

MONTHLY ANALYSIS

STORE 01 BRANCH 03 HOSELTON TOYOTA INC. MM/YY 12/20

MK TO TOYOTA

| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|-------------|---------------|--------------|------------------|---------------|-------------------|
| NORMAL STOCK PARTS | 5378 | 63.2% | 8364 | 312973.30 | 67.0% | 3485249.69 |
| AUTOMATIC PHASEOUT (AP) PARTS | 176 | 2.0% | 223 | 14627.39 | 3.1% | 164170.23 |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| MANUAL ORDER (MO) PARTS | 1733 | 20.3% | 1855 | 7075.73 | 1.5% | 97354.27 |
| NON-STOCK (NS) PARTS | 1169 | 13.7% | 1507 | 131843.43 | 28.2% | 1428110.87 |
| 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 | 45 | 0.5% | 46 | 208.56 | 0.0% | 2212.11 |
| SOLD NOT STOCKED | 0 | 0.3% | 0 | 0.00 | 0.2% | 3210.79 |
| TOTAL COST OF SALES | 8501 | 100.0% | 11995 | 466728.41 | 100.0% | 5180307.96 |
| LOST SALES (MEMO) | 34 | | 35 | 2557.57 | | 40317.49 |
| CREDIT/RETURNS (MEMO) | 467 | | 515 | 37467.67 | | 415129.88 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 20.21 |

| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|--------------|---------------|--------------|------------------|---------------|
| NORMAL STOCK PARTS | 5244 | 21.2% | 11166 | 445202.81 | 83.2% |
| AUTOMATIC PHASEOUT (AP) PARTS | 1991 | 8.0% | 1117 | 45247.81 | 8.4% |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| MANUAL ORDER (MO) PARTS | 19 | 0.0% | 3101 | 15089.78 | 2.8% |
| NON-STOCK (NS) PARTS | 17411 | 70.5% | 886 | 28317.89 | 5.2% |
| NO PHASEOUT (NP) PARTS | 1 | 0.0% | 0 | 0.00 | 0.0% |
| OBSOLETE (OB) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| REPLACED BY HOLD (RBH) PARTS | 4 | 0.3% | 160 | 647.20 | 0.4% |
| TOTAL INVESTMENT | 24670 | 100.0% | 16430 | 534505.49 | 100.0% |
| DIRTY CORE INVENTORY | 8 | | 15 | 2375.00 | |
| NEW CORE INVENTORY | 16 | | 41 | 1022.00 | |

| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
|-------------------|-------|--------|--------------|-----------|--------|--------------|
| CURRENT | 3567 | 14.4% | 14.4% | 246724.20 | 46.1 | 46.1% |
| 1-3 MONTHS | 5737 | 23.2% | 37.6% | 189000.21 | 35.3 | 81.4% |
| 4-6 MONTHS | 3789 | 15.3% | 52.9% | 56951.34 | 10.6 | 92.0% |
| 7-9 MONTHS | 2148 | 8.7% | 61.6% | 23695.28 | 4.4 | 96.4% |
| 10-12 MONTHS | 2533 | 10.2% | 71.8% | 11671.36 | 2.1 | 98.5% |
| 13-24 MONTHS | 6390 | 25.9% | 97.7% | 5294.08 | 0.9 | 99.4% |
| 25 MONTHS OR MORE | 506 | 2.3% | 100.0% | 1169.02 | 0.6 | 100.0% |

MONTHLY ANALYSIS

STORE 01 BRANCH 03 HOSELTON TOYOTA INC. MM/YY 12/20

MK TO TOYOTA

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|---------------------------------|------------|---------------|------------|-----------------|---------------|
| STOCK ORDER | 112 | 46.4% | 248 | 12769.79 | 33.6% |
| STOCK ORDER - BACKORDER | 22 | 9.1% | 124 | 2791.39 | 7.3% |
| STOCK ORDER - CROSS SHIP | 3 | 1.2% | 5 | 123.98 | 0.3% |
| 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 | 45 | 18.6% | 50 | 12408.54 | 32.6% |
| CUSTOMER ORDER - BACKORDER | 54 | 22.4% | 54 | 9204.50 | 24.2% |
| CUSTOMER ORDER - CROSS SHIP | 5 | 2.0% | 5 | 649.88 | 1.7% |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% |
| OTHER ORDERS | 0 | 0.3% | 0 | 0.00 | 0.3% |
| TOTAL OUTSTANDING ORDERS | 241 | 100.0% | 486 | 37948.08 | 100.0% |

| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|---------------------------------|-------------|---------------|-------------|------------------|---------------|-------------------|
| STOCK ORDER | 3512 | 59.3% | 5506 | 263065.68 | 52.7% | 3265552.77 |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 620.21 |
| STOCK ORDER - CROSS SHIP | 1 | 0.0% | 0 | 0.00 | 0.0% | -192.46 |
| SUPPLEMENTAL ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 1200.25 |
| 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 | 2409 | 40.7% | 2986 | 236589.61 | 47.4% | 2576460.51 |
| CUSTOMER ORDER - BACKORDER | -4 | 0.0% | -4 | -426.94 | 0.0% | -4486.07 |
| CUSTOMER ORDER - CROSS SHIP | -2 | 0.0% | -2 | -301.09 | 0.0% | -1830.80 |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| OTHER ORDERS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| TOTAL PROCESSED ORDERS | 5916 | 100.0% | 8486 | 498927.26 | 100.0% | 5837324.41 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 225.00 |

| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|---------------------------------|-------------|---------------|--------------|------------------|---------------|-------------------|
| STOCK ORDER | 2683 | 51.1% | 10070 | 271400.81 | 53.6% | 2902975.91 |
| STOCK ORDER - BACKORDER | 76 | 1.4% | 124 | 8564.86 | 1.6% | 98099.84 |
| STOCK ORDER - CROSS SHIP | 18 | 0.3% | 50 | 2959.17 | 0.5% | 16575.82 |
| SUPPLEMENTAL ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 1297.99 |
| SUPPLEMENTAL ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 181.60 |
| SUPPLEMENTAL ORDER - CROSS SHIP | 0 | 0.0% | 0 | 0.00 | 0.0% | 96.47 |
| CUSTOMER ORDER | 2188 | 41.7% | 2756 | 194790.18 | 38.5% | 2138351.31 |
| CUSTOMER ORDER - BACKORDER | 135 | 2.5% | 157 | 17247.41 | 3.4% | 256173.27 |
| CUSTOMER ORDER - CROSS SHIP | 83 | 1.5% | 103 | 9403.32 | 1.8% | 96849.87 |
| EMERGENCY PURCHASES | 10 | 0.1% | 11 | 656.13 | 0.1% | 15065.13 |
| OTHER ORDERS | 48 | 1.4% | 159 | 539.17 | 0.5% | 8309.97 |
| TOTAL RECEIPTS | 5241 | 100.0% | 13430 | 505561.05 | 100.0% | 5533977.18 |
| PURCHASES DISCOUNT | 7 | | -8 | 384.93 | | -532.20 |

