

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	10,425		12,384		255,622.09	
Active Parts	3,062	29.37	10,220	82.52	210,931.04	82.51
NS Parts	6,358	60.98	509	4.11	9,991.22	3.90
MO Parts	86	0.82	5	0.04	1.42	0.00
AP Parts	901	8.64	1,644	13.27	34,251.36	13.39
DP Parts	6	0.05	6	0.04	447.05	0.17
SP Parts						
DEL Parts	12	0.11				
Parts With No Cost	475	4.55	9	0.07		
Parts With Negative On-Hand	19	0.18	34		-1,731.95	
Core/Exchange	12	0.11	12	0.09	855.00	
Memos On File	2,171					
Parts Added	617	5.91	71	0.57	1,624.65	0.63
Active Parts	3	0.48	3	4.22	106.85	6.57
NS Parts	569	92.22	60	84.50	1,501.80	92.43
MO Parts						
AP Parts	45	7.29	8	11.26	16.00	0.98
DP Parts						
SP Parts						
Parts & Memos Deleted	438					
Inventory Movement - Sales						
0 to 3 Months	2,760	26.47	9,742	78.66	177,565.58	69.46
4 to 6 Months	1,270	12.18	663	5.35	25,050.20	9.79
7 to 12 Months	1,858	17.82	1,434	11.57	37,392.99	14.62
Over 12 Months	1,421	13.63	349	2.81	10,456.02	4.09
New Parts No Sales	3,116	29.88	196	1.58	5,157.30	2.01
Inventory Movement - Receipts						
0 to 3 Months	2,753	26.40	9,072	73.25	187,861.80	73.49
4 to 6 Months	1,287	12.34	1,342	10.83	24,314.00	9.51
7 to 12 Months	1,630	15.63	565	4.56	23,034.80	9.01
Over 12 Months	1,677	16.08	1,405	11.34	20,411.49	7.98
New Parts No Receipts	3,078	29.52				
Outstanding Orders	104	0.99	221		18,569.55	
Stockorders	32	30.76	73	33.03	2,499.80	13.46
Supplemental Orders						
Customer Orders	32	30.76	43	19.45	6,271.31	33.77
Backorders	42	40.38	105	47.51	9,798.44	52.76
Stockorder Backorders	28	26.92	78	35.29	6,213.06	33.45
Supplemntl Backorders						
Customer Backorders	17	16.34	27	12.21	3,585.38	19.30
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	1,197	11.48	10,086		177,646.54		5,774
Regular	1,196	99.91	10,081	99.95	177,646.54	100.00	5,769
No History	5	0.41	5	0.04			5
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	11	0.10	15		1,464.05		13
Return Sales	183	1.75	838		15,994.53		298
Regular	183	100.00	838	100.00	15,994.53	100.00	298
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	999	9.58	9,412		173,693.35		1,901
Stockorders	513	51.35	4,621	49.09	78,756.27	45.34	1,252
Supplemental Orders							
Customer Orders	382	38.23	770	8.18	48,621.48	27.99	418
Emergency Purchases	62	6.20	89	0.94	3,851.37	2.21	79
Other Receipts	98	9.80	3,932	41.77	42,464.23	24.44	152
Overages							
Net Adjustments	31	0.29	680		-43,568.16		32
Plus	2	6.45	6	0.88	60.54		2
Minus	29	93.54	674	99.11	-43,628.70		30
Factory Returns							
Net Appreciation	6	0.05	17	0.13	604.64		23
Positive	5	83.33	16	94.11	606.24		21
Negative	1	16.66	1	5.88	-1.60		2
Parts Updated With Cost	9	0.08					9
Parts With Comments	185						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			22		2,050.07		16
Lost Sales							
Return Sales			1		50.00		1

Grand Total

	FEBRUARY 2024	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	10,425	20,671	10,336	119,228	9,936
Parts Pieces	12,384	25,259	12,630	153,844	12,820
