

DESCRIPTION	CODE	CURRENT PROCESSING			MONTH-TO-DATE			YEAR-TO-DATE			
		TRANS	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE	PARTS	PIECES	VALUE
		07/31/21	-	08/01/21	07/31/21	-	08/01/21	12/31/20	-	08/01/21	
OPENING BALANCE			16797	38485+	753,786.92+	16797	38485+	753,786.92+	15088	28557+	616,763.63+
DELETION - TRANSACTION	01				**			**	627	1201-	28,694.84-
DELETION - WATCH			24		**	24		**	3602		
DELETION - SUPERSEDED					**			**	153		
ADDITION TO SYSTEM	02				**			**	383	5197+	33,230.33+
CHANGE HISTORY	03				**			**			
FILE CHANGE	04				**			**			
MANUAL PRICE CHANGE	05				**			**			27,923.65+
FILE CHANGE	06				**			**			
COUNTER SALE	07				**			**		21715-	606,238.26-
REPAIR ORDER SALE	08				**			**	187446-	2,198,782.89-	
BACKORDER + RECEIPT	10				**			**			
BACKORDER ADJUSTMENT	11				**			**		19+	1,871.59+
STOCK ORDER ADJUSTMENT	12	4		30-	401.56-		30-	401.56-		12918-	1,281,045.89-
GENERAL RECEIPT	13				**			**	216520+	3,103,120.20+	
EMERGENCY PURCHASE	14				**			**		161+	498.20+
ON HAND ADJUSTMENT	15				**			**		804+	185,729.56-
LOST SALE	16				**			**	5054	21384+	1,906,536.76+
HISTORY DELETE	17				**			**			
MAKE-A-NOTE	18				**			**			
INVENTORY CARDS	20				**			**			
PART NUMBER CHANGES	25				**			**	45		2,001.47-
MFG PRICE TAPE CHANGES					**			**	6395		2,439.69+
CLOSING BALANCE			16773	38485+	753,786.92+	16773	38485+	753,786.92+	16773	38485+	753,786.92+
VALUE OF CORES			19	48+	1,780.00+	19	48+	1,780.00+	19	48+	1,780.00+
VALUE OF SPECIAL ORDERS			7910	443+	33,954.71+	7910	443+	33,954.71+	7910	443+	33,954.71+
VALUE OF SPO CORES			27	3+	210.00+	27	3+	210.00+	27	3+	210.00+
TOTAL VALUE			24729	38979+	789,731.63+	24729	38979+	789,731.63+	24729	38979+	789,731.63+
STOCK ORDER			173	12115+	67,669.07+	173	12115+	67,669.07+	15046	96093+	2,717,466.04+
MFG PROM ORDER					**			**			
OUTSTANDING ORDERS			210	12257+	74,489.99+	210	12257+	74,489.99+	210	12257+	74,489.99+
PARTS ON BACKORDER			57	154+	9,301.47+	57	154+	9,301.47+	57	154+	9,301.47+
STOCK ORDER DISCOUNT					**			**			
LEVEL OF SERVICE LINES					**			**			90.65+
LEVEL OF SERVICE DOLLARS					**			**			59.52+
PROJECTED GROSS TURNS					**			**			6.38+
PROJECTED TRUE TURNS					**	32.77+		**	32.77+		6.18+
SALES FOR YEAR MODEL 2021+					**			**			2,492,680.44-
SALES FOR YEAR MODEL 2020					**			**			
SALES FOR YEAR MODEL 2019					**			**			
SALES FOR YEAR MODEL 2018					**			**			
SALES FOR YEAR MODEL 2017					**			**			
SALES FOR YEAR MODEL 2016-					**			**			272,520.23-