MK TO TOYOTA

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|---------------------------------------|-------|--------|-----------|------------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 1040 | 0 | 0.00 | 2153.72 |
| DELETED PARTS | 973 | 0 | 0.00 | 0.06 |
| MINUS ADJUSTMENTS | 35 | -69 | -7493.59 | -102932.84 |
| PLUS ADJUSTMENTS | 30 | 52 | 3100.94 | 61139.96 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | 4601.63 |
| RETURNED PARTS | 189 | -201 | -22132.63 | -313873.88 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 3147 | -38 | -2680.23 | -4699.75 |
| COST PRICE ADJUSTMENTS | 2 | -281 | -1076.82 | -2289.79 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 5416 | -537 | -30282.33 | -355900.89 |
| | | | | |
| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 37 | 891 | 104.87 | 2937.42 |
| APPRECIATION - MANUAL UPDATE | 0 | 0 | 0.00 | 97.26 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 37 | 891 | 104.87 | 3034.68 |
| | | | | |
| FIRST PRICING - FACTORY MASTER UPDATE | 0 | 0 | 0.00 | 505.00 |
| FIRST PRICING - MANUAL UPDATE | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL FIRST PRICING | 0 | 0 | 0.00 | 505.00 |
| | | | | |
| TOTAL APPRECIATION/FIRST PRICING | 37 | 891 | 104.87 | 3539.68 |
| | | | | |
| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 24621 | 14943 | 515012.01 | 527266.84 |
| CLOSING INVENTORY | 24670 | 16430 | 534505.49 | 534505.49 |
| PERCENT OF CHANGE | 0.2% | 10.0% | 3.8% | 1.4% |
| | | | | |
| MISCELLANEOUS | PARTS | PIECES | EXT VALUE | |
| ----- | ----- | ----- | ----- | |
| OUT OF STOCK | 19256 | 0 | 0.00 | |
| NO COST | 4 | 0 | 0.00 | |
| NO FACTORY RECORD | 41 | -4 | 81.70 | |
| NO SERVICE | 25 | 2 | 205.43 | |
| MINUS ON HAND | 37 | -51 | -2336.39 | |
| PHASED IN | 163 | 54 | 658.99 | |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 863 | 209 | 13728.34 | |
| | | | | |
| BUSINESS RATIOS | | | | |
| ----- | ----- | | | |
| LEVEL OF SERVICE | 98.9% | | | |
| STOCK ORDER PERFORMANCE | 63.0% | | | |
| GROSS TURNOVER RATE | 10.1 | | | |
| TRUE TURNOVER RATE | 5.9 | | | |

MK ZR GENERIC RIGHT

| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|------------|---------------|-------------|-----------------|---------------|------------------|
| NORMAL STOCK PARTS | 718 | 84.1% | 1800 | 17665.11 | 49.1% | 160066.07 |
| AUTOMATIC PHASEOUT (AP) PARTS | 2 | 0.2% | 5 | 231.25 | 0.6% | 2872.56 |
| 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 | 11 | 1.2% | 11 | 1627.84 | 4.5% | 12716.76 |
| 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 | 122 | 14.5% | 202 | 16443.17 | 45.8% | 175602.24 |
| TOTAL COST OF SALES | 853 | 100.0% | 2018 | 35967.37 | 100.0% | 351257.63 |
| LOST SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |
| CREDIT/RETURNS (MEMO) | 3 | | 3 | 100.43 | | 1298.21 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |

| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|------------|---------------|--------------|-----------------|---------------|
| NORMAL STOCK PARTS | 130 | 57.2% | 10379 | 46701.16 | 96.0% |
| AUTOMATIC PHASEOUT (AP) PARTS | 60 | 26.4% | 57 | 1901.43 | 3.9% |
| 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 | 37 | 16.2% | 0 | 0.00 | 0.0% |
| 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 | 227 | 100.0% | 10436 | 48602.59 | 100.0% |
| DIRTY CORE INVENTORY | 0 | | 0 | 0.00 | |
| NEW CORE INVENTORY | 0 | | 0 | 0.00 | |

| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
|-------------------|-------|--------|--------------|-----------|--------|--------------|
| CURRENT | 84 | 37.0% | 37.0% | 42318.84 | 87.0 | 87.0% |
| 1-3 MONTHS | 65 | 28.6% | 65.6% | 3705.55 | 7.6 | 94.6% |
| 4-6 MONTHS | 24 | 10.5% | 76.1% | 509.68 | 1.0 | 95.6% |
| 7-9 MONTHS | 7 | 3.0% | 79.1% | 311.12 | 0.6 | 96.2% |
| 10-12 MONTHS | 6 | 2.6% | 81.7% | 341.62 | 0.7 | 96.9% |
| 13-24 MONTHS | 11 | 4.8% | 86.5% | 506.17 | 1.0 | 97.9% |
| 25 MONTHS OR MORE | 30 | 13.5% | 100.0% | 909.61 | 2.1 | 100.0% |

