

PD2007R
SGRAY548

HEARTLAND TOYOTA
Inventory Analysis Month End Mar 2023

5/03/23
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All Manf, All OEM Cd, All SGrp	%	#	Pieces	Value
Active Parts: Stocked	12.7	362	1211	41717
Active Parts: With Excess Stock	73.2	929	19126	239930
Active Parts: Understocked	6.1	43	1168	20122
Active Parts: To Phase Out	0.0	4	5	16
Total Active Parts	92.1	1338	21510	301784
Superceded With On Hand	0.0	2	5	134
Inactive With On Hand	7.8	209	548	25715
Total Inventory To Sell	100.0	1549	22063	327633
Cores on Hand		0	0	0
Negative On Hand		2	-2	-563
Total of Inventory		1551	22061	327070
Parts on Open Repair Orders		188	293	12048
Value of Inventory		1739	22354	339118
Not on Factory Master		5612	3672	64000
Parts Without Cost		35	0	0

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HEARTLAND TOYOTA
Inventory Aging by Last Sold

5/03/23

All Manf, All OEM Cd, All SGrp, All Parts	Parts	%	Acum%	Value	%	Acum%
Never Sold	39	2.6	2.6	6045	1.8	1.8
2022 May or Older	8	.5	3.1	1185	.4	2.2
2022 June	1	.1	3.2	115		2.2
2022 July	13	.9	4.0	2568	.8	3.0
2022 August	50	3.3	7.3	9155	2.8	5.8
2022 September	28	1.8	9.1	4489	1.4	7.2
2022 October	42	2.8	11.9	7656	2.3	9.5
2022 November	54	3.5	15.4	12059	3.7	13.2
2022 December	57	3.7	19.2	6314	1.9	15.2
2023 January	112	7.4	26.5	13451	4.1	19.3
2023 February	123	8.1	34.6	23963	7.3	26.6
2023 March	240	15.8	50.4	31750	9.7	36.3
2023 April	515	33.8	84.2	82084	25.1	61.4
2023 May	241	15.8	100.0	126225	38.6	100.0
Totals	1523	100.0		327057	100.0	
Cores With On Hand	4			270		

All Manf, All OEM Cd, All SGrp					
	From	3/01/23	3/01/23	3/01/23	3/01/23
	To	3/31/23	3/31/23	3/31/23	3/31/23
		Sales	Cost	Gross	GP %
Counter Retail Sales		53299.92	28181.79	25118.13	47.1
Counter Internal Sales		39282.98	16914.83	22368.15	56.9
Counter Wholesale Sales		52269.07	41055.14	11213.93	21.5
Total Counter Sales		144851.97	86151.76	58700.21	40.5
RO Customer Pay Sales		314082.05	177359.68	136722.37	43.5
RO Internal Pay Sales		115275.54	58497.76	56777.78	49.3
RO Warranty Sales		29824.48	17839.35	11985.13	40.2
RO Service Contract Sales		43071.17	30085.12	12986.05	30.2
Total RO Sales		502253.24	283781.91	218471.33	43.5
Total Sales		647105.21	369933.67	277171.54	42.8
Total Returns		-13986.10	-8359.93	-5626.17	-40.2
Total Net Sales		633119.11	361573.74	271545.37	42.9

All Manf, All Stocking Groups, All Parts, All Sales Types					
	From	3/01/23	3/01/23	3/01/23	3/01/23
	To	3/31/23	3/31/23	3/31/23	3/31/23
		Sales	Cost	Gross	GP %
Sales Filled From Shelf		430793.46	238663.78	192129.68	44.6
Sales Filled By NG		6663.72	3785.77	2877.95	43.2
Sales Filled By EP		51863.46	29736.83	22126.63	42.7
Sales Filled By SO		157784.57	97747.29	60037.28	38.1
Total Sales		647105.21	369933.67	277171.54	42.8
Returns To Inventory		-8529.22	-5307.42	-3221.80	-37.8
Returns Not To Inventory		-5456.88	-3052.51	-2404.37	-44.1
Total Returns		-13986.10	-8359.93	-5626.17	-40.2
Net Sales		633119.11	361573.74	271545.37	42.9
Filled From Shelf-Counter		48.8%	41.1%	60.0%	
Filled From Shelf-Service		73.0%	72.9%	73.1%	
Filled Same Day--Counter		56.5%	50.0%	65.9%	
Filled Same Day--Service		81.1%	80.7%	81.7%	

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All Manf, All Stocking Groups
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Changes to Status:	Phase-In	Phase-Out
May 2023	31	19
January 2023 To April 2023	84	60
October 2022 To January 2023	90	129
July 2022 To October 2022	126	30
April 2022 To July 2022	99	19
January 2022 To April 2022	65	83
January 2022 and Older	123	1649
Inactive Parts to Phase-In	464	
Parts to Phase-Out	43	
Parts Excluded From Phase-In	6158	
Non-Stocked Parts with On Hand	191	
Superceded Parts with On Hand	4	
Active Parts with No Sales	1	

