

TOYOTA OF TRI-CITIES
 MONTHLY SUMMARY REPORT

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	17,861		89,047		353,260.44	
Active Parts	2,716	15.20	86,907	97.59	273,691.03	77.47
NS Parts	13,873	77.67	919	1.03	61,376.96	17.37
MO Parts	2	0.01				
AP Parts	1,255	7.02	1,176	1.32	17,131.90	4.84
DP Parts	15	0.08	45	0.05	1,060.55	0.30
SP Parts						
DEL Parts						
Parts With No Cost	22	0.12	1	0.00		
Parts With Negative On-Hand						
Core/Exchange	19	0.10	19	0.02	2,095.00	
Memos On File	2,736					
Parts Added	985	5.51	92	0.10	8,449.19	2.39
Active Parts	10	1.01	6	6.52	147.26	1.74
NS Parts	975	98.98	86	93.47	8,301.93	98.25
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	1,077					
Inventory Movement - Sales						
0 to 3 Months	4,727	26.46	86,442	97.07	255,774.97	72.40
4 to 6 Months	1,665	9.32	1,014	1.13	37,911.57	10.73
7 to 12 Months	2,733	15.30	890	0.99	34,649.73	9.80
Over 12 Months	3,329	18.63	451	0.50	6,892.45	1.95
New Parts No Sales	5,407	30.27	250	0.28	18,031.72	5.10
Inventory Movement - Receipts						
0 to 3 Months	4,845	27.12	85,186	95.66	270,796.54	76.65
4 to 6 Months	1,772	9.92	1,085	1.21	37,017.82	10.47
7 to 12 Months	2,832	15.85	1,052	1.18	32,269.56	9.13
Over 12 Months	3,363	18.82	1,716	1.92	12,709.09	3.59
New Parts No Receipts	5,049	28.26	8	0.00	467.43	0.13
Outstanding Orders	224	1.25	525	49.14	48,972.76	32.73
Stockorders	85	37.94	258		16,033.39	
Supplemental Orders						
Customer Orders	34	15.17	40	7.61	4,064.01	8.29
Backorders	111	49.55	227	43.23	28,875.36	58.96
Stockorder Backorders	14	6.25	86	16.38	1,535.95	3.13
Supplementl Backorders						
Customer Backorders	97	43.30	141	26.85	27,339.41	55.82
Outstanding Forced Orders						

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Inventory Summary Report

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,923	10.76	105,551	100.00	384,206.62	100.00	10,674
Regular	1,923	100.00	105,551	100.00	384,206.62	100.00	10,674
No History							
Drop Ship							
Wholesale							
No History							
Drop Ship							
Wholesale							
No History							
Drop Ship							
Warranty							
No History							
Drop Ship							
Warranty							
Drop Ship							
Lost Sales	7	0.03	18		316.36		9
Return Sales							
Regular	415	2.32	2,640	100.00	51,348.48	100.00	733
No History	415	100.00	2,640	100.00	51,348.48	100.00	733
Defective							
Wholesale							
No History							
Drop Ship							
Wholesale							
No History							
Drop Ship							
Warranty							
No History							
Drop Ship							
Warranty							
Drop Ship							
Warranty							
No History							
Drop Ship							
Warranty							
Drop Ship							
Warranty							
Drop Ship							
Receipts	1,648	9.22	133,667	5.07	396,277.45	20.80	2,603
Stockorders	447	27.12	6,779	1.52	82,459.16	40.85	849
Supplemental Orders	1,174	71.23	2,039	0.03	161,912.35	0.21	1,542
Customer Orders	28	1.69	46	93.36	841.25	38.12	38
Emergency Purchases	119	7.22	124,803		151,064.69		174
Other Receipts							
Overages							
Net Adjustments	36	0.20	93		-6,676.68		36
plus							
minus	36	100.00	93	100.00	-6,676.68		36
Factory Returns	116	0.64	130		-15,133.69		116
Net Appreciation	8	0.04	16	0.01	172.00		77
Positive	8	100.00	16	100.00	172.00		59
Negative							18
Parts Updated With Cost	4	0.02					4
Parts With Comments	4						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

TOYOTA OF TRI-CITIES
 MONTHLY SUMMARY REPORT

Sort Source: 900

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	735		6,661		94,497.98	41.42
Active Parts	238	32.38	3,885	58.32	39,144.50	2.77
NS Parts	72	9.79	131	1.96	2,621.67	
MO Parts	1	0.13				
AP Parts	67	9.11	538	8.07	4,230.00	4.47
DP Parts	100	13.60	171	2.56	11,726.75	12.40
SP Parts	257	34.96	1,936	29.06	36,775.06	38.91
DEL Parts						
Parts With No Cost	9	1.22	127	1.90		
Parts With Negative On-Hand	4	0.54	5		-41.17	
Core/Exchange						
Memos On File	3					
Parts Added	106	14.42	74	1.11	6,808.92	7.20
Active Parts	15	14.15	39	52.70	930.50	13.66
NS Parts						
MO Parts						
AP Parts	7	6.60				
DP Parts	84	79.24	35	47.29	5,878.42	86.33
SP Parts						
Parts & Memos Deleted	74					
Inventory Movement - Sales	347	47.21	5,499	82.55	44,599.24	47.19
0 to 3 Months	65	8.84	422	6.33	13,010.28	13.76
4 to 6 Months	74	10.06	216	3.24	4,766.80	5.04
7 to 12 Months	69	9.38	210	3.15	8,160.63	8.63
Over 12 Months	180	24.48	314	4.71	23,961.03	25.35
New Parts No Sales						
Inventory Movement - Receipts	298	40.54	3,079	46.22	45,330.11	47.96
0 to 3 Months	71	9.65	770	11.55	16,520.32	17.48
4 to 6 Months	159	21.63	1,208	18.13	16,834.68	17.81
7 to 12 Months	156	21.22	1,588	23.84	13,903.27	14.71
Over 12 Months	51	6.93	16	0.24	1,909.60	2.02
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplementl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 900