Parts Cost	255,622.09	506,180.46	253,090.23	2,966,983.65	247,248.64
Parts With Negative OH	-1,731.95	-2,978.11	-1,489.06	-6,169.55	-514.13
Core/Exchange	855.00	1,710.00	855.00	13,515.00	1,126.25
Gross Sales	177,646.54	388,504.15	194,252.08	2,407,651.51	200,637.63
Net Sales	161,652.01	352,218.25	176,109.13	2,153,523.16	179,460.26
Lost Sales	1,464.05	1,824.37	912.19	131,771.64	10,980.97
Outstanding Orders	18,569.55	36,149.84	18,074.92	157,883.81	13,156.98
Total Receipts	173,693.35	384,643.70	192,321.85	2,258,076.02	188,173.00
Customer Orders	48,621.48	106,739.51	53,369.76	618,647.33	51,553.94
Emergency Purchases	3,851.37	7,965.88	3,982.94	106,859.98	8,905.00
Net Adjustments	-43,568.16	-54,180.48	-27,090.24	-64,223.21	-5,351.93
Net Appreciation	604.64	471.87	235.94	7,237.87	603.16
NS Parts					
Number of Parts	6,358	12,587	6,294	72,042	6,004
Parts Pieces	509	1,001	501	2,581	215
Parts Cost	9,991.22	20,320.53	10,160.27	87,154.27	7,262.86
Gross Sales	32,950.57	75,937.19	37,968.60	549,333.10	45,777.76
Net Sales	29,693.15	67,712.89	33,856.45	494,590.43	41,215.87
Lost Sales	1,153.76	1,370.90	685.45	3,650.56	304.21
Outstanding Orders	8,765.08	13,589.17	6,794.59	57,802.52	4,816.88
Receipts	35,668.58	82,137.84	41,068.92	563,304.05	46,942.00
Inventory Movement - Sales					
0 to 3 Months	177,565.58	350,818.06	175,409.03	2,201,095.10	183,424.59
4 to 6 Months	25,050.20	51,828.11	25,914.06	374,703.31	31,225.28
7 to 12 Months	37,392.99	75,858.03	37,929.02	306,401.60	25,533.47
Over 12 Months	10,456.02	16,358.28	8,179.14	35,748.60	2,979.05
New Parts No Sales	5,157.30	11,317.98	5,658.99	49,035.04	4,086.25
Non-Productive Parts					
Excess Stock MNS < 12	70,404.05	141,089.91	70,544.96	855,458.65	71,288.22
Stock MNS > 11	14,193.63	25,060.19	12,530.10	55,778.53	4,648.21
NS Parts Not Sold	6,745.80	10,225.58	5,112.79	45,495.23	3,791.27
New Obsolescence					
Stock 9 Months	9,265.34	12,832.93	6,416.47	53,823.41	4,485.28
NS Parts 2 Months	4,303.55	7,169.65	3,584.83	30,451.45	2,537.62
Early Phase In					
NS Parts With YRSL > 2	1,594.46	3,211.90	1,605.95	8,497.78	708.15
True Turn	5.13		5.63		5.78
Purchase to Stock Ratio					
By Number of Parts	55.55		54.57		51.35
By Piece	90.87		91.49		90.62
By Cost	69.78		70.17		67.87
Sales Closing Ratio					
By Number of Parts	98.92		98.73		94.20
By Piece	99.83		99.77		97.21
By Cost	99.10		99.48		94.23
Demand Filled from Stock Ratio					
By Number of Parts	55.60		51.94		46.93
By Piece	90.56		90.64		87.97
By Cost	66.93		67.08		62.48
NS Parts Sales Efficiency	92.37		92.45		97.51

Grand Total

	JANUARY 2024	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2023	JUNE 2023
Number of Parts	10,246	9,538	9,542	9,478	9,563	9,596
Parts Pieces	12,875	12,514	12,161	13,143	12,480	13,630
Parts Cost	250,558.37	251,164.52	246,313.43	246,480.50	239,541.83	251,977.28
Parts With Negative OH	-1,246.16	0.00	0.00	0.00	0.00	0.00
Core/Exchange	855.00	1,140.00	1,215.00	1,215.00	1,065.00	1,140.00
