

MONTHLY ANALYSIS
STORE 20 BRANCH 01 SUBURBAN TOYOTA MM/YY 12/20
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3570	77.3%	7623	71634.69	39.2%	813995.67
AUTOMATIC PHASEOUT (AP) PARTS	67	1.4%	106	5244.21	2.8%	54440.42
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	8.80	0.0%	736.24
MANUAL ORDER (MO) PARTS	1	0.0%	2	390.00	0.2%	1813.00
NON-STOCK (NS) PARTS	870	18.8%	1574	99912.94	54.6%	751339.08
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	105	2.5%	149	5467.15	3.2%	76198.87
TOTAL COST OF SALES	4614	100.0%	9455	182657.79	100.0%	1698523.28
LOST SALES (MEMO)	9		20	462.17		5490.42
CREDIT/RETURNS (MEMO)	67		87	5193.49		41155.96
UNUSUAL SALES (MEMO)	17		200	2129.77		15419.70

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1580	14.1%	17199	119058.17	84.0%
AUTOMATIC PHASEOUT (AP) PARTS	914	8.1%	619	12564.63	8.8%
DEALER PHASEOUT (DP) PARTS	2	0.0%	504	75.60	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	4	780.00	0.5%
NON-STOCK (NS) PARTS	8681	77.6%	250	9241.54	6.5%
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	0.2%
TOTAL INVESTMENT	11178	100.0%	18576	141719.94	100.0%
DIRTY CORE INVENTORY	7		13	1262.00	
NEW CORE INVENTORY	14		43	847.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1762	15.7%	15.7%	89786.33	63.3	63.3%
1-3 MONTHS	2909	26.0%	41.7%	31765.23	22.4	85.7%
4-6 MONTHS	2197	19.6%	61.3%	9218.33	6.5	92.2%
7-9 MONTHS	1478	13.2%	74.5%	2394.60	1.6	93.8%
10-12 MONTHS	1673	14.9%	89.4%	4899.61	3.4	97.2%
13-24 MONTHS	929	8.3%	97.7%	3655.84	2.5	99.7%
25 MONTHS OR MORE	230	2.3%	100.0%	0.00	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	17	18.0%	1023	5197.04	41.3%	
STOCK ORDER - BACKORDER	1	1.0%	1	227.40	1.8%	
STOCK ORDER - CROSS SHIP	2	2.1%	3	21.18	0.1%	
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	53	56.3%	65	3638.82	28.9%	
CUSTOMER ORDER - BACKORDER	17	18.0%	66	3402.38	27.0%	
CUSTOMER ORDER - CROSS SHIP	4	4.2%	4	70.03	0.5%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	94	100.0%	1162	12556.85	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	431	24.6%	2678	25970.06	17.2%	322488.88
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-86.65
STOCK ORDER - CROSS SHIP	1	0.0%	0	0.00	0.0%	-36.82
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	1321	75.5%	2244	124331.81	82.7%	995472.60
CUSTOMER ORDER - BACKORDER	-4	0.0%	-3	-140.98	0.0%	-5268.72
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-102.83
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	1749	100.0%	4919	150160.89	100.0%	1312466.46
FORCED ORDERS	8		20	270.50		6566.97
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	474	23.6%	5781	57536.71	30.3%	652965.66
STOCK ORDER - BACKORDER	4	0.1%	24	253.38	0.1%	7405.09
STOCK ORDER - CROSS SHIP	12	0.5%	34	1496.11	0.7%	6801.97
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	1210	60.2%	1948	101993.92	53.8%	864318.41
CUSTOMER ORDER - BACKORDER	159	7.9%	277	18253.10	9.6%	104145.27
CUSTOMER ORDER - CROSS SHIP	24	1.1%	26	2842.05	1.5%	20114.14
EMERGENCY PURCHASES	2	0.0%	3	84.35	0.0%	687.05
OTHER ORDERS	122	6.6%	176	6982.21	4.0%	110722.77
TOTAL RECEIPTS	2007	100.0%	8269	189441.83	100.0%	1767160.36
PURCHASES DISCOUNT	2		3	-340.16		-4805.77

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1035	0	0.00	0.00
DELETED PARTS	1006	0	0.00	0.00
MINUS ADJUSTMENTS	13	-361	-1555.32	-23418.72
PLUS ADJUSTMENTS	31	445	4549.30	27916.19
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	10831.01
RETURNED PARTS	75	-121	-11105.55	-79089.06
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	362	-1	-199.24	273.60
COST PRICE ADJUSTMENTS	0	-446	340.16	4652.86
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2522	-484	-7970.65	-58834.12
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	17	376	39.92	1149.65
APPRECIATION - MANUAL UPDATE	7	11052	1108.36	-345.99
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TOTAL APPRECIATION	24	11428	1148.28	803.66
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	24	11428	1148.28	803.66
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	11058	19800	142098.43	135906.29
CLOSING INVENTORY	11178	18576	141719.94	141719.94
PERCENT OF CHANGE	1.1%	-6.1%	-0.2%	4.3%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	10013	0	0.00	
NO COST	46	0	0.00	
NO FACTORY RECORD	355	2206	20668.89	
NO SERVICE	3	0	0.00	
MINUS ON HAND	14	-23	-1061.19	
PHASED IN	87	9	304.60	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	749	62	821.24	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	18.9%			
GROSS TURNOVER RATE	11.9			
TRUE TURNOVER RATE	4.7			