

1/24

	Value
(1)Idle Parts Total	44631.91
(2)Current Parts Total	268013.71
(3)Total Parts	312645.62
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	14.28%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	4667
(2)Total Other	35
(3)Total Quantity Sold	4702
Off the Shelf Fill Rate (1)/(3)	99.2%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	192017.00
(3) Annualized Stock Orders	2260808.16
(4) Inventory Value	312645.62
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.23

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	2	161.38	2-	161.38-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	12	853.16	16	996.35

Parts Without Cost

	Part Numbers
Total Parts Without Cost	91

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00

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1/24

G25) TOE CORP  
Inventory Analysis Month End Jan 2024

2/19/24  
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All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	10.9	376	1024	34799
Active Parts: With Excess Stock	39.2	739	12018	124835
Active Parts: Understocked	1.2	46	201	3889
Active Parts: To Phase Out	.0	0	0	0
Total Active Parts	51.4	1161	13243	163522
Superceded With On Hand	.7	29	1301	2095
Inactive With On Hand	48.0	1597	9983	152618
Total Inventory To Sell	100.0	2787	24527	318235
Cores on Hand		12	16	4905
Negative On Hand		17	-30	-406
Total of Inventory		2816	24513	322735
Parts on Open Repair Orders		68	106	4478
Value of Inventory		2884	24619	327213
Not on Factory Master		3232	6487	35881
Parts Without Cost		154	498	0

*Current*

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	461	17.1	17.1	33334	10.3	10.3
2023 February or Older	609	22.5	39.6	36564	11.3	21.6
2023 March	45	1.7	41.3	4568	1.4	23.0
2023 April	52	1.9	43.2	3012	.9	23.9
2023 May	55	2.0	45.2	4037	1.2	25.2
2023 June	68	2.5	47.7	5813	1.8	27.0
2023 July	76	2.8	50.5	5248	1.6	28.6
2023 August	56	2.1	52.6	2903	.9	29.5
2023 September	79	2.9	55.5	8013	2.5	32.0
2023 October	87	3.2	58.7	11099	3.4	35.4
2023 November	132	4.9	63.6	15091	4.7	40.1
2023 December	179	6.6	70.3	19638	6.1	46.1
2024 January	324	12.0	82.2	48718	15.0	61.2
2024 February	480	17.8	100.0	125740	38.8	100.0
Totals	2703	100.0		323778	100.0	
Cores With On Hand	12			2355		

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From 1/01/24 to 1/31/24 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	16	76	3211.76
Manual Decreases	9	-63	-2876.74
Net Manual Adjustments	25	13	335.02
Physical Inventory Increases	13	52	407.98
Physical Inventory Decreases	5	-17	-112.15
Net Physical Inventory Adjustments	18	35	295.83
LIFO Increases	11	14	127.04
LIFO Decreases	10	184	-683.66
Net LIFO Adjustments	21	198	-556.62

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All Manf, All Stocking Groups  
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Changes to Status:				Phase-In	Phase-Out
February	2024			28	222
October	2023	To January	2024	43	18
July	2023	To October	2023	44	21
April	2023	To July	2023	50	1211
January	2023	To April	2023	49	15
October	2022	To January	2023	43	13
October	2022	and Older		469	430

Inactive Parts to Phase-In	
Parts to Phase-Out	39
Parts Excluded From Phase-In	26
Non-Stocked Parts with On Hand	1617
Superceded Parts with On Hand	26
Active Parts with No Sales	4

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		207238.79	119623.58	87615.21	42.3
Sales Filled By NG		24159.56	14925.32	9234.24	38.2
Sales Filled By EP		16077.43	7624.26	8453.17	52.6
Sales Filled By SO		76325.78	51429.95	24895.83	32.6
Total Sales		323801.56	193603.11	130198.45	40.2
Returns To Inventory		-6137.64	-4537.47	-1600.17	-26.1
Returns Not To Inventory		-50.00	-.02	-49.98	-100.0
Total Returns		-6187.64	-4537.49	-1650.15	-26.7
Net Sales		317613.92	189065.62	128548.30	40.5
Filled From Shelf-Counter		27.8%	25.5%	35.0%	
Filled From Shelf-Service		79.1%	79.7%	78.2%	
Filled Same Day--Counter		28.1%	25.8%	35.4%	
Filled Same Day--Service		84.8%	84.5%	85.3%	

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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	13650.02	8439.88	5210.14	38.2
Counter Internal Sales	1638.28	1206.59	431.69	26.4
Counter Wholesale Sales	32708.44	26815.78	5892.66	18.0
Total Counter Sales	47996.74	36462.25	11534.49	24.0
RO Customer Pay Sales	142614.53	79958.25	62656.28	43.9
RO Internal Pay Sales	25462.80	13124.44	12338.36	48.5
RO Warranty Sales	77661.70	44931.10	32730.60	42.1
RO Service Contract Sales	30065.79	19127.07	10938.72	36.4
Total RO Sales	275804.82	157140.86	118663.96	43.0
Total Sales	323801.56	193603.11	130198.45	40.2
Total Returns	-6187.64	-4537.49	-1650.15	-26.7
Total Net Sales	317613.92	189065.62	128548.30	40.5

Stk group 100

Stock Order Criteria

TOYOTA 0-2

Daily Demand: 70 percent of recent 30 days demand

30 percent of previous 365 days demand

Days Supply: Based on demand of 270 days

	Demand	Days Supply	Reorder Point
0 To	3	20	10
4 To	12	21	15
13 To	35	21	15
36 To	100	21	15
101 To	500	25	15
501 To	99999	25	15

Do not order if less than 5 days in inventory

SK Group 100

**Phase In/Phase Out Criteria**

**TOYOTA 0-2**

Evaluate for phase-in/phase-out

A period equals  days.

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

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