DESCRIPTION	CODE	TOTAL VENDOR		PARTS		ACCESSORIES		SPECIAL ORDERS			
		VALUE	%*	VALUE	%*	VALUE	%*	VALUE	%*		
CLOSING BALANCE	16773	753,786.92+	*	16130	687,293.12+	91%*	643	66,493.80+	09%*	7910	33,954.71+
CURRENT TO 3 MONTHS	4111	582,377.94+	77%*	3869	535,152.89+	78%*	242	47,225.05+	71%*	7269	33,218.44+
3 TO 6 MONTHS	1071	89,753.69+	12%*	1016	81,719.94+	12%*	55	8,033.75+	12%*	641	736.27+
6 TO 9 MONTHS	582	51,234.31+	07%*	541	43,425.31+	06%*	41	7,809.00+	12%*		
9 TO 12 MONTHS	342	14,866.13+	02%*	322	13,566.13+	02%*	20	1,300.00+	02%*		
12 MONTHS + OVER	775	15,554.85+	02%*	749	13,428.85+	02%*	26	2,126.00+	03%*		
ANALYSIS OF 12+ BY YR			*			*			*		
YEAR MODEL 2021+	525	4,996.97+	01%*	499	2,870.97+	*	26	2,126.00+	03%*		
YEAR MODEL 2020			*			*			*		
YEAR MODEL 2019			*			*			*		
YEAR MODEL 2018			*			*			*		
YEAR MODEL 2017			*			*			*		
YEAR MODEL 2016			*			*			*		
YEAR MODEL 2015			*			*			*		
YEAR MODEL 2014-			*			*			*		
UNCLASSIFIED	250	10,557.88+	01%*	250	10,557.88+	02%*			*		
SALE OF 12+ PARTS			*			*			*		
RETURNABLE PARTS:			*			*			*		
< \$3.00	1294	2,842.12-	*	1241	2,842.12-	*	53		*	7617	3,728.93-
>= \$3.00	3916	619,755.62+	82%*	3643	564,496.82+	82%*	273	55,258.80+	83%*	280	37,683.64+
6 TO 9 MONTHS	375	45,690.33+	06%*	339	37,881.33+	06%*	36	7,809.00+	12%*		
9 TO 12 MONTHS	142	12,254.17+	02%*	130	10,954.17+	02%*	12	1,300.00+	02%*		
12 TO 18 MONTHS	49	1,619.69+	*	46	983.69+	*	3	636.00+	01%*		
18 MONTHS + OVER	124	3,142.41+	*	117	1,652.41+	*	7	1,490.00+	02%*		
NON-RETURNABLE \$	981	74,166.82+	10%*	981	74,166.82+	11%*			*	13	
NON-RET 12 MONTHS	250	10,557.88+	01%*	250	10,557.88+	02%*			*		

DESCRIPTION	PARTS	O/H	O/H VALUE	%*	DESCRIPTION	NUMBERS
NO MATCH PARTS	987	8622+	75,449.16+	10%	BEGIN WATCH THIS CYCLE	
NOT PRICED PARTS	11	48+			STOP WATCH THIS CYCLE	24
REMOVALS + DISCONTINUED	1	20+	1,700.00+		ADD PERMANENT THIS CYCLE	
MFG PROMOTION PARTS					TOTAL WATCH NUMBERS	9407
SALE OF MFG PROM PARTS					NUMBERS WITH NOTES	2
NO BIN LOCATION PARTS	175	87+	8,550.34+	01%	REPL-BY USE NEW NO. PARTS	485
FIXED GUIDE PARTS	30		6,631.90+	01%	HISTORY DELETE NUMBERS	
MINIMUM GUIDE PARTS	626		137,631.67+	18%	PARTS WITH ACTIVITY	4
MIN AND MAX PARTS	140		36,386.51+	05%		

MAXIMUM GUIDE PARTS 21 2,542.68+
 RETURN PRIORITY PARTS 1026 78,017.02+ 10%
 NON-STOCK PARTS 1027 78,021.22+ 10%
 MANUAL WEEKS SUPPLY PARTS
 MANUAL ORDER REVIEW PARTS
 SALE OF MAN. ORDER PARTS
 SMALL VALUE BUY PARTS
 ZERO-GUIDE PARTS 2405 121,589.95+ 16%
 ZERO-GUIDE NO-STOCK PARTS 721
 SALE OF ZERO-GUIDE PARTS
 MINUS BALANCE PARTS 7 14- 1,618.36-
 CLNT 17T002 TOYOTA OF CEDAR PARK ACTIVE STOCKING PARTS AGING ANALYSIS RUN 08/01/21 01:05 PG 3
 AGED BY LAST SALE DATE

