

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	20153	80.0%	26238	629458.77	69.3%	1825531.12
AUTOMATIC PHASEOUT (AP) PARTS	153	0.6%	214	13855.33	1.5%	47175.51
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	3590	14.2%	19625	70166.04	7.7%	203820.66
NON-STOCK (NS) PARTS	1081	4.2%	1641	174247.37	19.2%	506516.89
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	3	0.0%	9	176.20	0.0%	3105.17
SOLD NOT STOCKED	207	1.0%	241	19325.76	2.3%	49488.41
TOTAL COST OF SALES	25187	100.0%	47968	907229.47	100.0%	2635637.76
LOST SALES (MEMO)	362		449	73952.17		108953.15
CREDIT/RETURNS (MEMO)	217		280	19101.28		64512.84
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4993	18.1%	45046	683601.84	74.8%
AUTOMATIC PHASEOUT (AP) PARTS	1853	6.7%	2094	98238.02	10.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	69	0.2%	7661	36837.92	4.0%
NON-STOCK (NS) PARTS	20649	74.8%	1622	92552.07	10.1%
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	9	0.2%	11	1686.13	0.4%
TOTAL INVESTMENT	27573	100.0%	56434	912915.98	100.0%
DIRTY CORE INVENTORY	7		7	2695.00	
NEW CORE INVENTORY	41		52	3060.08	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4282	15.5%	15.5%	501806.17	54.9	54.9%
1-3 MONTHS	6321	22.9%	38.4%	260112.54	28.4	83.3%
4-6 MONTHS	4131	14.9%	53.3%	92255.57	10.1	93.4%
7-9 MONTHS	3189	11.5%	64.8%	42356.66	4.6	98.0%
10-12 MONTHS	2585	9.3%	74.1%	6995.44	0.7	98.7%
13-24 MONTHS	6935	25.1%	99.2%	7524.82	0.8	99.5%
25 MONTHS OR MORE	130	0.8%	100.0%	1864.78	0.5	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	160	44.6%	1489	94062.30	56.2%	
STOCK ORDER - BACKORDER	2	0.5%	5	1078.95	0.6%	
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	195	54.4%	216	72013.21	43.0%	
CUSTOMER ORDER - BACKORDER	1	0.2%	1	136.00	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	0.3%	0	0.00	0.2%	
<b>TOTAL OUTSTANDING ORDERS</b>	<b>358</b>	<b>100.0%</b>	<b>1711</b>	<b>167290.46</b>	<b>100.0%</b>	

  

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2922	58.0%	13999	381069.10	57.8%	928983.64
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	2115	41.9%	2974	277789.10	42.1%	767050.58
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
<b>TOTAL PROCESSED ORDERS</b>	<b>5037</b>	<b>100.0%</b>	<b>16973</b>	<b>658858.20</b>	<b>100.0%</b>	<b>1696034.22</b>
FORCED ORDERS	8		213	1793.66		7943.44

  

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3629	59.9%	43310	713403.94	71.6%	1976651.72
STOCK ORDER - BACKORDER	4	0.0%	5	72.50	0.0%	11356.74
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	2170	35.8%	3298	259737.33	26.0%	721034.95
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	543.77
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	13	0.2%	19	2004.07	0.2%	3309.50
OTHER ORDERS	233	4.1%	266	20549.91	2.2%	52280.52
<b>TOTAL RECEIPTS</b>	<b>6049</b>	<b>100.0%</b>	<b>46898</b>	<b>995767.75</b>	<b>100.0%</b>	<b>2765177.20</b>
PURCHASES DISCOUNT	7		5	1154.84		2185.64

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## MONTHLY ANALYSIS

2213

STORE 01 BRANCH 01 ATLANTA TOYOTA INC. MM/YY 03/24

PAGE 3

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1400	0	0.00	281.90
DELETED PARTS	1215	0	0.00	0.00
MINUS ADJUSTMENTS	200	-3634	-32514.89	-81386.74
PLUS ADJUSTMENTS	125	1424	19848.68	60693.13
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	293	-462	-43162.41	-138821.07
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	683	-21	-2200.65	5636.63
COST PRICE ADJUSTMENTS	0	-1177	-1775.70	-5437.90
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3916	-3870	-59804.97	-159034.05
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	1367	6713	1594.10	1666.10
APPRECIATION - MANUAL UPDATE	5	40	-321.92	655.46
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TOTAL APPRECIATION	1372	6753	1272.18	2321.56
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	472.08
FIRST PRICING - MANUAL UPDATE	1	0	0.00	123.00
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TOTAL FIRST PRICING	1	0	0.00	595.08
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TOTAL APPRECIATION/FIRST PRICING	1373	6753	1272.18	2916.64
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	27345	60197	881755.65	937308.31
CLOSING INVENTORY	27573	56434	912915.98	912915.98
PERCENT OF CHANGE	0.8%	-6.2%	3.5%	-2.5%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	21440	0	0.00	
NO COST	20	10898	0.00	
NO FACTORY RECORD	652	11390	119000.69	
NO SERVICE	11	19	3354.83	
MINUS ON HAND	6	-12	-5491.54	
PHASED IN	360	323	17012.82	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1097	480	27998.50	
BUSINESS RATIOS				
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LEVEL OF SERVICE	95.9%			
STOCK ORDER PERFORMANCE	35.2%			
GROSS TURNOVER RATE	12.1			
TRUE TURNOVER RATE	9.3			