

06/03/2020

17:52:51

MONTHLY ANALYSIS
 STORE 12 BRANCH 01 TOYOTA OF LAWTON MM/YY 4/20
 SUMMARY

PAGE

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1417	76.1%	3334	27372.44	39.8%	118879
AUTOMATIC PHASEOUT (AP) PARTS	30	1.6%	52	3901.75	5.6%	10796
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0
MANUAL ORDER (MO) PARTS	33	1.7%	33	351.38	0.5%	1518
NON-STOCK (NS) PARTS	176	9.4%	271	16812.93	24.5%	78225
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0.00	0.0%	22
SOLD NOT STOCKED	204	11.2%	293	20175.30	29.6%	67442
TOTAL COST OF SALES	1860	100.0%	3983	68613.80	100.0%	276884
LOST SALES (MEMO)	0		0	0.00		0
CREDIT/RETURNS (MEMO)	13		27	368.37		1870
UNUSUAL SALES (MEMO)	0		0	0.00		0

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	405	8.1%	4531	46643.65	23.3%
AUTOMATIC PHASEOUT (AP) PARTS	881	17.7%	2699	80978.73	40.5%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	17	0.3%	243	1409.13	0.7%
NON-STOCK (NS) PARTS	3665	73.6%	1454	70146.22	35.1%
NO PHASEOUT (NP) PARTS	2	0.0%	3	19.77	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	5	0.3%	26	284.86	0.4%
TOTAL INVESTMENT	4976	100.0%	8956	199482.36	100.0%
DIRTY CORE INVENTORY	2		2	1500.00	
NEW CORE INVENTORY	6		6	440.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	420	8.4%	8.4%	33611.86	16.8	16.8%
1-3 MONTHS	749	15.0%	23.4%	37588.94	18.8	35.6%
4-6 MONTHS	524	10.4%	33.8%	24543.63	12.3	47.9%
7-9 MONTHS	651	13.0%	46.8%	16864.25	8.4	56.3%
10-12 MONTHS	634	12.7%	59.5%	16723.21	8.3	64.6%
13-24 MONTHS	1623	32.5%	92.0%	33201.17	16.6	81.2%
25 MONTHS OR MORE	390	8.0%	100.0%	36949.30	18.8	100.0%

06/03/2020

17:52:51

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SUMMARY

OUTSTANDING ORDERS

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	238	37.7%	830	20886.91	26.2%
STOCK ORDER - BACKORDER	84	13.3%	387	8618.67	10.8%
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	252	39.9%	338	43962.36	55.2%
CUSTOMER ORDER - BACKORDER	57	9.0%	82	6128.84	7.6%
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	0.1%	0	0.00	0.2%
TOTAL OUTSTANDING ORDERS	631	100.0%	1637	79596.78	100.0%

PROCESSED ORDERS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	98	36.5%	131	2522.78	12.5%	13504.5
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.0
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.0
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.0
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.0
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.0
CUSTOMER ORDER	170	63.4%	266	17613.28	87.4%	83905.4
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.0
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.0
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.0
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.0
TOTAL PROCESSED ORDERS	268	100.0%	397	20136.06	100.0%	97410.0
FORCED ORDERS	8		17	266.81		4748.0

RECEIPTS

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	118	23.3%	621	12978.18	25.4%	50495.59
STOCK ORDER - BACKORDER	1	0.1%	1	233.44	0.4%	233.44
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	158	31.2%	275	15431.79	30.2%	63098.41
CUSTOMER ORDER - BACKORDER	2	0.3%	2	622.07	1.2%	622.07
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	227	45.1%	332	21810.45	42.8%	72401.12
TOTAL RECEIPTS	506	100.0%	1231	51075.93	100.0%	186850.63
PURCHASES DISCOUNT	8		19	2956.38		2923.87

06/03/2020

17:52:51

MONTHLY ANALYSIS
STORE 12 BRANCH 01 TOYOTA OF LAWTON MM/YY 4/20
SUMMARY

ADDS/DELETES/ADJUSTS

	PARTS	PIECES	MTD	YTD
ADDED PARTS	154	0	0.00	303.0
DELETED PARTS	204	0	0.00	170.1
MINUS ADJUSTMENTS	121	-527	-8521.61	-22673.4
PLUS ADJUSTMENTS	144	1133	23685.86	130719.8
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.0
RETURNED PARTS	11	-12	-531.52	-531.5
RETURNED CORE PARTS	0	0	0.00	0.0
NEGATIVE BALANCE ADJUSTMENTS	413	2	1522.34	2012.3
COST PRICE ADJUSTMENTS	2	-267	-2977.34	-2955.0
INVENTORY REALLOCATION	0	0	0.00	0.0
TOTAL ADDS/DELETES/ADJUSTS	1049	329	13177.73	107045.23

APPRECIATION/FIRST PRICING

	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	0.00
APPRECIATION - MANUAL UPDATE	0	0	0.00	0.00
TOTAL APPRECIATION	0	0	0.00	0.00
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	0	0	0.00	0.00

OPENING/CLOSING SUMMARY

	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	5041	11112	200886.12	179887.87
CLOSING INVENTORY	4991	8956	199482.36	199482.36
PERCENT OF CHANGE	-0.9%	-19.3%	-0.6%	10.9%

MISCELLANEOUS

	PARTS	PIECES	EXT VALUE
OUT OF STOCK	3270	0	0.00
NO COST	2	0	0.00
NO FACTORY RECORD	359	1035	12725.48
NO SERVICE	3	13	661.90
MINUS ON HAND	28	-29	-7574.07
PHASED IN	22	121	3187.80
CONVERTED TO AUTOMATIC PHASEOUT (AP)	159	379	4666.83

