

03/09/2018
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MONTHLY ANALYSIS
CIE 05 SUCC 01 BOULEVARD LEXUS MM/AA 02/18

2213

PAGE 1

SUMMARY

VENTES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	948	48.9%	2190	49334,21	30.7%	123076,13
AUTOMATIC PHASEOUT (AP) PARTS	94	4.8%	124	8925,4	5.5%	21195,47
DEALER PHASEOUT (DP) PARTS	298	15.3%	277	13195,94	8.2%	17146
MANUAL ORDER (MO) PARTS	211	10.8%	366	14061,4	8.7%	31994,81
NON-STOCK (NS) PARTS	387	19.9%	633	74843,98	46.6%	166451,1
NO PHASEOUT (NP) PARTS	0	0.0%	0	0	0.0%	0
OBSOLETE (OB) PARTS	0	0.0%	0	0	0.0%	0
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0	0.0%	0
SOLD NOT STOCKED	0	0.3%	0	0	0.3%	0
TOTAL VENTES	1938	100.0%	3590	160360,93	100.0%	359863,51
LOST SALES (MEMO)	11		11	657,44		1015,84
CREDIT/RETURNS (MEMO)	34		101	3536,09		5968,31
UNUSUAL SALES (MEMO)	0		0	0		0

INVESTISSEMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	374	11.9%	5376	46089,45	41.3%
AUTOMATIC PHASEOUT (AP) PARTS	813	26.0%	2030	30255,51	27.1%
DEALER PHASEOUT (DP) PARTS	24	0.7%	1350	12362,19	11.0%
MANUAL ORDER (MO) PARTS	45	1.4%	623	10970,12	9.8%
NON-STOCK (NS) PARTS	1869	59.7%	152	11790,9	10.5%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0	0.0%
REPLACED BY HOLD (RBH) PARTS	1	0.3%	2	27,32	0.3%
TOTAL INVESTISSEMENT	3126	100.0%	9533	111495,49	100.0%

DIRTY CORE INVENTORY	27		51	16885
NEW CORE INVENTORY	0		0	0

ACTIVITE	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	891	28.5%	28.5%	66754,35		59,8 59.8%
1-3 MONTHS	1356	43.3%	71.8%	26205,88		23,5 83.3%
4-6 MONTHS	655	20.9%	92.7%	5438,83		4,8 88.1%
7-9 MONTHS	59	1.8%	94.5%	5734,54		5,1 93.2%
10-12 MONTHS	26	0.8%	95.3%	1203,78		1 94.2%
13-24 MONTHS	57	1.8%	97.1%	2719,62		2,4 96.6%
25 MONTHS OR MORE	82	2.9%	100.0%	3438,49		3,4 100.0%

TOTAL COMMANDES EN ATTENTE 103 100.0% 212 18532,74 100.0%

COMMANDES TRAITEES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	362	40.2%	726	29734,83	24.7%	54047,62
STOCK ORDER - BACKORDER	0	0.0%	0	0	0.0%	0
STOCK ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
CUSTOMER ORDER	538	59.7%	799	90402,74	75.2%	206609,01
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0	0.0%	0
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
EMERGENCY PURCHASES	0	0.0%	0	0	0.0%	0
OTHER ORDERS	0	0.1%	0	0	0.1%	0
TOTAL COMMANDES TRAITEES	900	100.0%	1525	120137,57	100.0%	260656,63
FORCED ORDERS	0		0	0		0

RECEPTION	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	349	34.3%	695	23040,91	14.4%	47099,28
STOCK ORDER - BACKORDER	6	0.5%	21	4841,6	3.0%	4874,4
STOCK ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0	0.0%	0
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
CUSTOMER ORDER	456	44.8%	539	74601,53	46.6%	157988,33
CUSTOMER ORDER - BACKORDER	69	6.7%	168	22181,22	13.8%	61658,62
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0	0.0%	0
EMERGENCY PURCHASES	87	8.5%	414	26979,58	16.8%	49915,9
OTHER ORDERS	50	5.2%	1621	8334,61	5.4%	17669,53
TOTAL RECEPTION	1017	100.0%	3458	159979,45	100.0%	339206,06

PURCHASES DISCOUNT 9 12 1131,06 1511,33

APPRECIATION/PREMIER PRIX	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER U	PDATE 38	1	-2	359
APPRECIATION - MANUAL UPDATE	9	780	217,06	283,99
TOTAL APPRECIATION	47	781	215,06	642,99

FIRST PRICING - FACTORY MASTER UPDATE 0 0 0 0
 FIRST PRICING - MANUAL UPDATE 4 2 59,9 59,9

TOTAL FIRST PRICING		4		2	59,9		59,9
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TOTAL APPRECIATION/FIRST PRICIN	G	51		783	274,96		702,89

SOMMAIRE OUVERTURE/FERMETURE	PARTS		PIECES	MTD		YTD
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OPENING INVENTORY		3115	9357	119140,06		147933,81
INV. DE FERMETURE		3126	9533	111495,49		111495,49
PERCENT OF CHANGE		0,4 %	1,9 %	-6.3 %		-24.5%

DIVERS	PARTS		PIECES	EXT VALUE
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OUT OF STOCK		2347	0	0
NO COST		5	0	0
NO FACTORY RECORD		335	863	12438,11
NO SERVICE		0	0	0
MINUS ON HAND		29	-453	-2990,96
PHASED IN		147	370	8551,97
CONVERTED TO AUTOMATIC PHASEOU (AP)		506	1006	12162,28

BUSINESS RATIOS

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LEVEL OF SERVICE	85.8%
STOCK ORDER PERFORMANCE	15.0%
GROSS TURNOVER RATE	17,3
TRUE TURNOVER RATE	3,8