

03/11/2024

10:54:22

MONTHLY ANALYSIS

STORE 01 BRANCH 06 KENDALL TOYOTA EUGEN MM/YY 2/24

SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7716	87.6%	18027	179767.08	57.0%	338905.91
AUTOMATIC PHASEOUT (AP) PARTS	153	1.7%	246	12252.68	3.8%	32068.41
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	4	0.0%	18	33.93	0.0%	60.21
NON-STOCK (NS) PARTS	800	9.0%	1253	105410.39	33.4%	236752.08
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%	0.00
SOLD NOT STOCKED	129	1.7%	220	17790.65	5.8%	26041.22
TOTAL COST OF SALES	8802	100.0%	19764	315254.73	100.0%	633827.83
LOST SALES (MEMO)	87		102	9560.98		16975.23
CREDIT/RETURNS (MEMO)	140		249	13184.58		28375.37
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2335	14.2%	19319	220401.83	68.4%
AUTOMATIC PHASEOUT (AP) PARTS	1777	10.8%	2268	39138.47	12.1%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	5	0.0%	84	217.08	0.0%
NON-STOCK (NS) PARTS	12281	74.8%	1161	62174.66	19.3%
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	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	16398	100.0%	22832	321932.04	100.0%
DIRTY CORE INVENTORY	16		139	1425.00	
NEW CORE INVENTORY	27		29	7452.50	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2784	16.9%	16.9%	187383.67	58.2	58.2%
1-3 MONTHS	4393	26.7%	43.6%	80335.57	24.9	83.1%
4-6 MONTHS	3571	21.7%	65.3%	24199.32	7.5	90.6%
7-9 MONTHS	3042	18.5%	83.8%	13108.12	4.0	94.6%
10-12 MONTHS	2383	14.5%	98.3%	8285.89	2.5	97.1%
13-24 MONTHS	178	1.0%	99.3%	7252.52	2.2	99.3%
25 MONTHS OR MORE	47	0.7%	100.0%	1366.95	0.7	100.0%

03/11/2024

10:54:22

MONTHLY ANALYSIS

STORE 01 BRANCH 06 KENDALL TOYOTA EUGEN MM/YY 2/24

SUMMARY

OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	352	71.5%	642	24475.63	47.9%
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
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	140	28.4%	167	26586.34	52.0%
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
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	0.1%	0	0.00	0.1%
TOTAL OUTSTANDING ORDERS	492	100.0%	809	51061.97	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	661	27.8%	2271	37773.85	18.3%	89725.74
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	1714	72.1%	2528	167967.07	81.6%	600717.14
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	2375	100.0%	4799	205740.92	100.0%	690442.88
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	774	28.3%	15590	154537.15	44.7%	305272.29
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	1734	63.6%	2558	168212.58	48.7%	585949.29
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	25	0.9%	142	949.03	0.2%	12294.05
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	193	7.2%	294	21624.92	6.4%	39126.93
TOTAL RECEIPTS	2726	100.0%	18584	345323.68	100.0%	942642.56
PURCHASES DISCOUNT	19		24	-664.90		-58513.94

03/11/2024

10:54:22

MONTHLY ANALYSIS

STORE 01 BRANCH 06 KENDALL TOYOTA EUGEN MM/YY 2/24

SUMMARY

ADDS/DELETES/ADJUSTS

PARTS

PIECES

MTD

YTD

	PARTS	PIECES	MTD	YTD
ADDED PARTS	1239	3	22.65	22.65
DELETED PARTS	1335	4	1148.00	1148.00
MINUS ADJUSTMENTS	205	-1015	-14561.33	-24291.71
PLUS ADJUSTMENTS	222	2057	17943.35	26351.40
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	184	-251	-19648.49	-237469.05
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	276	-2	-41.69	-1006.37
COST PRICE ADJUSTMENTS	33	-542	-84.49	-30648.73
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3494	254	-15222.00	-265893.81

APPRECIATION/FIRST PRICING

PARTS

PIECES

MTD

YTD

	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	23	6	21.00	102027.87
APPRECIATION - MANUAL UPDATE	36	162	257.35	-1621349.03
TOTAL APPRECIATION	59	168	278.35	-1519321.16
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	59	168	278.35	-1519321.16

OPENING/CLOSING SUMMARY

PARTS

PIECES

MTD

YTD

	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	16497	23038	307111.53	1855158.68
CLOSING INVENTORY	16398	22832	321932.04	321932.04
PERCENT OF CHANGE	-0.5%	-0.8%	4.8%	-82.5%

MISCELLANEOUS

PARTS

PIECES

EXT VALUE

	PARTS	PIECES	EXT VALUE
OUT OF STOCK	13639	0	0.00
NO COST	5	0	0.00
NO FACTORY RECORD	697	7013	83831.44
NO SERVICE	11	4	564.13
MINUS ON HAND	0	0	0.00
PHASED IN	126	218	4041.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1104	150	6586.57

BUSINESS RATIOS

LEVEL OF SERVICE	97.3%
STOCK ORDER PERFORMANCE	14.1%
GROSS TURNOVER RATE	8.9
TRUE TURNOVER RATE	4.5