

MONTHLY ANALYSIS

STORE 02 BRANCH 01 DOWNTOWN TOYOTA MM/YY 8/24

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4656	90.1%	24424	150223.79	59.0%	1677736.00
AUTOMATIC PHASEOUT (AP) PARTS	75	1.4%	104	8961.15	3.5%	155179.00
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	369	7.1%	714	89497.88	35.1%	1200918.00
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	64	1.4%	81	5897.67	2.4%	47892.00
TOTAL COST OF SALES	5164	100.0%	25323	254580.49	100.0%	3081726.00
LOST SALES (MEMO)	0		0	0.00		787.17
CREDIT/RETURNS (MEMO)	93		126	5769.80		80679.40
UNUSUAL SALES (MEMO)	0		0	0.00		297.90

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	792	14.3%	34026	293200.12	70.4%
AUTOMATIC PHASEOUT (AP) PARTS	1169	21.2%	1480	61593.49	14.8%
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	3547	64.3%	585	61265.72	14.7%
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	0.2%	0	0.00	0.1%
TOTAL INVESTMENT	5508	100.0%	36091	416059.33	100.0%
DIRTY CORE INVENTORY	1		1	1000.00	
NEW CORE INVENTORY	3		3	90.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1258	22.8%	22.8%	266785.82	64.1	64.1%
1-3 MONTHS	2372	43.0%	65.8%	93530.81	22.4	86.5%
4-6 MONTHS	1520	27.5%	93.3%	29399.21	7.0	93.5%
7-9 MONTHS	88	1.5%	94.8%	12158.27	2.9	96.4%
10-12 MONTHS	73	1.3%	96.1%	4795.87	1.1	97.5%
13-24 MONTHS	118	2.1%	98.2%	6102.78	1.4	98.9%
25 MONTHS OR MORE	79	1.8%	100.0%	3286.57	1.1	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	1	1.1%	3	284.04	0.7%	
STOCK ORDER - BACKORDER	21	25.0%	101	5650.56	15.3%	
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	4	4.7%	4	1820.71	4.9%	
CUSTOMER ORDER - BACKORDER	58	69.0%	76	28955.40	78.8%	
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	0.3%	
TOTAL OUTSTANDING ORDERS	84	100.0%	184	36710.71	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	800	55.3%	4066	106030.93	51.0%	598545.40
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2443.40
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	645	44.6%	892	101596.79	48.9%	1337943.53
CUSTOMER ORDER - BACKORDER	0	0.0%	-4	-10.75	0.0%	-16338.22
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
TOTAL PROCESSED ORDERS	1445	100.0%	4954	207616.97	100.0%	1917707.00
FORCED ORDERS	316		1712	59892.17		210071.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	818	46.4%	8351	148937.00	49.7%	869713.00
STOCK ORDER - BACKORDER	31	1.7%	111	4271.72	1.4%	54383.00
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	760	43.1%	5686	115630.86	38.6%	1877376.00
CUSTOMER ORDER - BACKORDER	88	4.9%	111	24496.18	8.1%	340929.00
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	64	3.9%	81	5897.67	2.2%	47118.00
TOTAL RECEIPTS	1761	100.0%	14340	299233.43	100.0%	3189522.00
PURCHASES DISCOUNT	12		14	-1110.21		-1555.30

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	575	10	68.90	1649.00
DELETED PARTS	701	0	0.00	2.00
MINUS ADJUSTMENTS	24	-88	-8327.68	-83103.00
PLUS ADJUSTMENTS	35	10504	3079127.13	6589871.00
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-88265.00
RETURNED PARTS	51	-81	-3723.66	-93559.60
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1261	108	-4262.27	2914.00
COST PRICE ADJUSTMENTS	34	4486	-3068496.20	-6402809.40
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2681	14939	-5613.78	-73299.99
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	18810.50
APPRECIATION - MANUAL UPDATE	2	0	0.00	-801.00
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TOTAL APPRECIATION	2	0	0.00	18009.50
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
TOTAL APPRECIATION/FIRST PRICING	2	0	0.00	18009.50
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	5595	36601	378034.68	364815.20
CLOSING INVENTORY	5508	36091	416059.33	416059.33
PERCENT OF CHANGE	-1.5%	-1.3%	10.1%	14.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	3998	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	86	3765	23098.45	
NO SERVICE	4	884	144.82	
MINUS ON HAND	71	-315	-3764.84	
PHASED IN	47	96	8313.72	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	602	143	12840.23	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	19.4%			
GROSS TURNOVER RATE	8.9			
TRUE TURNOVER RATE	2.7			