From 3/01/23 to 3/31/23 All Manf, All Stocking Groups	#	Pieces	Value
Manual Increases	48	2660	13853.88
Manual Decreases	26	-2348	-34082.90
Net Manual Adjustments	74	312	-20229.02
Physical Inventory Increases	4	744	2551.76
Physical Inventory Decreases	4	-1001	-4573.73
Net Physical Inventory Adjustments	8	-257	-2021.97
LIFO Increases	109	4255	1532.33
LIFO Decreases	13	452	-671.84
Net LIFO Adjustments	122	4707	860.49

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HEARTLAND TOYOTA
Stock Order Analysis

5/03/23 14:51:16

From	3/01/23 to	3/31/23	All Manf.	All OEM Cd.	All SGrp		
			#	Pieces		Cost	Value
Stock Orders Placed			1234	12418		48627.41	161003.47
Stock Orders Received			1344	27279		51945.85	257965.61
Special Orders Placed			1017	1480		104674.85	120247.74
Special Orders Received			1010	1469		106529.29	121187.26
Parts Canceled			25	105		2764.96	4058.45
Factory Returns			100	138		10012.13	14677.75
Core Returns			13	14		1040.00	1115.00
Parts On Order				225		4628.67	7238.06
Parts On Backorder				71		11590.36	12564.96
Parts Referred							

	Value
(1)Idle Parts Total	3471.02
(2)Current Parts Total	293035.70
(3)Total Parts	296506.72
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
Idle Capital Percentage (1)/(3)	1.17%

Off the Shelf Fill Rate

	Quantity
(1)Total Off the Shelf	38543
(2)Total Other	133
(3)Total Quantity Sold	38676
Off the Shelf Fill Rate (1)/(3)	99.6%

True Turn

	Value
(1) Annualization Ratio (365/ 31) =	11.774
(2) Total Stock Orders	342317.00
(3) Annualized Stock Orders	4030440.36
(4) Inventory Value	296506.72
*Note: Does NOT include Negative on Hand or "Dirty Cores"	
(5) True Turn (3)/(4)	13.59