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	216	29.38	2,243	100.00	39,927.88	100.00	1,326
Regular	216	100.00	2,243	100.00	39,927.88	100.00	1,326
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	36	4.89	137	100.00	4,424.50	100.00	73
Regular	36	100.00	137	100.00	4,424.50	100.00	73
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	148	20.13	1,649		35,996.14		199
Stockorders							
Supplemental Orders							
Customer Orders	18	12.16	30	1.81	359.14	0.99	26
Emergency Purchases	138	93.24	1,619	98.18	35,637.00	99.00	173
Other Receipts							
Overages							
Net Adjustments	3	0.40	7		279.80		3
Plus	1	33.33	1	14.28	403.60		1
Minus	2	66.66	6	85.71	-123.80		2
Factory Returns	7	0.95	103	1.54	141.42		10
Net Appreciation	5	71.42	103	100.00	146.09		7
Positive	2	28.57			-4.67		3
Negative							
Parts Updated With Cost	24	3.26					24
Parts With Comments	1						1
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			268		10,962.85		193
Lost Sales			31		946.47		21
Return Sales							

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	18,596		95,708		447,758.42	
Active Parts	2,954	15.88	90,792	94.86	312,835.53	69.86
NS Parts	13,945	74.98	1,050	1.09	63,998.63	14.29
MO Parts	3	0.01				
AP Parts	1,322	7.10	1,714	1.79	21,361.90	4.77
DP Parts	115	0.61	216	0.22	12,787.30	2.85
SP Parts	257	1.38	1,936	2.02	36,775.06	8.21
DEL Parts						
Parts With No Cost	31	0.16	128	0.13		
Parts With Negative On-Hand	4	0.02	5		-41.17	
Core/Exchange	19	0.10	19	0.01	2,095.00	
Memos On File	2,739					
Parts Added	1,091	5.86	166	0.17	15,258.11	3.40
Active Parts	10	0.91	6	3.61	147.26	0.96
NS Parts	990	90.74	125	75.30	9,232.43	60.50
MO Parts						
AP Parts						
DP Parts	7	0.64	35	21.08	5,878.42	38.52
SP Parts	84	7.69				
Parts & Memos Deleted	1,151					
Inventory Movement - Sales						
0 to 3 Months	5,074	27.28	91,941	96.06	300,374.21	67.08
4 to 6 Months	1,730	9.30	1,436	1.50	50,921.85	11.37
7 to 12 Months	2,807	15.09	1,106	1.15	39,416.53	8.80
Over 12 Months	3,398	18.27	1,661	0.69	15,053.08	3.36
New Parts No Sales	5,587	30.04	564	0.58	41,992.75	9.37
Inventory Movement - Receipts						
0 to 3 Months	5,143	27.65	88,265	92.22	316,126.65	70.60
4 to 6 Months	1,843	9.91	1,855	1.93	53,538.14	11.95
7 to 12 Months	2,991	16.08	2,260	2.36	49,104.24	10.96
Over 12 Months	3,519	18.92	3,304	3.45	26,612.36	5.94
New Parts No Receipts	5,100	27.42	24	0.02	2,377.03	0.53
Outstanding Orders	224	1.20	525	49.14	48,972.76	32.73
StockOrders	85	37.94	258		16,033.39	
Supplemental Orders						
Customer Orders	34	15.17	40	7.61	4,064.01	8.29
Backorders	111	49.55	227	43.23	28,875.36	58.96
Stockorder Backorders	14	6.25	86	16.38	1,535.95	3.13
Supplementl Backorders						
Customer Backorders	97	43.30	141	26.85	27,339.41	55.82
Outstanding Forced Orders						

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 MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	2,139	11.50	107,794	100.00	424,134.50	100.00	12,000
Regular	2,139	100.00	107,794	100.00	424,134.50	100.00	12,000
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Wholesale No History							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	7	0.03	18		316.36		9
Return Sales							
Regular	451	2.42	2,777	100.00	55,772.98	100.00	806
No History	451	100.00	2,777	100.00	55,772.98	100.00	806
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,796	9.65	135,316	5.00	432,273.59	19.07	2,802
Stockorders	447	24.88	6,779		82,459.16		849
Supplemental Orders							
Customer Orders	1,174	65.36	2,039	1.50	161,912.35	37.45	1,542
Emergency Purchases	46	2.56	76	0.05	1,200.39	0.27	64
Other Receipts	257	14.30	126,422	93.42	186,701.69	43.19	347
Overages							
Net Adjustments	39	0.20	100		-6,396.88		39
Plus	1	2.56	1	1.00	403.60		1
Minus	38	97.43	99	99.00	-6,800.48		38
Factory Returns	116	0.62	130		-15,133.69		116
Net Appreciation	15	0.08	119	0.12	313.42		87
Positive	13	86.66	119	100.00	318.09		66
Negative	2	13.33			-4.67		21
Parts Updated With Cost	28	0.15					28
Parts With Comments	5						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			268		10,962.85		193
Lost Sales							
Return Sales			31		946.47		21

Grand Total