

MONTHLY ANALYSIS
STORE 01 BRANCH 01 NORTHSIDE TOYOTA MM/YY 5/21
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2588	65.5%	24457	110950.71	48.8%	497629.70
AUTOMATIC PHASEOUT (AP) PARTS	95	2.4%	160	15361.87	6.7%	74413.99
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	417	10.5%	417	375.30	0.1%	1846.72
NON-STOCK (NS) PARTS	771	19.5%	1020	95207.96	41.9%	424418.75
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%	100.00
SOLD NOT STOCKED	79	2.1%	109	5158.18	2.5%	37102.87
TOTAL COST OF SALES	3950	100.0%	26163	227054.02	100.0%	1035512.03
LOST SALES (MEMO)	12		14	677.98		4620.62
CREDIT/RETURNS (MEMO)	52		119	8975.73		30497.95
UNUSUAL SALES (MEMO)	0		0	0.00		116.63

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	922	21.6%	25369	159683.98	50.7%
AUTOMATIC PHASEOUT (AP) PARTS	1076	25.2%	2049	112661.97	35.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	2	0.0%	70	63.00	0.0%
NON-STOCK (NS) PARTS	2263	53.0%	398	42462.79	13.4%
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	4263	100.0%	27886	314871.74	100.0%
DIRTY CORE INVENTORY	4		4	110.00	
NEW CORE INVENTORY	2		2	140.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1034	24.2%	24.2%	119715.80	38.0	38.0%
1-3 MONTHS	1657	38.8%	63.0%	87045.67	27.6	65.6%
4-6 MONTHS	1157	27.1%	90.1%	48616.66	15.4	81.0%
7-9 MONTHS	111	2.6%	92.7%	17505.46	5.5	86.5%
10-12 MONTHS	83	1.9%	94.6%	9241.59	2.9	89.4%
13-24 MONTHS	123	2.8%	97.4%	16635.60	5.2	94.6%
25 MONTHS OR MORE	98	2.6%	100.0%	16110.96	5.4	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	81	21.8%	666	13105.41	23.6%	
STOCK ORDER - BACKORDER	25	6.7%	532	3508.56	6.3%	
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	208	56.2%	257	33246.55	60.0%	
CUSTOMER ORDER - BACKORDER	55	14.8%	66	5449.18	9.8%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	1	0.2%	1	22.59	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	370	100.0%	1522	55332.29	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	415	24.4%	553	29095.73	17.5%	145813.35
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-21.05
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	1284	75.7%	1472	136747.73	82.4%	528306.24
CUSTOMER ORDER - BACKORDER	-4	0.0%	0	0.00	0.0%	-3101.94
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	0.1%	0.00
TOTAL PROCESSED ORDERS	1695	100.0%	2025	165843.46	100.0%	670996.60
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	528	27.9%	4945	90023.31	39.7%	412795.51
STOCK ORDER - BACKORDER	18	0.9%	63	1441.03	0.6%	38654.46
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	4.16
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	1228	64.9%	1395	125680.70	55.5%	454714.60
CUSTOMER ORDER - BACKORDER	38	2.0%	47	3890.18	1.7%	85068.96
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	598.22
OTHER ORDERS	79	4.3%	109	5158.18	2.5%	36229.69
TOTAL RECEIPTS	1891	100.0%	6559	226193.40	100.0%	1028065.60
PURCHASES DISCOUNT	14		43	-105.86		3365.23

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	392	0	0.00	0.00
DELETED PARTS	423	0	0.00	0.00
MINUS ADJUSTMENTS	3	-3	-476.46	-13288.90
PLUS ADJUSTMENTS	36	9999	3703.07	14820.21
PHYSICAL INVENTORY ADJUSTMENTS	292	17347	-4203.15	-17652.08
RETURNED PARTS	23	-33	-2401.63	-47025.51
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	213	297	975.62	2014.67
COST PRICE ADJUSTMENTS	0	-327	-449.29	-3085.83
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1382	27280	-2851.84	-64217.44
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	-52.39
APPRECIATION - MANUAL UPDATE	15	824	-351.73	-1283.95
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TOTAL APPRECIATION	15	824	-351.73	-1336.34
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	15	824	-351.73	-1336.34
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4286	19478	317518.99	384706.72
CLOSING INVENTORY	4263	27886	314871.74	314871.74
PERCENT OF CHANGE	-0.4%	43.2%	-0.7%	-18.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	2863	0	0.00	
NO COST	3	0	0.00	
NO FACTORY RECORD	459	1016	57813.19	
NO SERVICE	7	313	1138.63	
MINUS ON HAND	1	-1	-44.06	
PHASED IN	51	118	8439.55	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	486	290	19161.94	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.4%			
STOCK ORDER PERFORMANCE	14.0%			
GROSS TURNOVER RATE	8.4			
TRUE TURNOVER RATE	4.8			