

10/01/2024  
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MONTHLY ANALYSIS  
STORE 02 BRANCH 01 DOWNTOWN TOYOTA MM/YY 9/24  
SUMMARY

PAGE 1

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3932	90.3%	21021	135871.59	67.1%	1813608.16
AUTOMATIC PHASEOUT (AP) PARTS	50	1.1%	70	1976.24	0.9%	157155.48
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	328	7.5%	671	61243.48	30.2%	1262162.17
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	44	1.1%	67	3120.98	1.8%	51013.33
<b>TOTAL COST OF SALES</b>	<b>4354</b>	<b>100.0%</b>	<b>21829</b>	<b>202212.29</b>	<b>100.0%</b>	<b>3283939.14</b>
LOST SALES (MEMO)	5		4	627.91		1415.08
CREDIT/RETURNS (MEMO)	73		115	9765.43		90444.92
UNUSUAL SALES (MEMO)	1		4	0.04		297.94

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	824	13.7%	34908	291394.98	71.0%
AUTOMATIC PHASEOUT (AP) PARTS	1159	19.2%	1372	54221.98	13.2%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4027	67.0%	623	64531.23	15.7%
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	0.1%	0	0.00	0.1%
<b>TOTAL INVESTMENT</b>	<b>6010</b>	<b>100.0%</b>	<b>36903</b>	<b>410148.19</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	1		1	30.00	
NEW CORE INVENTORY	3		3	120.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1288	21.4%	21.4%	261097.91	63.6%	63.6%
1-3 MONTHS	2347	39.0%	60.4%	91170.31	22.2%	85.8%
4-6 MONTHS	1627	27.0%	87.4%	30642.09	7.4%	93.2%
7-9 MONTHS	462	7.6%	95.0%	10078.80	2.4%	95.6%
10-12 MONTHS	76	1.2%	96.2%	7549.22	1.8%	97.4%
13-24 MONTHS	126	2.0%	98.2%	6758.40	1.6%	99.0%
25 MONTHS OR MORE	84	1.8%	100.0%	2851.46	1.0%	100.0%

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	567	12	686.00	2335.30
DELETED PARTS	69	0	0.00	2.19
MINUS ADJUSTMENTS	21	-376	-10105.16	-93208.54
PLUS ADJUSTMENTS	127	4225	1069942.02	7659813.90
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-88265.00
RETURNED PARTS	84	-178	-18853.10	-112412.79
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	961	-279	-1758.42	1155.78
COST PRICE ADJUSTMENTS	25	1054	-1065132.49	-7467941.98
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1854	4458	-25221.15	-98521.14
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	86	412	-1219.26	17591.30
APPRECIATION - MANUAL UPDATE	8	71	35.42	-765.69
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TOTAL APPRECIATION	94	483	-1183.84	16825.61
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	94	483	-1183.84	16825.61
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	5508	36091	416059.33	364815.21
CLOSING INVENTORY	6010	36903	410148.19	410148.19
PERCENT OF CHANGE	9.1%	2.2%	-1.3%	12.4%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4477	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	87	4206	32667.02	
NO SERVICE	4	628	127.68	
MINUS ON HAND	1	-1	-1485.04	
PHASED IN	37	64	4198.31	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	19.0%			
GROSS TURNOVER RATE	8.9			
TRUE TURNOVER RATE	2.7			