VENDOR TOY

TOTAL NUMBER OF ACTIVE STOCKING PARTS: 6,881

NO LAST SALE DATE	ADDED FROM WATCH			* ADDED FROM INVENTORY CARD			* ADDED FROM SPO TRANSFER			* OTHER		
	PARTS	%	VALUE	* PARTS	%	VALUE	* PARTS	%	VALUE	* PARTS	%	VALUE
CURRENT TO 3 MONTHS	2052	29	211,693.07	* 1621	23	322,722.61	*		*	438	6	47,962.26
3 TO 6 MONTHS	478	6	40,386.38	* 377	5	31,987.26	*		*	216	3	17,380.05
6 TO 9 MONTHS	199	2	21,064.57	* 239	3	18,048.37	*		*	144	2	12,121.37
9 TO 12 MONTHS	115	1	2,945.75	* 170	2	8,371.57	*		*	57		3,548.81
12 MONTHS + OVER	171	2	540.87	* 394	5	12,269.60	*		*	210	3	2,744.38
CLNT 17T002 TOYOTA OF CEDAR PARK	WAREHOUSE ANALYSIS						RUN 08/01/21 01:05			PG 4		
VENDOR TOY												

WHSE DESCRIPTION	VALUE	%%	CURR SALES	MTD SALES	YTD SALES	
						01 TOYOTA PARTS
** TOTALS	753,786.92+	100%			2,804,709.65	
CLNT 17T002 TOYOTA OF CEDAR PARK	SOURCE ANALYSIS				RUN 08/01/21 01:05	PG 5
VENDOR TOY						

SRC DESCRIPTION	NET VALUE	EXCH VALUE	%	CURR SALES	MTD SALES	YTD SALES	
							10 TOY 0-2 6/MONTHS
11 TOY 3-5 6/MONTHS	166,732.39+	525.00+	22%			214,192.67	
12 TOY 6-12 6/MONTHS	109,183.53+		14%			358,520.28	
13 TOY 13-47 6/MONTHS	54,279.44+		07%			320,141.71	
14 TOY 48-119 6/MONTHS	31,712.83+		04%			244,270.48	
15 TOY 120 + 6/MONTHS	75,017.82+	640.00+	10%			668,311.43	
18 TOYOTA TIRES	48,866.00+		06%			370,325.00	
20 BOUTIQUE	31,624.90+		04%			23,956.06	
21 GOG	18,044.81+		02%			272,697.01	
22 FILTERS	7,842.66+		01%			11,827.79	
23 TOY SIGHTLINE WIPER	8,488.92+		01%			62,443.92	
24 HATS & ASSC PRODUCT	1,889.57+					5,470.79	
27 TOY REAR SLTN WIPER	619.20+					626.40	
90 AFTERMARKET	23,142.30+		03%			180,309.86	
** TOTALS	753,786.92+	1,780.00+	100%			2,765,200.67	
CLNT 17T002 TOYOTA OF CEDAR PARK	MONTH-TO-MONTH COMPARISON				RUN 08/01/21 01:05		PG 6
VENDOR TOY							

