

	Value
(1) Idle Parts Total	2026.53
(2) Current Parts Total	18811.26
(3) Total Parts	20837.79
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	9.73%

Off the Shelf Fill Rate

	Quantity
(1) Total Off the Shelf	0
(2) Total Other	0
(3) Total Quantity Sold	0
Off the Shelf Fill Rate (1)/(3)	0%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	20565.00
(3) Annualized Stock Orders	242132.31
(4) Inventory Value	20837.79
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	11.62

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	1	126.50	4-	506.00-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	208

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00

	Value
(1)Idle Parts Total	3218.40
(2)Current Parts Total	157265.02
(3)Total Parts	160483.42

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Idle Capital Percentage (1)/(3)	2.01%
Off the Shelf Fill Rate	

	Quantity
(1)Total Off the Shelf	6445
(2)Total Other	52
(3)Total Quantity Sold	6497
Off the Shelf Fill Rate (1)/(3)	99.1%

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	336914.00
(3) Annualized Stock Orders	3966825.44
(4) Inventory Value	160483.42
(5) True Turn (3)/(4)	24.72

\*Note: Does NOT include Negative on Hand or "Dirty Cores"

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	4	185.60	4-	185.60-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	0	.00	0	.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	703

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00

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HOFFMAN TOYOTA  
Inventory Aging by Last Sold

8/01/24

All Manf. All OEM Cd. All SGrp. All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	108	6.3	6.3	5688	3.2	3.2
2023 August or Older	89	5.2	11.4	6150	3.4	6.6
2023 September	20	1.2	12.6	1385	.8	7.4
2023 October	32	1.9	14.5	2749	1.5	8.9
2023 November	33	1.9	16.4	3244	1.8	10.7
2023 December	37	2.1	18.5	2703	1.5	12.3
2024 January	58	3.4	21.9	4066	2.3	14.5
2024 February	50	2.9	24.8	3038	1.7	16.2
2024 March	63	3.7	28.5	7536	4.2	20.4
2024 April	88	5.1	33.6	9202	5.1	25.6
2024 May	167	9.7	43.3	11958	6.7	32.3
2024 June	239	13.9	57.1	21321	11.9	44.2
2024 July	681	39.5	96.7	79588	44.5	88.7
2024 August	57	3.3	100.0	20288	11.3	100.0
Totals	1722	100.0		178918	100.0	
Cores With On Hand						

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Inventory Analysis Month End Jul 2024

8/01/24  
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ALL Manf. All OEM Cd. All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	24.9	2232	1301	44350
Active Parts: With Excess Stock	53.7	773	9942	95518
Active Parts: Understocked	5.3	2568	176	9464
Active Parts: To Phase Out	0	0	0	0
Total Active Parts	84.0	5573	11419	149332
Superceded With On Hand	1.1	5	694	2043
Inactive With On Hand	14.9	440	4371	26506
Total Inventory To Sell	100.0	6018	16484	177881
Cores on Hand		0	0	0
Negative On Hand		5	-8	-692
Total of Inventory		6023	16476	177189
Parts on Open Repair Orders		135	228	11482
Value of Inventory		6158	16704	188671
Not on Factory Master		20081	4681	22725
Parts Without Cost		911	3377	0



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All Manf. All Stocking Groups, All Parts, All Sales Types

From 7/01/24 7/01/24 7/01/24 7/01/24 7/01/24  
To 7/31/24 7/31/24 7/31/24 7/31/24 7/31/24  
Sales Cost Gross GP %

Sales Filled From Shelf	200418.76	123616.21	76802.55	38.3
Sales Filled By NG	8735.41	6380.10	2355.31	27.0
Sales Filled By EP	24949.25	15540.79	9408.46	37.7
Sales Filled By SO	314173.92	257893.82	56280.10	17.9
Total Sales	548277.34	403430.92	144846.42	26.4
Returns To Inventory	-31736.68	-23095.54	-8641.14	-27.2
Returns Not To Inventory	-1025.99	-881.17	-144.82	-14.1
Total Returns	-32762.67	-23976.71	-8785.96	-26.8
Net Sales	515514.67	379454.21	136060.46	26.4
Filled From Shelf-Counter	8.3%	7.2%	14.2%	
Filled From Shelf-Service	71.0%	70.4%	72.0%	
Filled Same Day-Counter	9.2%	8.2%	15.2%	
Filled Same Day--Service	79.6%	78.8%	80.9%	

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All Manf. All Stocking Groups  
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Changes to Status:

	Phase-In	Phase-Out
August 2024	281	451
April 2024 To July 2024	749	627
January 2024 To April 2024	808	659
October 2023 To January 2024	658	334
July 2023 To October 2023	462	521
April 2023 To July 2023	216	571
April 2023 and Older	2183	8840

Inactive Parts to Phase-In  
 Parts to Phase-Out  
 Parts Excluded From Phase-In  
 Non-Stocked Parts with On Hand  
 Superseded Parts with On Hand  
 Active Parts with No Sales

453  
5  
5

All Manf, All OEM Cd, All SGrp  
From  
To

	7/01/24 7/31/24	7/01/24 7/31/24	7/01/24 7/31/24	7/01/24 7/31/24	7/01/24 7/31/24
Counter Retail Sales	13528.16	9646.98	3881.18	28.7	
Counter Internal Sales	273924.85	234251.46	39673.39	14.5	
Counter Wholesale Sales	287453.01	243898.44	43554.57	15.2	
Total Counter Sales					
R0 Customer Pay Sales	205366.30	119663.52	86702.78	42.0	
R0 Internal Pay Sales	25474.91	17656.69	7818.22	30.7	
R0 Warranty Sales	9885.00	7079.79	2805.21	28.4	
R0 Service Contract Sales	19098.12	15132.48	3965.64	20.8	
Total R0 Sales	260824.33	159532.48	101291.85	38.8	
Total Sales	548277.34	403430.92	144846.42	26.4	
Total Returns	-32762.67	-23976.71	-8785.96	-26.8	
Total Net Sales	515514.67	379454.21	136060.46	26.4	

From 7/01/24 to 7/31/24	All Manf.	All OEM Cd.	All SGrp	Cost	Value
	#	Pieces			
Stock Orders Placed	649	2637	23443.21	40969.51	
Stock Orders Received	845	6622	40757.98	112531.31	
Special Orders Placed	2660	3763	256673.55	268626.99	
Special Orders Received	2545	3573	236261.80	246687.62	
Parts Canceled	22	53	3805.08	4016.12	
Factory Returns	159	172	20496.47	22149.68	
Core Returns	5	5	2560.00	2560.00	
Parts On Order		77	302.24	434.30	
Parts On Backorder		137	23514.25	23709.76	
Parts Referred		7	1012.64	1012.64	