

04/30/2024

17:39:14

MONTHLY ANALYSIS

STORE 01 BRANCH 01 SIERRA TOYOTA MM/YY 04/24

2213

PAGE 55

SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3064	79.3%	7661	99638.84	50.3%	289555.44
AUTOMATIC PHASEOUT (AP) PARTS	55	1.4%	130	8499.50	4.2%	18576.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1	0.0%	1	9.67	0.0%	77.36
NON-STOCK (NS) PARTS	499	12.9%	694	71298.63	36.0%	235206.55
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	240	6.4%	312	18301.48	9.5%	58445.50
TOTAL COST OF SALES	3859	100.0%	8798	197748.12	100.0%	601861.72
LOST SALES (MEMO)	18		32	2539.52		17007.32
CREDIT/RETURNS (MEMO)	40		89	1754.31		7397.02
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1145	7.1%	10972	92671.53	77.0%
AUTOMATIC PHASEOUT (AP) PARTS	573	3.5%	846	10246.80	8.5%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	27	261.09	0.2%
NON-STOCK (NS) PARTS	14258	89.2%	555	17036.58	14.1%
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	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	15977	100.0%	12400	120216.00	100.0%
DIRTY CORE INVENTORY	19		28	9270.00	
NEW CORE INVENTORY	3		3	1500.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1171	7.3%	7.3%	81758.01	68.0	68.0%
1-3 MONTHS	2235	13.9%	21.2%	22110.30	18.3	86.3%
4-6 MONTHS	1681	10.5%	31.7%	6317.62	5.2	91.5%
7-9 MONTHS	1600	10.0%	41.7%	2954.82	2.4	93.9%
10-12 MONTHS	1229	7.6%	49.3%	1346.90	1.1	95.0%
13-24 MONTHS	4815	30.1%	79.4%	2924.25	2.4	97.4%
25 MONTHS OR MORE	3246	20.6%	100.0%	2804.10	2.6	100.0%

5,728.35

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OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	7	13.7%	22	4264.14	46.7%
STOCK ORDER - BACKORDER	11	21.5%	33	1075.69	11.7%
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	12	23.5%	32	1024.00	11.2%
CUSTOMER ORDER - BACKORDER	21	41.1%	55	2756.48	30.2%
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	0.2%
TOTAL OUTSTANDING ORDERS	51	100.0%	142	9120.31	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	361	39.7%	2960	93078.60	58.2%	255602.88
STOCK ORDER - BACKORDER	-2	0.0%	-7	-200.90	0.0%	-327.50
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	553	60.9%	934	67048.57	41.9%	238264.12
CUSTOMER ORDER - BACKORDER	-4	0.0%	-2	-200.00	0.0%	-1834.09
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	908	100.0%	3885	159726.27	100.0%	491705.41
FORCED ORDERS	2		4	60.34		454.57

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	444	34.6%	6124	102740.91	51.4%	295229.73
STOCK ORDER - BACKORDER	29	2.2%	1123	8922.89	4.4%	27377.45
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	467	36.4%	800	52014.93	26.0%	181960.68
CUSTOMER ORDER - BACKORDER	75	5.8%	103	13567.22	6.7%	52856.88
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	266	21.0%	358	22302.09	11.5%	67237.61
TOTAL RECEIPTS	1281	100.0%	8508	199548.04	100.0%	624662.35
PURCHASES DISCOUNT	29		101	-2582.02		-4241.26

04/30/2024

17:39:14

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2213

PAGE 57

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	511	0	0.00	0.00
DELETED PARTS	469	0	0.00	0.00
MINUS ADJUSTMENTS	8	-72	-1680.29	-2642.13
PLUS ADJUSTMENTS	7	308	1305.29	4322.68
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	30	-35	-2613.48	-18225.46
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	692	32	2212.24	1580.30
COST PRICE ADJUSTMENTS	9	10	2603.19	4457.19
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1726	243	1826.95	-10507.42
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	814	866	570.49	327.39
APPRECIATION - MANUAL UPDATE	11	493	18.47	87.18
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TOTAL APPRECIATION	825	1359	588.96	414.57
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	825	1359	588.96	414.57
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	15964	12457	118582.19	111749.48
CLOSING INVENTORY	15977	12400	120216.00	120216.00
PERCENT OF CHANGE	0.1%	-0.4%	1.4%	7.6%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	15006	0	0.00	
NO COST	3	8	0.00	
NO FACTORY RECORD	697	1668	20946.83	
NO SERVICE	50	240	1226.64	
MINUS ON HAND	17	-41	-3746.42	
PHASED IN	106	142	693.14	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	385	147	1407.90	
BUSINESS RATIOS				
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LEVEL OF SERVICE	97.2%			
STOCK ORDER PERFORMANCE	42.4%			
GROSS TURNOVER RATE	14.5			
TRUE TURNOVER RATE	7.2			