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
|---------------------------------|-------|--------|--------|-----------|--------|-----------|
| ----- | ----- | ----- | ----- | ----- | ----- | |
| STOCK ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| 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 | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| 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 | 0.0% | 0 | 0.00 | 0.0% | |
| ----- | ----- | ----- | ----- | ----- | ----- | |
| TOTAL OUTSTANDING ORDERS | 0 | 100.0% | 0 | 0.00 | 100.0% | |
| | | | | | | |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| STOCK ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| 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 | 0 | 0.0% | 0 | 0.00 | 0.0% | 121.75 |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| 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 | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| TOTAL PROCESSED ORDERS | 0 | 100.0% | 0 | 0.00 | 100.0% | 121.75 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 0.00 |
| | | | | | | |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| STOCK ORDER | 9 | 3.7% | 227 | 531.26 | 1.6% | 14154.76 |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| 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 | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| CUSTOMER ORDER - CROSS SHIP | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| EMERGENCY PURCHASES | 91 | 38.3% | 686 | 12817.57 | 38.6% | 100205.67 |
| OTHER ORDERS | 137 | 58.0% | 223 | 19810.41 | 59.8% | 196502.64 |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| TOTAL RECEIPTS | 237 | 100.0% | 1136 | 33159.24 | 100.0% | 310863.07 |
| | | | | | | |
| PURCHASES DISCOUNT | 7 | | 47 | -2563.02 | | -17165.11 |

MK ZR GENERIC RIGHT

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|--------------------------------|-------|--------|---------|----------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 20 | 0 | 0.00 | 19.10 |
| DELETED PARTS | 5 | 0 | 0.00 | 2599.84 |
| MINUS ADJUSTMENTS | 11 | -18 | -569.66 | -7402.60 |
| PLUS ADJUSTMENTS | 3 | 58 | 198.36 | 44868.78 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | -184.21 |
| RETURNED PARTS | 0 | 0 | 0.00 | 0.00 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 158 | -16 | 36.41 | 1022.91 |
| COST PRICE ADJUSTMENTS | 7 | -12 | 2557.10 | 17067.50 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 204 | 12 | 2222.21 | 57991.32 |

| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
|---------------------------------------|-------|--------|---------|--------|
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 0 | 0 | 0.00 | 7.36 |
| APPRECIATION - MANUAL UPDATE | 15 | 9365 | 1209.06 | 715.13 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 15 | 9365 | 1209.06 | 722.49 |
| | | | | |
| 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 | 15 | 9365 | 1209.06 | 722.49 |

| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
|-------------------------|-------|--------|----------|----------|
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 212 | 11303 | 52191.99 | 52145.55 |
| CLOSING INVENTORY | 227 | 10436 | 48602.59 | 48602.59 |
| PERCENT OF CHANGE | 7.1% | -7.6% | -6.8% | -6.7% |

| MISCELLANEOUS | PARTS | PIECES | EXT VALUE |
|--------------------------------------|-------|--------|-----------|
| ----- | ----- | ----- | ----- |
| OUT OF STOCK | 105 | 0 | 0.00 |
| NO COST | 3 | 0 | 0.00 |
| NO FACTORY RECORD | 117 | 461 | 6731.54 |
| NO SERVICE | 0 | 0 | 0.00 |
| MINUS ON HAND | 2 | -3 | -54.44 |
| PHASED IN | 3 | 15 | 173.25 |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 12 | 0 | 0.00 |

| BUSINESS RATIOS | |
|-------------------------|-------|
| ----- | ----- |
| LEVEL OF SERVICE | 71.4% |
| STOCK ORDER PERFORMANCE | 0.0% |
| GROSS TURNOVER RATE | 11.0 |
| TRUE TURNOVER RATE | 0.4 |

SUMMARY

| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|-------|--------|--------|-----------|--------|------------|
| NORMAL STOCK PARTS | 6096 | 65.1% | 10164 | 330638.41 | 65.7% | 3645315.76 |
| AUTOMATIC PHASEOUT (AP) PARTS | 178 | 1.9% | 228 | 14858.64 | 2.9% | 167042.79 |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| MANUAL ORDER (MO) PARTS | 1733 | 18.5% | 1855 | 7075.73 | 1.4% | 97354.27 |
| NON-STOCK (NS) PARTS | 1180 | 12.6% | 1518 | 133471.27 | 26.5% | 1440827.63 |
| 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 | 45 | 0.4% | 46 | 208.56 | 0.0% | 2212.11 |
| SOLD NOT STOCKED | 122 | 1.5% | 202 | 16443.17 | 3.5% | 178828.73 |
| TOTAL COST OF SALES | 9354 | 100.0% | 14013 | 502695.78 | 100.0% | 5531581.29 |
| LOST SALES (MEMO) | 34 | | 35 | 2557.57 | | 40317.49 |
| CREDIT/RETURNS (MEMO) | 470 | | 518 | 37568.10 | | 416428.09 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 20.21 |

| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|-------------------------------|-------|--------|--------|-----------|--------|
| NORMAL STOCK PARTS | 5374 | 21.5% | 21545 | 491903.97 | 84.3% |
| AUTOMATIC PHASEOUT (AP) PARTS | 2051 | 8.2% | 1174 | 47149.24 | 8.0% |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| MANUAL ORDER (MO) PARTS | 19 | 0.0% | 3101 | 15089.78 | 2.5% |
| NON-STOCK (NS) PARTS | 17448 | 70.0% | 886 | 28317.89 | 4.8% |
| NO PHASEOUT (NP) PARTS | 1 | 0.0% | 0 | 0.00 | 0.0% |
| OBSOLETE (OB) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% |
| REPLACED BY HOLD (RBH) PARTS | 4 | 0.3% | 160 | 647.20 | 0.4% |
| TOTAL INVESTMENT | 24897 | 100.0% | 26866 | 583108.08 | 100.0% |
| DIRTY CORE INVENTORY | 8 | | 15 | 2375.00 | |
| NEW CORE INVENTORY | 16 | | 41 | 1022.00 | |

| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
|-------------------|-------|--------|-----------------|-----------|--------|-----------------|
| CURRENT | 3651 | 14.6% | 14.6% | 289043.04 | 49.5 | 49.5% |
| 1-3 MONTHS | 5802 | 23.3% | 37.9% | 192705.76 | 33.0 | 82.5% |
| 4-6 MONTHS | 3813 | 15.3% | 53.2% | 57461.02 | 9.8 | 92.3% |
| 7-9 MONTHS | 2155 | 8.6% | 61.8% | 24006.40 | 4.1 | 96.4% |
| 10-12 MONTHS | 2539 | 10.1% | 71.9% | 12012.98 | 2.0 | 98.4% |
| 13-24 MONTHS | 6401 | 25.7% | 97.6% | 5800.25 | 0.9 | 99.3% |
| 25 MONTHS OR MORE | 536 | 2.4% | 100.0% | 2078.63 | 0.7 | 100.0% |

SUMMARY

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
|---------------------------------|-------|--------|--------|-----------|--------|------------|
| STOCK ORDER | 112 | 46.4% | 248 | 12769.79 | 33.6% | |
| STOCK ORDER - BACKORDER | 22 | 9.1% | 124 | 2791.39 | 7.3% | |
| STOCK ORDER - CROSS SHIP | 3 | 1.2% | 5 | 123.98 | 0.3% | |
| 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 | 45 | 18.6% | 50 | 12408.54 | 32.6% | |
| CUSTOMER ORDER - BACKORDER | 54 | 22.4% | 54 | 9204.50 | 24.2% | |
| CUSTOMER ORDER - CROSS SHIP | 5 | 2.0% | 5 | 649.88 | 1.7% | |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% | |
| OTHER ORDERS | 0 | 0.3% | 0 | 0.00 | 0.3% | |
| TOTAL OUTSTANDING ORDERS | 241 | 100.0% | 486 | 37948.08 | 100.0% | |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 3512 | 59.3% | 5506 | 263065.68 | 52.7% | 3265552.77 |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 620.21 |
| STOCK ORDER - CROSS SHIP | 1 | 0.0% | 0 | 0.00 | 0.0% | -192.46 |
| SUPPLEMENTAL ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 1200.25 |
| 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 | 2409 | 40.7% | 2986 | 236589.61 | 47.4% | 2576582.26 |
| CUSTOMER ORDER - BACKORDER | -4 | 0.0% | -4 | -426.94 | 0.0% | -4486.07 |
| CUSTOMER ORDER - CROSS SHIP | -2 | 0.0% | -2 | -301.09 | 0.0% | -1830.80 |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| OTHER ORDERS | 0 | 0.0% | 0 | 0.00 | 0.0% | 0.00 |
| TOTAL PROCESSED ORDERS | 5916 | 100.0% | 8486 | 498927.26 | 100.0% | 5837446.16 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 225.00 |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 2692 | 49.1% | 10297 | 271932.07 | 50.4% | 2917130.67 |
| STOCK ORDER - BACKORDER | 76 | 1.3% | 124 | 8564.86 | 1.5% | 98099.84 |
| STOCK ORDER - CROSS SHIP | 18 | 0.3% | 50 | 2959.17 | 0.5% | 16575.82 |
| SUPPLEMENTAL ORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 1297.99 |
| SUPPLEMENTAL ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% | 181.60 |
| SUPPLEMENTAL ORDER - CROSS SHIP | 0 | 0.0% | 0 | 0.00 | 0.0% | 96.47 |
| CUSTOMER ORDER | 2188 | 39.9% | 2756 | 194790.18 | 36.1% | 2138351.31 |
| CUSTOMER ORDER - BACKORDER | 135 | 2.4% | 157 | 17247.41 | 3.2% | 256173.27 |
| CUSTOMER ORDER - CROSS SHIP | 83 | 1.5% | 103 | 9403.32 | 1.7% | 96849.87 |
| EMERGENCY PURCHASES | 101 | 1.8% | 697 | 13473.70 | 2.5% | 115270.80 |
| OTHER ORDERS | 185 | 3.7% | 382 | 20349.58 | 4.1% | 204828.31 |
| TOTAL RECEIPTS | 5478 | 100.0% | 14566 | 538720.29 | 100.0% | 5844855.95 |
| PURCHASES DISCOUNT | 14 | | 39 | -2178.09 | | -17697.31 |

