EASTERN SHORE TOYOTA
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	8,155		33,824		518,293.96	
Active Parts	883	10.82	16,541	48.90	265,969.41	51.31
NS Parts	6,054	74.23	1,244	3.67	80,440.14	15.52
MO Parts	420	5.15	14,612	43.20	134,917.81	26.03
AP Parts	630	7.72	1,335	3.94	33,227.83	6.41
DP Parts	13	0.15	92	0.27	3,738.77	0.72
SP Parts						
DEL Parts	155	1.90				
Parts With No Cost	2	0.02				
Parts With Negative On-Hand						
Core/Exchange	37	0.45	128	0.37	7,871.00	
Memos On File	1,249					
Parts Added	542	6.64	180	0.53	16,780.86	3.23
Active Parts	18	3.32	3	1.66	167.31	0.99
NS Parts	509	93.91	149	82.77	8,933.55	53.23
MO Parts	13	2.39	28	15.55	7,680.00	45.76
AP Parts	2	0.36				
DP Parts						
SP Parts						
Parts & Memos Deleted	747					
Inventory Movement - Sales						
0 to 3 Months	2,199	26.96	31,448	92.97	400,156.57	77.20
4 to 6 Months	943	11.56	1,121	3.31	60,614.66	11.69
7 to 12 Months	1,194	14.64	671	1.98	12,739.49	2.45
Over 12 Months	870	10.66	105	0.31	3,246.34	0.62
New Parts No Sales	2,949	36.16	479	1.41	41,536.90	8.01
Inventory Movement - Receipts						
0 to 3 Months	2,173	26.64	9,558	28.25	315,822.56	60.93
4 to 6 Months	919	11.26	662	1.95	36,695.12	7.07
7 to 12 Months	1,231	15.09	838	2.47	19,245.91	3.71
Over 12 Months	1,004	12.31	22,490	66.49	122,207.75	23.57
New Parts No Receipts	2,828	34.67	276	0.81	24,322.62	4.69
Outstanding Orders	62	0.76	605		39,800.20	
Stockorders	7	11.29	10	1.65	8,825.22	22.17
Supplemental Orders	8	12.90	419	69.25	3,609.97	9.07
Customer Orders						
Backorders	48	77.41	176	29.09	27,365.01	68.75
Stockorder Backorders	48	77.41	176	29.09	27,365.01	68.75
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,090	13.36	23,714		385,972.77		8,267
Regular	1,082	99.26	23,661	99.77	382,993.91	99.22	8,237
No History							
Drop Ship	21	1.92	53	0.22	2,978.86	0.77	30
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	2	0.02	2		614.00		2
Return Sales	229	2.80	2,801		56,480.40		613
Regular	229	100.00	2,801	100.00	56,480.40	100.00	613
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	775	9.50	3,983		226,882.61		1,268
Stockorders	753	97.16	3,421	85.89	209,993.70	92.55	1,236
Supplemental Orders	23	2.96	562	14.10	16,888.91	7.44	32
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	143	1.75	16,472		141,167.88		396
Plus	130	90.90	16,436	99.78	143,024.61		361
Minus	13	9.09	36	0.21	-1,856.73		35
Factory Returns	125	1.53	159		-22,410.92		125
Net Appreciation	2	0.02	5	0.01	-136.18		5
Positive	1	50.00	4	80.00	20.00		2
Negative	1	50.00	1	20.00	-156.18		3
Parts Updated With Cost							
Parts With Comments	8						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			530		20,868.40		465
Lost Sales							
Return Sales			29		1,252.00		21

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EASTERN SHORE TOYOTA
MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	7,952		10,911		325,909.01	
Active Parts	832	10.46	8,049	73.76	204,475.83	62.74
NS Parts	6,039	75.94	1,203	11.02	79,051.60	24.25
MO Parts	310	3.89	353	3.23	9,858.28	3.02
AP Parts	618	7.77	1,214	11.12	28,784.53	8.83
DP Parts	13	0.16	92	0.84	3,738.77	1.14
SP Parts						
DEL Parts	140	1.76				
Parts With No Cost	2	0.02				
Parts With Negative On-Hand						
Core/Exchange	37	0.46	128	1.17	7,871.00	
Memos On File	1,233					
Parts Added	516	6.48	118	1.08	8,342.88	2.55
Active Parts	14	2.71	2	1.69	59.36	0.71
NS Parts	501	97.09	116	98.30	8,283.52	99.28
MO Parts						
AP Parts	1	0.19				
DP Parts						
SP Parts						
Parts & Memos Deleted	651					
Inventory Movement - Sales						
0 to 3 Months	2,048	25.75	8,800	80.65	225,954.74	69.33
4 to 6 Months	937	11.78	1,108	10.15	58,239.06	17.86
7 to 12 Months	1,189	14.95	562	5.15	9,538.23	2.92
Over 12 Months	857	10.77	49	0.44	2,383.06	0.73
New Parts No Sales	2,921	36.73	392	3.59	29,793.92	9.14
Inventory Movement - Receipts						
0 to 3 Months	2,098	26.38	8,438	77.33	268,682.82	82.44
4 to 6 Months	903	11.35	612	5.60	30,085.79	9.23
7 to 12 Months	1,221	15.35	677	6.20	9,591.57	2.94
Over 12 Months	922	11.59	1,144	10.48	15,486.32	4.75
New Parts No Receipts	2,808	35.31	40	0.36	2,062.51	0.63
Outstanding Orders	55	0.69	298		35,898.35	
Stockorders	5	9.09	5	1.67	7,701.22	21.45
Supplemental Orders	5	9.09	119	39.93	1,470.97	4.09
Customer Orders						
Backorders	46	83.63	174	58.38	26,726.16	74.44
Stockorder Backorders	46	83.63	174	58.38	26,726.16	74.44
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 100

