

05/14/2021

MONTHLY ANALYSIS

14:30:03

STORE 01 BRANCH 01 ALPINE TOYOTA MM/YY 4/21

PAGE 1

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2811	90.6%	5161	157251.17	83.0%	516338.33
AUTOMATIC PHASEOUT (AP) PARTS	290	9.3%	539	32101.46	16.9%	76365.64
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	0	0.0%	0	0.00	0.0%	0.00
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	0	0.1%	0	0.00	0.1%	0.00
TOTAL COST OF SALES	3101	100.0%	5700	189352.63	100.0%	592703.97
LOST SALES (MEMO)	108		155	8277.83		42937.74
CREDIT/RETURNS (MEMO)	43		374	5622.09		19079.97
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	3362	74.0%	7959	178070.69	71.8%	
AUTOMATIC PHASEOUT (AP) PARTS	1177	25.9%	2253	69784.97	28.1%	
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	0	0.0%	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	0.1%	0	0.00	0.1%	
TOTAL INVESTMENT	4539	100.0%	10212	247855.66	100.0%	
DIRTY CORE INVENTORY	3		4	1090.00		
NEW CORE INVENTORY	1		2	60.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1417	31.2%	31.2%	128929.79	52.0	52.0%
1-3 MONTHS	2198	48.4%	79.6%	59817.16	24.1	76.1%
4-6 MONTHS	682	15.0%	94.6%	33765.70	13.6	89.7%
7-9 MONTHS	140	3.0%	97.6%	17205.49	6.9	96.6%
10-12 MONTHS	63	1.3%	98.9%	5997.95	2.4	99.0%
13-24 MONTHS	34	0.7%	99.6%	1922.00	0.7	99.7%
25 MONTHS OR MORE	5	0.4%	100.0%	217.57	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	38	25.0%	119	4043.87	17.8%	
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	114	75.0%	119	18577.71	82.1%	
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	0.1%	
TOTAL OUTSTANDING ORDERS	152	100.0%	238	22621.58	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	400	36.4%	1792	33320.26	29.3%	99995.61
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	696	63.5%	2042	80185.48	70.6%	271758.70
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	1096	100.0%	3834	113505.74	100.0%	371754.31
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	711	51.9%	5472	126361.90	62.4%	363503.10
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	657	48.0%	1699	75831.27	37.5%	280644.21
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.50
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%	89.57
TOTAL RECEIPTS	1368	100.0%	7171	202193.17	100.0%	644237.38
PURCHASES DISCOUNT	2		2	51.36		112.17

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	748	0	0.00	784784.18
DELETED PARTS	612	0	0.00	0.00
MINUS ADJUSTMENTS	63	-1374	-13947.11	-819320.21
PLUS ADJUSTMENTS	17	85	3724.16	8481.00
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	653	-37	-2006.75	446.15
COST PRICE ADJUSTMENTS	83	-302	-2567.41	-11297.06
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2176	-1628	-14797.11	-36905.94
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	26	2617	344.73	208.19
APPRECIATION - MANUAL UPDATE	93	275	239.04	163.46
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TOTAL APPRECIATION	119	2892	583.77	371.65
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	2	102.70	102.70
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TOTAL FIRST PRICING	2	2	102.70	102.70
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TOTAL APPRECIATION/FIRST PRICING	121	2894	686.47	474.35
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4350	9583	248491.26	234044.18
CLOSING INVENTORY	4539	10212	247855.66	247855.66
PERCENT OF CHANGE	4.3%	6.6%	-0.2%	5.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	3388	0	0.00	
NO COST	3	0	0.00	
NO FACTORY RECORD	1670	2758	125720.37	
NO SERVICE	2	14	48.46	
MINUS ON HAND	11	-39	-736.85	
PHASED IN	57	104	2849.33	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	729	230	9499.53	
BUSINESS RATIOS				
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LEVEL OF SERVICE	93.2%			
STOCK ORDER PERFORMANCE	16.8%			
GROSS TURNOVER RATE	7.6			
TRUE TURNOVER RATE	4.7			