

WOBURN TOYOTA  
 MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	21,393		47,034		679,214.78	
Active Parts	4,609	21.54	29,324	62.34	479,074.75	70.53
NS Parts	12,289	57.44	1,359	2.88	79,510.05	11.70
MO Parts	2,191	10.24	14,302	30.40	46,688.26	6.87
AP Parts	2,284	10.67	2,028	4.31	72,637.34	10.69
DP Parts	13	0.06	21	0.04	1,304.38	0.19
SP Parts	7	0.03				
DEL Parts						
Parts With No Cost	48	0.22				
Parts With Negative On-Hand	5	0.02	11		-640.06	
Core/Exchange	43	0.20	114	0.24	4,098.00	
Memos On File	3,652					
Parts Added	1,697	7.93	189	0.40	18,447.44	2.71
Active Parts	15	0.88	13	6.87	2,097.34	11.36
NS Parts	1,681	99.05	176	93.12	16,350.10	88.63
MO Parts						
AP Parts	1	0.05				
DP Parts						
SP Parts						
Parts & Memos Deleted	1,073					
Inventory Movement - Sales						
0 to 3 Months	9,071	42.40	42,840	91.08	500,062.38	73.62
4 to 6 Months	2,766	12.92	1,640	3.48	82,300.17	12.11
7 to 12 Months	3,083	14.41	1,243	2.64	52,007.75	7.65
Over 12 Months	1,525	7.12	489	1.03	9,076.79	1.33
New Parts No Sales	4,948	23.12	822	1.74	35,767.69	5.26
Inventory Movement - Receipts						
0 to 3 Months	8,791	41.09	40,555	86.22	527,607.04	77.67
4 to 6 Months	3,036	14.19	2,926	6.22	77,074.51	11.34
7 to 12 Months	3,329	15.56	2,389	5.07	61,461.59	9.04
Over 12 Months	1,566	7.32	1,147	2.43	12,437.56	1.83
New Parts No Receipts	4,671	21.83	17	0.03	634.08	0.09
Outstanding Orders	474	2.21	1,143		111,871.81	
Stockorders	114	24.05	399	34.90	14,159.11	12.65
Supplemental Orders						
Customer Orders	79	16.66	127	11.11	11,574.94	10.34
Backorders	302	63.71	617	53.98	86,137.76	76.99
Stockorder Backorders	159	33.54	343	30.00	23,431.18	20.94
Supplemntl Backorders						
Customer Backorders	178	37.55	274	23.97	62,706.58	56.05
Outstanding Forced Orders						

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	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	4,990	23.32	31,236		789,277.40		19,317
Regular	4,774	95.67	30,827	98.69	755,010.09	95.65	19,014
No History	288	5.77	409	1.30	34,267.31	4.34	303
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	31	0.14	41		3,210.25		31
Return Sales	978	4.57	3,356		100,068.85		1,577
Regular	969	99.07	3,317	98.83	97,385.78	97.31	1,553
No History	24	2.45	39	1.16	2,683.07	2.68	24
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	3,990	18.65	25,186		701,581.93		6,357
Stockorders	1,754	43.95	9,979		237,736.60	33.88	3,104
Supplemental Orders							
Customer Orders	2,293	57.46	3,626	14.39	286,033.00	40.76	2,708
Emergency Purchases	57	1.42	102	0.40	4,456.33	0.63	60
Other Receipts	273	6.84	11,479	45.57	173,356.00	24.70	485
Overages							
Net Adjustments	30	0.14	64		-3,409.99		30
Plus	3	10.00	4	6.25	295.98		3
Minus	27	90.00	60	93.75	-3,705.97		27
Factory Returns							
Net Appreciation	86	0.40	759		1,100.55		233
Positive	51	59.30	432	56.91	1,285.70		181
Negative	35	40.69	327	43.08	-185.15		52
Parts Updated With Cost	16	0.07					16
Parts With Comments	114						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales	1,051				65,124.95		1,181
Lost Sales	4				72.96		1
Return Sales	88				5,302.31		61