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	928	11.67	6,156		210,586.59		5,654
Regular	925	99.67	6,134	99.64	209,289.50	99.38	5,638
No History							
Drop Ship	11	1.18	22	0.35	1,297.09	0.61	16
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	169	2.12	442		33,176.94		350
Regular	169	100.00	442	100.00	33,176.94	100.00	350
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	715	8.99	3,366		187,982.85		1,203
Stockorders	698	97.62	3,158	93.82	174,243.58	92.69	1,176
Supplemental Orders	18	2.51	208	6.17	13,739.27	7.30	27
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	70	0.88	637		9,489.24		220
Plus	60	85.71	617	96.86	11,258.82		196
Minus	10	14.28	20	3.13	-1,769.58		24
Factory Returns	125	1.57	159		-22,410.92		125
Net Appreciation	1	0.01	1	0.00	-156.18		3
Positive							1
Negative	1	100.00	1	100.00	-156.18		2
Parts Updated With Cost							
Parts With Comments	3						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Sort Source: 106

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	115		439		92,251.00	
Active Parts	15	13.04	59	13.43	13,426.00	14.55
NS Parts						
MO Parts	89	77.39	369	84.05	75,904.00	82.27
AP Parts	6	5.21	11	2.50	2,921.00	3.16
DP Parts						
SP Parts						
DEL Parts	5	4.34				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	2					
Parts Added	14	12.17	28	6.37	7,680.00	8.32
Active Parts						
NS Parts						
MO Parts	13	92.85	28	100.00	7,680.00	100.00
AP Parts	1	7.14				
DP Parts						
SP Parts						
Parts & Memos Deleted	56					
Inventory Movement - Sales						
0 to 3 Months	92	80.00	374	85.19	77,557.00	84.07
4 to 6 Months	3	2.60	10	2.27	2,084.00	2.25
7 to 12 Months	2	1.73	8	1.82	2,036.00	2.20
Over 12 Months	2	1.73				
New Parts No Sales	16	13.91	47	10.70	10,574.00	11.46
Inventory Movement - Receipts						
0 to 3 Months	46	40.00	162	36.90	37,396.00	40.53
4 to 6 Months	8	6.95	28	6.37	5,700.00	6.17
7 to 12 Months	8	6.95	44	10.02	9,480.00	10.27
Over 12 Months	40	34.78	160	36.44	30,162.00	32.69
New Parts No Receipts	13	11.30	45	10.25	9,513.00	10.31
Outstanding Orders	3	2.60	6		1,500.00	
Stockorders	2	66.66	5	83.33	1,124.00	74.93
Supplemental Orders						
Customer Orders						
Backorders	1	33.33	1	16.66	376.00	25.06
Stockorder Backorders	1	33.33	1	16.66	376.00	25.06
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 106

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	100	86.95	591		121,197.98		320
Regular	100	100.00	586	99.15	120,141.98	99.12	317
No History							
Drop Ship	2	2.00	5	0.84	1,056.00	0.87	3
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	2	1.73	2		614.00		2
Return Sales	39	33.91	83		17,979.00		51
Regular	39	100.00	83	100.00	17,979.00	100.00	51
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	44	38.26	133		30,393.00		49
Stockorders	44	100.00	133	100.00	30,393.00	100.00	49
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	52	45.21	444		89,574.00		139
Plus	52	100.00	444	100.00	89,574.00		135
Minus							4
Factory Returns							
Net Appreciation	1	0.86	4	0.91	20.00		2
Positive	1	100.00	4	100.00	20.00		1
Negative							1
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