Gross Sales	210,857.61	194,954.89	178,817.19	199,978.99	215,354.50	198,822.38
Net Sales	190,566.24	172,268.41	156,937.50	176,516.56	185,968.92	177,556.04
Lost Sales	360.32	19,528.25	22,190.07	29,266.84	29,556.47	18,357.90
Outstanding Orders	17,580.29	9,788.44	10,506.59	2,101.12	8,437.47	13,259.04
Total Receipts	210,950.35	190,403.02	155,150.21	183,149.22	183,412.55	195,548.13
Customer Orders	58,118.03	59,677.15	47,778.84	42,814.25	53,146.73	47,448.30
Emergency Purchases	4,114.51	6,283.43	11,445.04	13,101.69	16,872.93	11,996.33
Net Adjustments	-10,612.32	1,427.67	1,470.59	335.16	1,214.90	1,649.48
Net Appreciation	-132.77	271.47	499.79	-184.11	-17.68	279.32
NS Parts						
Number of Parts	6,229	5,790	5,768	5,703	5,734	5,720
Parts Pieces	492	20	14	25	16	17
Parts Cost	10,329.31	4,350.73	3,370.85	2,537.44	2,648.67	2,202.39
Gross Sales	42,986.62	60,548.65	42,169.37	40,685.29	52,282.15	45,672.36
Net Sales	38,019.74	50,712.27	37,358.18	39,676.56	49,233.43	44,085.99
Lost Sales	217.14	266.00	101.81	13.19	11.96	98.74
Outstanding Orders	4,824.09	2,352.79	2,221.39	137.09	2,516.47	7,294.28
Receipts	46,469.26	56,799.63	40,813.39	43,348.63	53,642.42	48,264.19
Inventory Movement - Sales						
0 to 3 Months	173,252.48	202,150.63	192,077.94	195,067.91	192,290.41	206,178.81
4 to 6 Months	26,777.91	31,048.73	35,309.17	33,292.72	29,565.56	26,801.98
7 to 12 Months	38,465.04	12,574.91	15,241.46	16,095.23	15,677.55	17,044.06
Over 12 Months	5,902.26	714.90	401.00	197.69	496.18	97.84
New Parts No Sales	6,160.68	4,675.35	3,283.86	1,826.95	1,512.13	1,854.59
Non-Productive Parts						
Excess Stock MNS < 12	70,685.86	76,112.80	74,332.72	73,643.13	74,846.79	82,248.24
Stock MNS > 11	10,866.56	1,115.90	639.26	930.73	765.30	131.29
NS Parts Not Sold	3,479.78	1,697.90	2,488.29	1,412.54	1,831.53	687.66
New Obsolescence						
Stock 9 Months	3,567.59	3,732.76	1,757.46	2,206.23	3,280.55	2,974.62
NS Parts 2 Months	2,866.10	1,397.60	2,379.40	666.35	1,831.53	687.66
Early Phase In						
NS Parts With YRSL > 2	1,617.44	0.00	0.00	0.00	0.00	756.00
True Turn	6.15	5.08	4.76	5.87	5.81	5.62
Purchase to Stock Ratio						
By Number of Parts	53.62	45.15	47.45	49.25	49.35	50.84
By Piece	92.03	88.81	91.18	92.31	91.59	94.24
By Cost	70.49	65.35	61.82	69.46	61.82	69.60
Sales Closing Ratio						
By Number of Parts	98.52	91.07	88.81	87.23	87.40	90.54
By Piece	99.71	94.71	93.70	93.18	92.36	95.54
By Cost	99.81	89.81	87.61	85.77	86.28	90.62
Demand Filled from Stock Ratio						
By Number of Parts	48.00	42.51	44.31	42.25	44.71	46.90
By Piece	90.71	84.06	86.16	85.31	85.22	89.50
By Cost	67.21	55.42	54.54	58.60	53.79	60.28
NS Parts Sales Efficiency	92.50	106.60	103.32	93.85	97.46	94.62

LEXINGTON TOYOTA PARTS
ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2023	AUGUST 2023	SEPTEMBER 2023	OCTOBER 2023	NOVEMBER 2023	DECEMBER 2023
Number of Parts	9,535	9,872	10,062	10,263	10,268	10,378
Parts Pieces	12,999	13,079	12,381	13,852	12,784	12,076
