

SUMMARY

COST OF SALES		PARTS	PARTS%	PIECES	ITD	MTD%	YTD
NORMAL STOCK PARTS	1	2588	65.5%	24457	10950.71	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	2	3950	100.0%	26163	127054.02	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	EXI	PARTS	PARTS%	PIECES	VALUE	VALUE%
NORMAL STOCK PARTS	1	922	21.6%	25369	59683.98	50.7%
AUTOMATIC PHASEOUT (AP) PARTS	1	1076	25.2%	2049	12661.97	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	3	4263	100.0%	27886	14871.74	100.0%
DIRTY CORE INVENTORY		4		4	110.00	
NEW CORE INVENTORY		2		2	140.00	

ACTIVITY	EXI	PARTS	PARTS%	ACCUM PARTS%	VALUE	VALUE%	ACCUM VALUE%
CURRENT	1	1034	24.2%	24.2%	19715.80	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%

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

OUTSTANDING ORDERS		PIECES	EXI	PARTS	PARTS%	PIE	VALUE	VALUE%
STOCK ORDER	STOCK ORDER	666		81	21.8%		13105.41	23.6%
ORDER - BACKORDER	STOCK ORDER	532		25	6.7%		3508.56	6.3%
ORDER - CROSS SHIP	STOCK ORDER	0		0	0.0%		0.00	0.0%
AL ORDER	SUPPLEMENT	0		0	0.0%		0.00	0.0%
AL ORDER - BACKORDER	SUPPLEMENT	0		0	0.0%		0.00	0.0%
AL ORDER - CROSS SHIP	SUPPLEMENT	0		0	0.0%		0.00	0.0%
ORDER	CUSTOMER C	257		208	56.2%		33246.55	60.0%
ORDER - BACKORDER	CUSTOMER C	66		55	14.8%		5449.18	9.8%
ORDER - CROSS SHIP	CUSTOMER C	0		0	0.0%		0.00	0.0%
PURCHASES	EMERGENCY	1		1	0.2%		22.59	0.0%
RS	OTHER ORDE	0		0	0.3%		0.00	0.3%
TOTAL OUTSTANDING ORDERS		1522		370	100.0%		55332.29	100.0%
PROCESSED ORDERS		PIECES	M	PARTS	PARTS%	YTD	MTD	MTD%
STOCK ORDER	STOCK ORDER	553		415	24.4%	145813.35	29095.73	17.5%
ORDER - BACKORDER	STOCK ORDER	0		0	0.0%	-21.05	0.00	0.0%
ORDER - CROSS SHIP	STOCK ORDER	0		0	0.0%	0.00	0.00	0.0%
AL ORDER	SUPPLEMENT	0		0	0.0%	0.00	0.00	0.0%
AL ORDER - BACKORDER	SUPPLEMENT	0		0	0.0%	0.00	0.00	0.0%
AL ORDER - CROSS SHIP	SUPPLEMENT	0		0	0.0%	0.00	0.00	0.0%
ORDER	CUSTOMER	1472	1	1284	75	528306.24	36747.73	82.4%
ORDER - BACKORDER	CUSTOMER	0		-4	0	-3101.94	0.00	0.0%
ORDER - CROSS SHIP	CUSTOMER	0		0	0	0.00	0.00	0.0%
Y PURCHASES	EMERGENCY	0		0	0	0.00	0.00	0.0%
RS	OTHER OR	0		0	0	0.00	0.00	0.1%
TOTAL PROCESSED ORDERS		2025	1	1695	100	670996.60	65843.46	100.0%
RS	FORCED	0		0		0.00	0.00	
RECEIPTS		PIECES	M	PARTS	PAR%	YTD	MTD	MTD%
ORDER	STOCK OR	4945		528	27	412795.51	90023.31	39.7%
ORDER - BACKORDER	STOCK OR	63		18	0	38654.46	1441.03	0.6%
ORDER - CROSS SHIP	STOCK OR	0		0	0	4.16	0.00	0.0%
AL ORDER	SUPPLEMENT	0		0	0	0.00	0.00	0.0%
AL ORDER - BACKORDER	SUPPLEMENT	0		0	0	0.00	0.00	0.0%
AL ORDER - CROSS SHIP	SUPPLEMENT	0		0	0	0.00	0.00	0.0%
ORDER	CUSTOMER	1395	1	1228	64	454714.60	25680.70	55.5%
ORDER - BACKORDER	CUSTOMER	47		38	2	85068.96	3890.18	1.7%
ORDER - CROSS SHIP	CUSTOMER	0		0	0	0.00	0.00	0.0%
Y PURCHASES	EMERGENCY	0		0	0	598.22	0.00	0.0%
RS	OTHER C	109		79	4	36229.69	5158.18	2.5%
TOTAL RECEIPTS		6559	2	1891	100	1028065.60	26193.40	100.0%
ES DISCOUNT	PURCHASE	43		14		3365.23	-105.86	

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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
TOTAL ADDS/DELETES/ADJUSTS	1382	27280	-2851.84	-64217.44

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	-52.39
APPRECIATION - MANUAL UPDATE	15	824	-351.73	-1283.95
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
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	15	824	-351.73	-1336.34

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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
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	
LEVEL OF SERVICE	99.4%
STOCK ORDER PERFORMANCE	14.0%
GROSS TURNOVER RATE	8.4
TRUE TURNOVER RATE	4.8