BUSINESS RATIOS

LEVEL OF SERVICE	100.0%
STOCK ORDER PERFORMANCE	4.8%
GROSS TURNOVER RATE	4.7
TRUE TURNOVER RATE	0.9

06/03/2020

17:52:51

PHASE IN REPORT

STORE 12 BRANCH 01 TOYOTA OF LAWTON MM/YY 4/20

PTS
PAGE

QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	FEB	MAR	APR	YTD	PYR	COST		
1	PT580-35050-SB	BEDMAT TAC SHORT	A7	105	208B		1	0/0	0	11/07/2016	1	0	1	2	6	7
4	P09A	OIL FILTER		300	146		0	0/1	0	06/17/2010	0	0	6	7	3	
3	DT000-01208-ES	235/55R18	A2	500	TIRE 3		1	0/0	0	04/24/2017	0	0	4	4	4	16
0	DT000-06505-FS	P235/60R17	A1	500	TIRE 3		1	0/0	0	04/24/2017	0	0	1	1	29	11
					TIRE 4											
0	DT003-23650-YK	225/65R17	A2	500	TIRE 2		0	0/0	0	06/14/2016	0	0	2	3	9	12
-1	OR-MGL10290	OIL FILTER		600	SPORD		0	0/0	0	05/09/2019	1	6	4	20	22	

06/03/2020
17:52:51

PHASE IN REPORT
REPORT TOTALS FOR BRANCH TOYOTA OF LAWTON

PTS
PAGE

	PARTS	PIECES	VALUE
----- MAKE TO TOYOTA	6	8	572.42
=====	=====	=====	=====
GRAND TOTAL	6	8	572.42

06/03/2020
17:52:51

PHASE OUT REPORT
STORE 12 BRANCH 01 TOYOTA OF LAWTON MM/YY 4/20

2213
PAGE

QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	APR	MAY	JUN	YTD	PYR	COST
1	04465-60220	PAD KIT, DISC BRA A1	100 102D1			25	0/0	04/23/2018						
1	13753-74050	SHIM, VALVE ADJUS B2	100 103D6			1	0/0	04/30/2018	0			0		4
0	16100-09560	PUMP ASSY, WATER A1	100 SPORD			3	0/0	05/03/2018				3		6
1	16325-75011	GASKET, WATER INL A2	100 103D7			25	0/0	04/21/2018						
1	16325-76010	GASKET, WATER INL A0	100 103D7			25	0/0	04/21/2018						
1	45046-19175	END SUB-ASSY, TIE B5	100 108			25	0/0	05/02/2018						
1	48530-09Y10	ABSORBER SET, SHO C5	100 203C			25	0/0	05/04/2018						38
1	74451-35090	BOLT, BATTERY CLA A1	100 124D6			25	0/0	05/11/2018						106
1	77316-33042	GASKET, FUEL TANK A5	100 117			25	0/0	04/23/2018						4
4	89348-50050	CLIP, ULTRASONIC A3	100 125D4			25	0/0	04/28/2018						4
1	89467-06100	SENSOR, AIR FUEL A3	100 122			24	0/0	04/23/2018						4
1	90080-11218	BOLT, W/WASHER D0	100 125D5			25	0/0	04/19/2018						127
10	90981-14011	BULB A0	100 BC1D1			25	0/0	04/24/2018						0
1	SU003-02525	COVER E4	100 214B			25	0/0	04/20/2018						1
1	SU003-05623	STOP LP AY HI MTG C3	100 214B			25	0/0	04/20/2018						14
0	16401-31480	CAP SUB-ASSY, RAD A0	101 SPORD			7	0/0	12/04/2017						97
1	84632-08021	SWITCH, SPEED CON A0	101 119			7	0/0	12/01/2017					3	10
0	00258-001J9-21	CELESTIAL SILVER A0	105 SPORD			8	0/0	12/22/2017					5	81
0	PT925-89110	4RUNNER RUNBOARD A7	105 SPORD			10	0/0	04/27/2018					1	6
1	52126-06320	BRACKET, FOG LAMP A2	106 110			25	0/0	04/19/2018					1	340
2	58198-20210	CLIP, FOOTREST, N C2	106 BC2D1			25	0/0	04/28/2018						9
1	64725-33100	HOOK, LUGGAGE COM D3	106 112			26	0/0	04/13/2018						3
1	68948-35010	BRACKET, BACK DOO B0	106 124D5			25	0/0	05/11/2018						11
0	00544-H4052-470	TRUESTART H4 (EN) A3	108 BATRK			7	0/0	03/20/2017						7
91	00279-MB5W2-01	5W20 MOBIL 1 QT	111 STOCK			5	0/0	04/03/2018					3	125
			BC1										84	5
32	CR2016	3V BATTERY CR2016	300 CAB8			7	0/0	08/20/1991						2.8
			DISPLA										36	
7	WIPER26	RAINX 26 WIPER BL	300 WIPER3			7	0/0	11/20/2009					13	5.1
			126											
1	DT001-48937-CT	P205/55R16 A2	500 TIRE 1			7	0/0	10/09/2017					7	119.5

06/03/2020

17:52:51

PHASE OUT REPORT
REPORT TOTALS FOR BRANCH TOYOTA OF LAWTON

2213

PAGE

	PARTS	PIECES	VALUE
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MAKE TO TOYOTA	28	163	1345.44
=====	=====	=====	=====
GRAND TOTAL	28	163	1345.44