

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	15511	84.0%	21473	376113.19	50.6%	733638.58
AUTOMATIC PHASEOUT (AP) PARTS	191	1.0%	241	19860.47	2.6%	34457.27
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	648	3.5%	1725	29543.47	3.9%	61620.34
NON-STOCK (NS) PARTS	1396	7.5%	1814	231279.20	31.1%	434260.97
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	1	0.0%	1	60.00	0.0%	374.92
SOLD NOT STOCKED	712	4.0%	860	85070.16	11.8%	139435.66
TOTAL COST OF SALES	18459	100.0%	26114	741926.49	100.0%	1403787.74
LOST SALES (MEMO)	2		2	48.63		110.03
CREDIT/RETURNS (MEMO)	210		285	15214.40		30374.25
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	3718	14.4%	18083	458012.68	70.6%	
AUTOMATIC PHASEOUT (AP) PARTS	2064	8.0%	1973	82696.25	12.7%	
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	136.00	0.0%	
MANUAL ORDER (MO) PARTS	29	0.1%	788	14877.61	2.2%	
NON-STOCK (NS) PARTS	19924	77.3%	1474	92343.60	14.2%	
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	8	0.2%	9	385.29	0.3%	
TOTAL INVESTMENT	25744	100.0%	22328	648451.43	100.0%	
DIRTY CORE INVENTORY	117		29524	574025.19		
NEW CORE INVENTORY	44		136	16657.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4102	15.9%	15.9%	371312.60	57.2%	57.2%
1-3 MONTHS	5483	21.2%	37.1%	153004.75	23.5%	80.7%
4-6 MONTHS	4105	15.9%	53.0%	70254.07	10.8%	91.5%
7-9 MONTHS	3124	12.1%	65.1%	25391.56	3.9%	95.4%
10-12 MONTHS	2082	8.0%	73.1%	3653.73	0.5%	95.9%
13-24 MONTHS	6623	25.7%	98.8%	6895.43	1.0%	96.9%
25 MONTHS OR MORE	225	1.2%	100.0%	17939.29	3.1%	100.0%

MONTHLY ANALYSIS

STORE 01 BRANCH 01 AVONDALE TOYOTA MM/YY 02/21

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	105	23.8%	689	7979.34	16.9%	
STOCK ORDER - BACKORDER	26	5.9%	60	3098.89	6.5%	
STOCK ORDER - CROSS SHIP	9	2.0%	9	573.14	1.2%	
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	128	29.0%	171	14074.58	29.8%	
CUSTOMER ORDER - BACKORDER	163	37.0%	166	19849.52	42.0%	
CUSTOMER ORDER - CROSS SHIP	9	2.0%	9	1592.24	3.3%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	440	100.0%	1104	47167.71	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2325	52.6%	10678	166647.53	43.7%	332025.30
STOCK ORDER - BACKORDER	0	0.0%	-1	-210.16	0.0%	-210.16
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	2094	47.3%	2601	214310.29	56.2%	426202.52
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	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	4419	100.0%	13278	380747.66	100.0%	758017.66
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3117	46.6%	16457	291158.17	42.4%	603560.76
STOCK ORDER - BACKORDER	33	0.4%	61	2069.22	0.3%	10238.19
STOCK ORDER - CROSS SHIP	34	0.5%	47	780.77	0.1%	2027.88
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	1884	28.2%	2409	193589.84	28.2%	364390.12
CUSTOMER ORDER - BACKORDER	260	3.8%	295	34631.98	5.0%	76843.57
CUSTOMER ORDER - CROSS SHIP	94	1.4%	101	8950.66	1.3%	13226.20
EMERGENCY PURCHASES	28	0.4%	31	2796.46	0.4%	5866.56
OTHER ORDERS	1228	18.7%	1686	151279.11	22.3%	275636.80
TOTAL RECEIPTS	6678	100.0%	21087	685256.21	100.0%	1351790.08
PURCHASES DISCOUNT	92		292	-3056.76		-5848.09

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1378	81	6829.15	7895.01
DELETED PARTS	1564	1	2578.00	2578.00
MINUS ADJUSTMENTS	486	-2746	-74762.91	-123537.31
PLUS ADJUSTMENTS	376	4126	68700.37	140043.33
PHYSICAL INVENTORY ADJUSTMENTS	1454	519	-2010.50	-2010.50
RETURNED PARTS	451	-565	-59872.96	-59872.96
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1984	11	5734.17	7383.91
COST PRICE ADJUSTMENTS	16	-361	-4477.42	-8724.85
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	7709	1066	-57282.10	-36245.37
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	27	2	8.54	1463.69
APPRECIATION - MANUAL UPDATE	13	133	-417.00	-475.92
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TOTAL APPRECIATION	40	135	-408.46	987.77
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	744.00
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TOTAL FIRST PRICING	0	0	0.00	744.00
TOTAL APPRECIATION/FIRST PRICING	40	135	-408.46	1731.77
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	25927	22108	704522.07	681137.60
CLOSING INVENTORY	25744	22328	648451.43	648451.43
PERCENT OF CHANGE	-0.6%	1.0%	-7.9%	-4.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	20772	0	0.00	
NO COST	3	1	0.00	
NO FACTORY RECORD	2488	5202	116599.43	
NO SERVICE	24	3	142.58	
MINUS ON HAND	29	-54	-2982.48	
PHASED IN	271	155	15020.15	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1205	301	19012.97	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.5%			
STOCK ORDER PERFORMANCE	23.6%			
GROSS TURNOVER RATE	12.5			
TRUE TURNOVER RATE	6.0			