Parts Cost	247,159.26	239,224.19	240,137.72	246,088.35	249,198.04	254,682.59
Parts With Negative OH	0.00	-.01	-16.04	-1,419.70	-776.49	-979.20
Core/Exchange	1,140.00	1,215.00	1,215.00	1,215.00	1,260.00	1,125.00
Gross Sales	186,845.47	216,818.52	178,350.98	261,035.05	187,804.66	195,319.62
Net Sales	169,711.02	195,444.63	152,546.80	230,327.42	175,212.25	181,083.77
Lost Sales	25,547.56	1,125.68	676.97	1,466.91	847.96	910.91
Outstanding Orders	13,644.34	13,984.56	8,593.73	16,653.83	22,264.19	12,289.10
Total Receipts	165,965.78	194,213.80	156,443.46	246,304.13	192,881.34	200,363.70
Customer Orders	47,925.60	74,097.17	42,719.96	55,873.67	50,885.92	49,217.38
Emergency Purchases	10,525.15	10,142.42	6,073.26	4,558.03	9,143.24	5,036.01
Net Adjustments	726.00	-1,622.47	-2,211.40	-2,410.56	-7,007.09	-2,187.34
Net Appreciation	3,519.23	174.24	-221.75	-107.33	65.72	2,758.57
NS Parts						
Number of Parts	5,650	6,039	6,096	6,318	6,204	6,223
Parts Pieces	26	103	258	287	346	488
Parts Cost	3,683.45	6,264.24	14,795.45	10,327.53	8,245.96	12,757.76
Gross Sales	47,662.48	66,173.16	41,542.46	54,956.31	38,878.65	43,373.68
Net Sales	43,037.88	56,771.44	32,018.38	47,744.82	36,463.56	40,487.30
Lost Sales	144.69	300.30	261.88	362.61	562.53	421.95
Outstanding Orders	6,859.77	6,297.43	2,162.47	4,517.50	9,856.27	2,350.68
Receipts	48,355.43	63,782.08	41,855.62	52,957.17	39,136.56	49,010.72
Inventory Movement - Sales						
0 to 3 Months	195,592.33	182,980.07	169,079.58	169,753.39	168,499.09	178,757.51
4 to 6 Months	33,454.30	30,669.00	37,367.67	33,419.31	34,562.09	28,433.40
7 to 12 Months	15,523.42	21,099.31	26,103.45	32,672.79	34,902.41	36,183.89
Over 12 Months	15.10	641.90	1,490.64	3,508.66	6,197.33	6,343.98
New Parts No Sales	2,574.11	3,833.91	6,096.38	6,734.20	5,037.12	4,963.81
Non-Productive Parts						
Excess Stock MNS < 12	77,135.66	68,050.18	60,775.47	67,295.26	68,870.87	67,170.42
Stock MNS > 11	93.47	1,133.82	3,192.38	6,466.22	8,491.71	8,874.16
NS Parts Not Sold	1,476.08	1,292.72	11,356.51	5,051.67	5,393.03	4,279.62
New Obsolescence						
Stock 9 Months	3,611.19	3,365.36	3,633.04	6,333.34	5,750.13	8,078.56
NS Parts 2 Months	276.06	443.52	9,406.26	2,359.75	2,510.52	2,720.75
Early Phase In						
NS Parts With YRSL > 2	0.00	11.37	747.43	1,139.97	549.94	2,081.17
True Turn	5.40	5.58	5.18	8.28	5.55	5.98
Purchase to Stock Ratio						
By Number of Parts	52.17	43.85	53.07	52.41	51.23	58.22
By Piece	90.86	87.57	84.12	92.19	88.67	90.88
By Cost	64.78	56.62	68.81	75.46	68.87	72.92
Sales Closing Ratio						
By Number of Parts	89.99	97.93	98.42	98.01	97.97	98.65
By Piece	94.16	99.59	99.70	99.61	99.54	99.73
By Cost	86.91	99.42	99.55	99.36	99.51	99.49
Demand Filled from Stock Ratio						
By Number of Parts	49.42	42.34	46.44	45.43	45.91	54.07
By Piece	86.25	87.03	84.68	90.62	88.57	91.07
By Cost	56.98	56.57	67.71	73.29	65.42	69.68
NS Parts Sales Efficiency	98.56	103.74	99.25	103.77	99.34	88.49