

MONTHLY ANALYSIS
STORE 01 BRANCH 01 DAN CAVAS TOYOTA WOR MM/YY 3/22
SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4443	80.2%	10977	128305.94	48.4%	372359.48
AUTOMATIC PHASEOUT (AP) PARTS	92	1.6%	116	11510.38	4.3%	30865.00
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	801	14.4%	948	112489.50	42.4%	305237.89
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	2	0.0%	3	14.31	0.0%	330.77
SOLD NOT STOCKED	199	3.8%	269	12643.17	4.9%	34279.50
TOTAL COST OF SALES	5537	100.0%	12313	264963.30	100.0%	743072.64
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	221		271	16213.89		41517.29
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2715	27.2%	10197	107367.32	66.8%
AUTOMATIC PHASEOUT (AP) PARTS	801	8.0%	727	18470.65	11.4%
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	6451	64.6%	1028	33025.86	20.5%
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	12	0.2%	38	1850.49	1.3%
TOTAL INVESTMENT	9979	100.0%	11990	160714.32	100.0%
DIRTY CORE INVENTORY	4		4	1300.00	
NEW CORE INVENTORY	1		1	60.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1976	19.8%	19.8%	81606.33	50.7	50.7%
1-3 MONTHS	3081	30.8%	50.6%	43918.43	27.3	78.0%
4-6 MONTHS	1945	19.4%	70.0%	19010.86	11.8	89.8%
7-9 MONTHS	1593	15.9%	85.9%	6052.91	3.7	93.5%
10-12 MONTHS	1168	11.7%	97.6%	3687.85	2.2	95.7%
13-24 MONTHS	204	2.0%	99.6%	4369.66	2.7	98.4%
25 MONTHS OR MORE	12	0.4%	100.0%	2068.28	1.6	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	33	13.2%	43	3918.05	9.8%	
STOCK ORDER - BACKORDER	42	16.8%	94	7461.63	18.8%	
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	80	32.1%	82	7626.27	19.2%	
CUSTOMER ORDER - BACKORDER	94	37.7%	102	20608.46	52.0%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	249	100.0%	321	39614.41	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	661	31.2%	2210	65294.15	32.3%	184569.48
STOCK ORDER - BACKORDER	0	0.0%	-1	-180.03	0.0%	-1142.42
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	1454	68.7%	1772	137256.88	68.0%	448713.34
CUSTOMER ORDER - BACKORDER	0	0.0%	-9	-757.90	0.0%	-9624.81
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	0.0%	0.00
TOTAL PROCESSED ORDERS	2115	100.0%	3972	201613.10	100.0%	622515.59
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	840	32.9%	10800	113813.08	41.0%	284854.73
STOCK ORDER - BACKORDER	78	3.0%	184	15552.49	5.6%	58136.64
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	1195	46.9%	1607	97989.93	35.3%	296669.27
CUSTOMER ORDER - BACKORDER	234	9.1%	277	37018.01	13.3%	130635.02
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	199	8.1%	269	12643.17	4.8%	34128.50
TOTAL RECEIPTS	2546	100.0%	13137	277016.68	100.0%	804424.16
PURCHASES DISCOUNT	21		55	-1307.25		1064.72

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	653	7	1021.00	1198.51
DELETED PARTS	562	0	0.00	0.00
MINUS ADJUSTMENTS	160	-200	-21883.14	-60832.37
PLUS ADJUSTMENTS	18	167	1529.36	5109.69
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	1891	103	1725.16	2037.89
COST PRICE ADJUSTMENTS	11	5	-102.34	-566.69
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3295	82	-17709.96	-53052.97
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	145	449	495.48	2797.56
APPRECIATION - MANUAL UPDATE	5	132	79.17	-2102.08
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TOTAL APPRECIATION	150	581	574.65	695.48
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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	150	581	574.65	695.48
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	9885	11089	167103.50	150722.02
CLOSING INVENTORY	9979	11990	160714.32	160714.32
PERCENT OF CHANGE	1.0%	8.1%	-3.7%	6.6%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	8452	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	96	1985	5124.00	
NO SERVICE	11	448	822.52	
MINUS ON HAND	24	-111	-2058.33	
PHASED IN	108	65	2202.26	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	589	203	1075.98	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	24.8%			
GROSS TURNOVER RATE	19.9			
TRUE TURNOVER RATE	10.1			