

N401 DEALER REVIEW

05/25/2022

09:19:20

MONTHLY ANALYSIS

STORE 01 BRANCH 01 PAT LOBB TOYOTA SCIO MM/YY 4/22

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	10893	68.8%	29208	403022.23	58.0%	1299048.21
AUTOMATIC PHASEOUT (AP) PARTS	170	1.0%	287	27150.89	3.9%	65914.42
DEALER PHASEOUT (DP) PARTS	1	0.0%	2	11.88	0.0%	11.88
MANUAL ORDER (MO) PARTS	3111	19.6%	9304	46925.59	6.7%	196365.20
NON-STOCK (NS) PARTS	1409	8.9%	2225	199661.44	28.7%	630249.74
NO PHASEOUT (NP) PARTS	1	0.0%	1	16.00	0.0%	16.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	21	0.1%	22	341.77	0.0%	372.43
SOLD NOT STOCKED	220	1.6%	305	17134.02	2.7%	68696.27
TOTAL COST OF SALES	15826	100.0%	41354	694263.82	100.0%	2260674.15

LOST SALES (MEMO)	4		11	510.22		632.92
CREDIT/RETURNS (MEMO)	159		231	15461.70		45811.36
UNUSUAL SALES (MEMO)	2		2	64.79		96.63

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3125	11.0%	33422	607223.99	66.0%
AUTOMATIC PHASEOUT (AP) PARTS	1260	4.4%	1470	84101.88	9.1%
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	5.94	0.0%
MANUAL ORDER (MO) PARTS	51	0.1%	15184	38537.41	4.1%
NON-STOCK (NS) PARTS	23729	84.2%	2395	187716.87	20.4%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	8	0.3%	24	1678.00	0.4%
TOTAL INVESTMENT	28175	100.0%	52496	919264.09	100.0%

PROFILE FOR ACTIVE (NORMAL STOCK) PARTS IS 75%. AT66% THIS INDICATES THAT ONLY A TWO THIRD OF THE INVENTORY IS WORKING/TURNING

(AP) STAUS PARTS SHOULD BE LESS THEN 10%.

(NS) PARTS SHOULD BE 5% OR LESS \$187,716

DIRTY CORE INVENTORY	14		17	6995.00	
NEW CORE INVENTORY	29		55	8310.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3877	13.7%	13.7%	539682.50	58.7	58.7%
1-3 MONTHS	5130	18.2%	31.9%	218466.76	23.7	82.4%
4-6 MONTHS	3323	11.7%	43.6%	65297.49	7.1	89.5%
7-9 MONTHS	3051	10.8%	54.4%	50377.39	5.4	94.9%
10-12 MONTHS	2580	9.1%	63.5%	23147.98	2.5	97.4%
13-24 MONTHS	5968	21.1%	84.6%	18884.37	2.0	99.4%
25 MONTHS OR MORE	4246	15.4%	100.0%	3407.60	0.6	100.0%

OBSO POSITION IS 99.4% LESS THAN 5% CIS IS ACCEPTABLE

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	81	14.5%	656	18849.26	8.7%	
STOCK ORDER - BACKORDER	8	1.4%	28	8802.95	4.0%	
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	426	76.6%	540	152181.11	70.4%	
CUSTOMER ORDER - BACKORDER	41	7.3%	41	36083.87	16.7%	
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	556	100.0%	1265	215917.19	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	660	20.9%	6550	113641.27	28.1%	441617.38
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	2489	79.0%	3201	289428.74	71.8%	991328.23
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	0.1%	0.00
TOTAL PROCESSED ORDERS	3149	100.0%	9751	403070.01	100.0%	1432945.61
FORCED ORDERS	1		2	123.96		7015.46
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	6303	63.1%	14487	252430.86	46.6%	972788.54
STOCK ORDER - BACKORDER	3	0.0%	4	219.56	0.0%	10366.91
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	3101	31.0%	3223	247232.73	45.6%	803662.58
CUSTOMER ORDER - BACKORDER	255	2.5%	273	14334.27	2.6%	69870.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	53	0.5%	56	6931.19	1.2%	33870.29
OTHER ORDERS	266	2.9%	380	20142.30	4.0%	85071.16
TOTAL RECEIPTS	9981	100.0%	18423	541290.91	100.0%	1975629.48
PURCHASES DISCOUNT	146		174	315.66		5851.72

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1194	2	348.68	725.20
DELETED PARTS	852	0	0.00	0.00
MINUS ADJUSTMENTS	27	-35	-4349.05	-39494.08
PLUS ADJUSTMENTS	77	21450	144758.98	283923.21
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	-7410.46
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1577	309	2138.68	11587.41
COST PRICE ADJUSTMENTS	3	-1916	-611.35	-11241.24
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3730	19810	142285.94	238090.04
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	514	4130	1336.98	15119.04
APPRECIATION - MANUAL UPDATE	1	1367	956.90	2849.03
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TOTAL APPRECIATION	515	5497	2293.88	17968.07
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	105.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	105.00
TOTAL APPRECIATION/FIRST PRICING	515	5497	2293.88	18073.07
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	27768	53701	927341.52	942293.93
CLOSING INVENTORY	28175	52496	919264.09	919264.09
PERCENT OF CHANGE	1.5%	-2.1%	-0.8%	-2.3%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	24269	0	0.00	
NO COST	24	5	0.00	
NO FACTORY RECORD	473	5894	58461.69	
NO SERVICE	37	10	3200.00	
MINUS ON HAND	85	-535	-13990.36	
PHASED IN	280	210	8562.19	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	776	294	15539.41	
BUSINESS RATIOS				
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LEVEL OF SERVICE	98.4%			
STOCK ORDER PERFORMANCE	19.5%			
GROSS TURNOVER RATE	8.1			
TRUE TURNOVER RATE	4.5			