	CLOSING VALUE	SALES	ORDERS	RECEIPTS	OUTSIDE RECEIPTS	LOST SALES	LEVEL OF SERVICE	MFG PRICE CHANGES	ON-HAND CORRECTIONS	TURNS	
										GROSS	TRUE
JAN 2019	435,652	232,530	316,052	264,107	4,524	138,396	.61	749	4,014-	6.28	8.54
FEB 2019	459,501	207,303	307,766	223,121	1,176	122,985	.62	80	3,097	5.88	8.73
MAR 2019	441,167	234,662	315,520	231,694		123,739	.65	194-	16,749-	6.26	8.42
APR 2019	427,142	248,721	293,377	243,588		158,553	.61		13,247-	7.08	8.36
MAY 2019	432,443	258,876	347,163	267,471		148,344	.64	87-	6,196-	7.05	9.45
JUN 2019	431,542	230,056	215,152	246,100		134,921	.63	2,966	20,979-	6.49	6.07
JUL 2019	424,014	242,194	271,411	251,863	642	155,122	.61		23,406-	6.73	7.54
AUG 2019	450,986	255,567	366,810	311,022	739	177,473	.59	517-	29,983-	6.67	9.58
SEP 2019	452,606	251,407	305,191	265,293		195,034	.56		29,537-	6.76	8.20
OCT 2019	480,448	289,630	279,892	339,319		168,012	.63	223	24,600-	7.10	6.86
NOV 2019	481,874	254,067	291,727	259,969		191,348	.57	437	37,576-	6.41	7.37
DEC 2019	495,175	274,290	375,370	305,230	513	203,778	.57		21,448-	6.52	8.93

TOT 2019	5,412,550	2,979,303	3,685,431	3,208,777	7,596	1,917,705	.00	3,657	224,638-	.00	.00
AVG 2019	451,046	248,275	307,119	267,398	633	159,809	.00	305	18,720-	.00	.00

JAN 2020	504,426	283,151	251,244	304,794		187,063	.60	1,510-	15,288-	6.61	5.86
FEB 2020	508,313	270,265	261,658	295,365		151,975	.64	624	22,713-	6.69	6.48
MAR 2020	529,397	275,359	224,013	307,860		132,415	.68	641	16,317-	6.12	4.98
APR 2020	528,200	171,000	255,495	191,725		83,100	.67		22,733-	3.94	5.89
MAY 2020	500,244	287,311	355,495	270,242	1,351	146,057	.66	247	13,982-	6.76	8.37
JUN 2020	519,173	300,119	416,517	333,491	154	202,243	.60		15,243-	7.03	9.76
JUL 2020	561,080	344,477	593,330	414,230		303,925	.53	12	29,724-	7.23	12.45
AUG 2020	569,913	339,657	638,564	372,811	7,155	228,238	.59	71-	33,852-	7.02	13.19
SEP 2020	565,872	337,410	652,827	374,123		218,308	.61	454-	42,837-	7.25	14.04
OCT 2020	637,376	383,197	464,393	468,052		220,881	.63	491	42,148-	7.08	8.58
NOV 2020	608,715	348,099	258,665	347,255		211,127	.62		30,486-	6.96	5.17
DEC 2020	616,763	387,864	270,050	413,398		247,783	.61	219	20,001-	7.40	5.16

TOT 2020	6,649,472	3,727,909	4,642,251	4,093,346	8,660	2,333,115	.00	199	305,324-	.00	.00
AVG 2020	554,123	310,659	386,854	341,112	722	194,426	.00	17	25,444-	.00	.00

JAN 2021	643,536	357,818	231,364	394,391	34	214,225	.63	462	15,863-	6.55	4.23
FEB 2021	644,548	277,010	250,969	308,386		175,634	.61	746	24,064-	5.60	5.08
MAR 2021	667,274	414,233	320,983	456,313	13	285,588	.59		21,739-	7.31	5.66
APR 2021	717,470	456,137	388,552	529,041	187	277,540	.62	714-	26,104-	7.74	6.59
MAY 2021	714,613	425,483	442,264	436,748		296,334	.59	1,791-	22,159-	7.01	7.29
JUN 2021	744,706	409,459	551,647	465,889	62	330,581	.55	3,738	33,660-	6.69	9.01

JUL 2021	753,786	464,885	464,022	512,353	202	326,637	.59		42,147-	7.26	7.25
AUG 2021	753,786		67,669				.59			.00	32.77

TOT 2021	5,639,719	2,805,025	2,717,470	3,103,121	498	1,906,539	.00	2,441	185,736-	.00	.00
AVG 2021	704,965	350,628	339,684	387,890	62	238,317	.00	305	23,217-	.00	.00