

PD2007R  
NANDE24

BURIEN TOYOTA  
Inventory Analysis Month End Dec 2022

1/19/23  
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All Manf, All OEM Cd, All SGrp	%	#	Pieces	Value
Active Parts: Stocked	8.3	1780	1448	63069
Active Parts: With Excess Stock	31.7	1105	22208	241255
Active Parts: Understocked	2.3	1327	1007	17320
Active Parts: To Phase Out	1.1	191	176	8441
Total Active Parts	43.3	4403	24839	330085
Superceded With On Hand	.6	35	190	4262
Inactive With On Hand	56.1	1816	5277	427861
Total Inventory To Sell	100.0	6254	30306	762207
Cores on Hand		38	73	26270
Negative On Hand		146	-965	-21537
Total of Inventory		6438	29414	766940
Parts on Open Repair Orders		222	381	28394
Value of Inventory		6660	29795	795334
Not on Factory Master		44807	7339	357190
Parts Without Cost		205	29	0

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BURIEN TOYOTA  
Inventory Aging by Last Sold

1/19/23

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All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	460	11.0	11.0	190874	25.1	25.1
2022 January or Older	567	13.5	24.5	48283	6.4	31.5
2022 February	51	1.2	25.7	5165	.7	32.1
2022 March	79	1.9	27.6	7602	1.0	33.1
2022 April	73	1.7	29.4	6023	.8	33.9
2022 May	76	1.8	31.2	7421	1.0	34.9
2022 June	92	2.2	33.4	6423	.8	35.8
2022 July	128	3.1	36.4	13919	1.8	37.6
2022 August	160	3.8	40.2	18990	2.5	40.1
2022 September	172	4.1	44.4	15328	2.0	42.1
2022 October	220	5.3	49.6	27038	3.6	45.7
2022 November	405	9.7	59.3	59818	7.9	53.5
2022 December	735	17.5	76.8	127183	16.7	70.3
2023 January	971	23.2	100.0	226054	29.7	100.0
Totals	4189	100.0		760122	100.0	
Cores With On Hand	40			26535		

All Manf, All OEM Cd, All SGrp	From	12/01/22	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross	GP %
Counter Retail Sales		38647.64	25928.43	12719.21	32.9
Counter Internal Sales		277.12	207.50	69.62	25.1
Counter Wholesale Sales		178023.28	148261.64	29761.64	16.7
Total Counter Sales		216948.04	174397.57	42550.47	19.6
RO Customer Pay Sales		204720.51	113899.26	90821.25	44.4
RO Internal Pay Sales		57886.29	37442.37	20443.92	35.3
RO Warranty Sales		22243.16	14148.23	8094.93	36.4
RO Service Contract Sales		18498.19	11323.40	7174.79	38.8
Total RO Sales		303348.15	176813.26	126534.89	41.7
Total Sales		520296.19	351210.83	169085.36	32.5
Total Returns		-33577.83	-25171.21	-8406.62	-25.0
Total Net Sales		486718.36	326039.62	160678.74	33.0

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	12/01/22	12/01/22	12/01/22	12/01/22
	To	12/31/22	12/31/22	12/31/22	12/31/22
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		218527.85	136579.34	81948.51	37.5
Sales Filled By NG		59212.19	38832.42	20379.77	34.4
Sales Filled By EP		19713.65	5508.79	14204.86	72.1
Sales Filled By SO		222842.50	170290.28	52552.22	23.6
Total Sales		520296.19	351210.83	169085.36	32.5
Returns To Inventory		-31049.81	-23155.96	-7893.85	-25.4
Returns Not To Inventory		-2528.02	-2015.25	-512.77	-20.3
Total Returns		-33577.83	-25171.21	-8406.62	-25.0
Net Sales		486718.36	326039.62	160678.74	33.0
Filled From Shelf-Counter		20.7%	19.8%	24.4%	
Filled From Shelf-Service		76.7%	79.6%	72.7%	
Filled Same Day--Counter		21.2%	20.2%	25.3%	
Filled Same Day--Service		82.9%	82.4%	83.6%	

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All Manf, All Stocking Groups

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Changes to Status:	Phase-In	Phase-Out
January 2023	166	122
September 2022 To December 2022	663	281
June 2022 To September 2022	432	307
March 2022 To June 2022	406	275
December 2021 To March 2022	308	257
September 2021 To December 2021	257	223
September 2021 and Older	1945	9949
Inactive Parts to Phase-In	116	
Parts to Phase-Out	199	
Parts Excluded From Phase-In	580	
Non-Stocked Parts with On Hand	1998	
Superceded Parts with On Hand	38	
Active Parts with No Sales	8	

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From 12/01/22 to 12/31/22 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	485	7932	92881.87
Manual Decreases	1528	-7131	-201407.38
Net Manual Adjustments	2013	801	-108525.51
Physical Inventory Increases	425	5901	84837.64
Physical Inventory Decreases	1544	-12999	-181083.37
Net Physical Inventory Adjustments	1969	-7098	-96245.73
LIFO Increases	45	1040	-46.47
LIFO Decreases	13	6810	65.84
Net LIFO Adjustments	58	7850	19.37

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BURIEN TOYOTA  
Stock Order Analysis

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From 12/01/22 to 12/31/22	All Manf,	All OEM Cd,	All SGrp		
	#	Pieces	Cost	Value	
Stock Orders Placed	590	5606	22212.52	51714.16	
Stock Orders Received	966	10652	73802.18	164286.78	
Special Orders Placed	2103	3953	194187.55	203322.15	
Special Orders Received	2172	3989	197594.44	205586.95	
Parts Canceled	2	2	184.24	184.24	
Factory Returns	161	169	16115.77	16691.40	
Core Returns					
Parts On Order		86	4307.83	4656.18	
Parts On Backorder		2039	80005.80	102178.22	
Parts Referred		75	914.07	1706.08	

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	Value
(1)Idle Parts Total	38422.39
(2)Current Parts Total	434129.91
(3)Total Parts	472552.30
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	8.13%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	11612
(2)Total Other	3072
(3)Total Quantity Sold	14684
Off the Shelf Fill Rate (1)/(3)	79.0%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	299762.00
(3) Annualized Stock Orders	3529397.79
(4) Inventory Value	472552.30
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	7.47

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	136	19484.93	1289-	25433.15-

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	1	3.40	5	17.00

Parts Without Cost

	Part Numbers
Total Parts Without Cost	91

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	1	1092.84	1	1092.84