22	12857.17	35.6
RO Service Contract Sales		8685.46	5509.42	3176.04	36.6
Total RO Sales		171875.76	112262.26	59613.50	34.7
Total Sales		199476.49	132372.41	67104.08	33.6
Total Returns		-2453.50	-1702.03	-751.47	-30.6
Total Net Sales		197022.99	130670.38	66352.61	33.7

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ROCHESTER TOYOTA
Stock Order Analysis

2/08/24 16:29:24

From 1/01/24 to 1/31/24 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	511	2306	22629.40	41547.10
Stock Orders Received	513	2294	20963.19	39119.90
Special Orders Placed	635	1456	65617.18	89435.33
Special Orders Received	617	1359	57705.72	79675.20
Parts Canceled	24	33	5564.03	6854.02
Factory Returns				
Core Returns				
Parts On Order		9	9471.33	9475.16
Parts On Backorder		111	8312.54	9601.12
Parts Referred				

Stock Order Criteria

Daily Demand:

percent of recent days demand

Days Supply:

percent of previous days demand
Based on demand of days

TV NON STOCK PARTS

Demand Days Supply Reorder Point

021	3	35	32
41	12	25	22
131	35	18	15
361	100	14	12
101	500	10	8
501	999999	8	6

Do not order if less than days in inventory

OK

Exit

Cancel

TV NON STOCK PARTS

Evaluate for phase-in/phase-out **A**

A period equals **10** days.

To phase in, a part must have a demand of **1** or more in any **3** period(s) out of the last **365** days.

To phase out, a part must have no demand in the last **270** days.

OK

Exit

Cancel