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EASTERN SHORE TOYOTA
MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	69		14,493		69,340.59	
Active Parts	23	33.33	572	3.94	18,368.68	26.49
NS Parts	13	18.84	11	0.07	1,195.34	1.72
MO Parts	20	28.98	13,890	95.83	49,155.53	70.88
AP Parts	4	5.79	20	0.13	621.04	0.89
DP Parts						
SP Parts						
DEL Parts	9	13.04				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	7					
Parts Added	10	14.49	4	0.02	564.78	0.81
Active Parts	4	40.00	1	25.00	107.95	19.11
NS Parts	6	60.00	3	75.00	456.83	80.88
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	40					
Inventory Movement - Sales						
0 to 3 Months	46	66.66	14,413	99.44	66,945.93	96.54
4 to 6 Months	3	4.34	3	0.02	291.60	0.42
7 to 12 Months	1	1.44	11	0.07	264.00	0.38
Over 12 Months	9	13.04	56	0.38	863.28	1.24
New Parts No Sales	10	14.49	10	0.06	975.78	1.40
Inventory Movement - Receipts						
0 to 3 Months	22	31.88	124	0.85	2,039.85	2.94
4 to 6 Months	6	8.69	5	0.03	540.99	0.78
7 to 12 Months	2	2.89	117	0.80	174.34	0.25
Over 12 Months	33	47.82	14,056	96.98	53,838.30	77.64
New Parts No Receipts	6	8.69	191	1.31	12,747.11	18.38
utstanding Orders	1	1.44	1		262.85	
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders	1	100.00	1	100.00	262.85	100.00
Stockorder Backorders	1	100.00	1	100.00	262.85	100.00
Supplemntl Backorders						
Customer Backorders						
utstanding Forced Orders						

Sort Source: 110

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	53	76.81	8,300		20,284.41		882
Regular	48	90.56	8,274	99.68	19,658.64	96.91	871
No History							
Drop Ship	8	15.09	26	0.31	625.77	3.08	11
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	15	21.73	1,721		3,151.75		122
Regular	15	100.00	1,721	100.00	3,151.75	100.00	122
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	11	15.94	94		4,879.76		11
Stockorders	10	90.90	10	10.63	3,765.92	77.17	10
Supplemental Orders	1	9.09	84	89.36	1,113.84	22.82	1
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	10	14.49	5,293		9,917.84		17
Plus	10	100.00	5,293	100.00	9,917.84		16
Minus							1
actory Returns							
et Appreciation							
Positive							
Negative							
arts Updated With Cost							
arts With Comments							
isc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
arts Not On File, But Sold							
Gross Sales			530		20,868.40		465
Lost Sales							
Return Sales			28		1,225.61		20

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EASTERN SHORE TOYOTA
MONTHLY SUMMARY REPORT

Sort Source: 400

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	19		7,981		30,793.36	
Active Parts	13	68.42	7,861	98.49	29,698.90	96.44
NS Parts	2	10.52	30	0.37	193.20	0.62
MO Parts	1	5.26				
AP Parts	2	10.52	90	1.12	901.26	2.92
DP Parts						
SP Parts						
DEL Parts	1	5.26				
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	7					
Parts Added	2	10.52	30	0.37	193.20	0.62
Active Parts						
NS Parts	2	100.00	30	100.00	193.20	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	13	68.42	7,861	98.49	29,698.90	96.44
4 to 6 Months						
7 to 12 Months	2	10.52	90	1.12	901.26	2.92
Over 12 Months	2	10.52				
New Parts No Sales	2	10.52	30	0.37	193.20	0.62
Inventory Movement - Receipts						
0 to 3 Months	7	36.84	834	10.44	7,703.89	25.01
4 to 6 Months	2	10.52	17	0.21	368.34	1.19
7 to 12 Months						
Over 12 Months	9	47.36	7,130	89.33	22,721.13	73.78
New Parts No Receipts	1	5.26				
Outstanding Orders	3	15.78	300		2,139.00	
Stockorders						
Supplemental Orders	3	100.00	300	100.00	2,139.00	100.00
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Sort Source: 400

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	9	47.36	8,667		33,903.79		1,411
Regular	9	100.00	8,667	100.00	33,903.79	100.00	1,411
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	6	31.57	555		2,172.71		90
Regular	6	100.00	555	100.00	2,172.71	100.00	90
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	5	26.31	390		3,627.00		5
Stockorders	1	20.00	120	30.76	1,591.20	43.87	1
Supplemental Orders	4	80.00	270	69.23	2,035.80	56.12	4
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments	11	57.89	10,098		32,186.80		20
Plus	8	72.72	10,082	99.84	32,273.95		14
Minus	3	27.27	16	0.15	-87.15		6
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments	5						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales			1		26.39		1