SUMMARY

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|---------------------------------------|-------|--------|-----------|------------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 1060 | 0 | 0.00 | 2172.82 |
| DELETED PARTS | 978 | 0 | 0.00 | 2599.90 |
| MINUS ADJUSTMENTS | 46 | -87 | -8063.25 | -110335.44 |
| PLUS ADJUSTMENTS | 33 | 110 | 3299.30 | 106008.74 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | 4417.42 |
| RETURNED PARTS | 189 | -201 | -22132.63 | -313873.88 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 3305 | -54 | -2643.82 | -3676.84 |
| COST PRICE ADJUSTMENTS | 9 | -293 | 1480.28 | 14777.71 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 5620 | -525 | -28060.12 | -297909.57 |
| | | | | |
| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 37 | 891 | 104.87 | 2944.78 |
| APPRECIATION - MANUAL UPDATE | 15 | 9365 | 1209.06 | 812.39 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 52 | 10256 | 1313.93 | 3757.17 |
| | | | | |
| FIRST PRICING - FACTORY MASTER UPDATE | 0 | 0 | 0.00 | 505.00 |
| FIRST PRICING - MANUAL UPDATE | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL FIRST PRICING | 0 | 0 | 0.00 | 505.00 |
| | | | | |
| TOTAL APPRECIATION/FIRST PRICING | 52 | 10256 | 1313.93 | 4262.17 |
| | | | | |
| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 24833 | 26246 | 567204.00 | 579412.39 |
| CLOSING INVENTORY | 24897 | 26866 | 583108.08 | 583108.08 |
| PERCENT OF CHANGE | 0.3% | 2.4% | 2.8% | 0.6% |
| | | | | |
| MISCELLANEOUS | PARTS | PIECES | EXT VALUE | |
| ----- | ----- | ----- | ----- | |
| OUT OF STOCK | 19361 | 0 | 0.00 | |
| NO COST | 7 | 0 | 0.00 | |
| NO FACTORY RECORD | 158 | 457 | 6813.24 | |
| NO SERVICE | 25 | 2 | 205.43 | |
| MINUS ON HAND | 39 | -54 | -2390.83 | |
| PHASED IN | 166 | 69 | 832.24 | |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 875 | 209 | 13728.34 | |
| | | | | |
| BUSINESS RATIOS | | | | |
| ----- | ----- | | | |
| LEVEL OF SERVICE | 97.2% | | | |
| STOCK ORDER PERFORMANCE | 59.0% | | | |
| GROSS TURNOVER RATE | 10.1 | | | |
| TRUE TURNOVER RATE | 5.6 | | | |