

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	12096	86.2%	62867	288875.28	53.2%	3485145.84
AUTOMATIC PHASEOUT (AP) PARTS	354	2.5%	552	48310.85	8.9%	510710.92
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	207.75
MANUAL ORDER (MO) PARTS	10	0.0%	55	225.50	0.0%	2112.53
NON-STOCK (NS) PARTS	1338	9.5%	2045	193725.83	35.7%	1861562.07
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	0	0.0%	0	0.00	0.0%	2468.74
SOLD NOT STOCKED	221	1.8%	293	11080.08	2.2%	150236.28
TOTAL COST OF SALES	14019	100.0%	65812	542217.54	100.0%	6012444.13
LOST SALES (MEMO)	184		241	14331.07		130113.04
CREDIT/RETURNS (MEMO)	272		408	27361.01		205517.45
UNUSUAL SALES (MEMO)	0		0	0.00		2163.89

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3358	10.8%	27343	309306.42	44.5%
AUTOMATIC PHASEOUT (AP) PARTS	3902	12.5%	5485	187700.49	27.0%
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	134	549.40	0.0%
NON-STOCK (NS) PARTS	23754	76.5%	3326	196908.86	28.3%
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	3	0.2%	1	230.00	0.2%
TOTAL INVESTMENT	31020	100.0%	36289	694695.17	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	35		119	5043.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4167	13.4%	13.4%	297817.57	42.8	42.8%
1-3 MONTHS	7110	22.9%	36.3%	189384.57	27.2	70.0%
4-6 MONTHS	4342	13.9%	50.2%	86216.73	12.4	82.4%
7-9 MONTHS	3273	10.5%	60.7%	78625.32	11.3	93.7%
10-12 MONTHS	2997	9.6%	70.3%	42650.98	6.1	99.8%
13-24 MONTHS	8743	28.1%	98.4%	0.00	0.0	99.8%
25 MONTHS OR MORE	388	1.6%	100.0%	0.00	0.2	100.0%

MONTHLY ANALYSIS
STORE 01 BRANCH 01 TOYOTA WALNUT CREEK MM/YY 12/23
SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	3484	87.7%	8161	358842.29	54.9%	
STOCK ORDER - BACKORDER	197	4.9%	2839	206137.55	31.5%	
STOCK ORDER - CROSS SHIP	12	0.3%	31	1417.37	0.2%	
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	47	1.1%	55	20574.48	3.1%	
CUSTOMER ORDER - BACKORDER	232	5.8%	298	65694.38	10.0%	
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	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	3972	100.0%	11384	652666.07	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1066	26.2%	11039	159377.01	32.4%	2966709.69
STOCK ORDER - BACKORDER	-12	0.0%	-12	-134.52	0.0%	-19463.47
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-260.53
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	3002	74.0%	3931	333226.45	67.8%	2651165.68
CUSTOMER ORDER - BACKORDER	-1	0.0%	-1	-1114.89	0.0%	-11902.18
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1305.91
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	4055	100.0%	14957	491354.05	100.0%	5584943.28
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1148	24.8%	12305	179786.81	32.9%	2697786.95
STOCK ORDER - BACKORDER	36	0.7%	136	5453.59	0.9%	373487.24
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	7.55
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	2755	59.5%	3775	285671.18	52.3%	2254286.68
CUSTOMER ORDER - BACKORDER	225	4.8%	291	52981.93	9.7%	429638.87
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	461	10.2%	5141	21556.62	4.2%	218764.35
TOTAL RECEIPTS	4625	100.0%	21648	545450.13	100.0%	5973971.64
PURCHASES DISCOUNT	25		432	38.24		-8417.50

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1370	21	205.63	18954.08
DELETED PARTS	1393	0	0.00	3341.59
MINUS ADJUSTMENTS	145	-278	-24569.55	-398268.80
PLUS ADJUSTMENTS	98	42397	42582.60	543263.87
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-13778.80
RETURNED PARTS	0	0	0.00	-46618.37
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2782	24	-582.77	-935.32
COST PRICE ADJUSTMENTS	48	-1618	5522.62	482.07
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	5836	40546	23158.53	106440.32

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	25427	15415	5980.95	16078.34
APPRECIATION - MANUAL UPDATE	15	406	76.01	1843.36
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TOTAL APPRECIATION	25442	15821	6056.96	17921.70
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FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	0	0.00	280.01
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TOTAL FIRST PRICING	2	0	0.00	280.01
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TOTAL APPRECIATION/FIRST PRICING	25444	15821	6056.96	18201.71

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	31000	38148	661975.04	623526.39
CLOSING INVENTORY	31020	36289	694695.17	694695.17
PERCENT OF CHANGE	0.1%	-4.8%	4.9%	11.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	25844	0	0.00
NO COST	10	2	0.00
NO FACTORY RECORD	389	10286	45581.38
NO SERVICE	69	11	1324.18
MINUS ON HAND	29	-52	-1766.02
PHASED IN	344	468	17046.28
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1335	736	36352.88

BUSINESS RATIOS	
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LEVEL OF SERVICE	97.8%
STOCK ORDER PERFORMANCE	49.3%
GROSS TURNOVER RATE	9.3
TRUE TURNOVER RATE	4.8