Parts with Negative on Hand

	Part Numbers	Cost	Qty	Extended
Total of Negative on Hand	0	.00	0	.00

Lost Sales

	Part Numbers	Cost	Qty	Extended
Total Lost Sales	868	91791.75	885	92411.03

Parts Without Cost

	Part Numbers
Total Parts Without Cost	25

Parts With No Bin Location

	Part Numbers	Cost	Qty	Extended
Total Parts with No Bin Location	0	.00	0	.00

HEARTLAND TOYOTA
Parts Inventory
Management Trend Analysis

PD3430R
SGRAY548
Manufacturer: TOYOTA

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
**** Inventory ****	*****													
Turnover	7	8	8	9	9	9	7	7	9	7	1.1	7		8
Months Supply	1.4	1.5	1.5	1.7	1.7	1.7	1.5	1.5	1.7	1.5	1.9	1.6		1.6
Closing Inventory	1,534	1,593	1,656	1,694	1,773	1,729	1,550	1,424	1,464	1,490	1,527	1,503		1,578
Parts	20,534	19,384	18,974	20,203	20,381	18,266	17,735	21,277	20,242	19,176	19,910	20,029		19,675
Cost	317,140	314,341	318,570	331,149	363,802	333,003	304,416	309,781	324,862	313,100	325,245	301,690		321,424
Active	1,165	1,174	1,237	1,288	1,332	1,277	1,262	1,201	1,203	1,219	1,258	1,234		1,237
Parts	13,809	11,902	12,179	12,465	13,071	11,566	11,775	14,502	13,415	12,732	13,041	12,912		12,780
Cost	224,895	212,048	219,379	230,570	253,079	228,058	229,832	235,222	236,411	236,292	253,115	231,073		232,497
Active Obs	1	1	1	1	1	1	1	1	1	1	1	1		1
Parts	3	3	3	3	3	3	3	3	3	3	3	3		3
Cost	87	87	87	87	87	87	87	87	87	87	87	87		87
Non-Stock	253	304	312	284	316	344	216	148	195	204	204	202		248
Parts	594	728	636	806	536	605	424	418	561	554	522	512		574
Cost	39,214	48,347	44,931	44,172	49,594	47,782	37,076	30,448	31,257	31,675	26,394	25,086		37,998
Non-Stock 0	2	2	2	2	2	2	2	2	2	2	2	2		2
Parts	49	49	49	49	49	49	49	49	49	49	49	49		49
Cost	107	107	107	107	107	107	107	107	107	107	107	107		107
Non-Stock E	37	36	36	40	38	29	14	6	5	5	4	3		21
Parts	185	195	177	188	157	66	15	30	13	15	66	66		97
Cost	4,532	4,716	6,270	5,603	4,891	657	7	-87	89	133	341	343		2,291
Replaced	6	6	4	4	5	4	7	9	5	4	6	3		5
Parts	48	39	15	11	9	8	15	21	10	6	13	6		16
Cost	1,634	906	374	774	762	383	841	861	470	313	1,931	250		791
Core	9	7	3	5	8	6	4	6	2	4	1	2		4
Parts	10	10	7	5	9	7	4	6	2	4	1	3		5
Cost	4,333	4,326	4,350	1,415	3,628	2,858	2,079	1,900	230	2,295	122	316		2,321
Other	62	65	64	73	74	68	47	54	53	53	53	57		60
Parts	5,839	6,507	5,960	6,728	6,599	6,011	5,502	6,300	6,240	5,864	6,266	6,514		6,194
Cost	42,425	43,911	43,266	48,615	51,848	53,262	34,581	41,437	56,327	42,314	43,264	44,481		45,477
**** Activity ****	*****													
Sales (at cost)	451,194	386,806	390,706	354,659	382,004	353,893	402,190	404,511	336,288	404,472	295,625	388,753		4,551,101
Shop	271,503	224,922	226,902	225,399	250,057	231,279	256,472	262,151	211,397	251,775	195,051	256,032		2,862,940
Counter	179,691	161,883	163,804	129,259	131,947	122,614	145,718	142,360	124,891	152,697	100,573	132,721		1,688,158
Lost Sale	97,000	99,811	102,334	105,311	118,016	67,142	93,790	67,621	62,316	85,115	64,523	92,553		1,055,532
Total Purchases	326,786	304,032	286,917	286,664	297,999	279,611	307,497	314,050	274,905	303,070	246,782	343,432		3,571,745
Regular Ord	186,405	162,164	169,004	159,415	182,137	172,872	174,649	196,089	175,275	177,482	149,025	222,245		2,126,762
Special Ord	140,381	141,867	117,913	127,249	115,862	106,739	132,847	117,960	99,629	125,587	97,757	121,187		1,444,978
**** Stock Order ****	*****													

HEARTLAND TOYOTA
Parts Inventory
Management Trend Analysis

PD3430R
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Manufacturer: TOYOTA

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Suggested	81	91	76	54	69	70	86	84	83	91	88	96		80
Pieces	827	1,382	1,220	1,143	627	1,061	1,140	281	782	1,598	1,081	913		1,004
Cost	10,964	11,511	14,080	7,955	13,746	8,900	16,223	13,285	11,181	18,791	10,296	15,520		12,704
Adjust- ments	158	157	257	1,186	145	229	322	871	97	967	211	196		399
Pieces	3,464	1,039	3,073	7,966	1,263	2,726	1,089	5,031	6,350	8,733	1,401	4,642		3,898
Cost	6,088	12,608	10,545	11,793	13,389	9,746	-802	41,703	3,460	12,313	2,302	-22,264		8,406

PD3430R
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HEARTLAND TOYOTA
Parts Inventory
Management Trend Analysis

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Closing Inventory	1,534	1,593	1,656	1,694	1,773	1,729	1,550	1,424	1,464	1,490	1,527	1,503	1,503	1,578
Parts	20,534	19,384	18,974	20,203	20,381	18,266	17,735	21,277	20,242	19,176	19,910	20,029	20,029	19,675
Cost	317,140	314,341	318,570	331,149	363,802	333,003	304,416	309,781	324,862	313,100	325,245	301,690	301,690	321,424
**** Aging ****														
Sold Last 3 Months	189.1	185.3	189.7	177.0	181.5	196.6	233.3	216.5	192.0	218.2	208.2	227.7	227.7	201.2
% Total Cost ALL	105	96	97	96	102	96	98	95	88	102	93	97	97	97
Parts	93,913	91,979	95,645	95,380	101,510	100,185	107,176	103,094	101,109	109,055	110,726	110,722	110,722	101,707
Cost	588,086	571,263	599,200	572,665	655,802	651,353	707,584	668,255	622,878	680,812	675,979	686,048	686,048	639,993
Non-Stk	6	5	3	5	3	3	2	2	2	3	2	2	2	3
Parts	315	469	126	2,395	61	86	210	398	562	507	525	561	561	517
Cost	11,693	11,506	5,254	13,792	4,715	3,581	2,788	2,421	927	2,626	1,450	1,141	1,141	5,157
Not Sold	8	3	1.2	1.1	4	4	.2	.1	.6	.3	.4	.5	.5	.4
3 Months	9	5	4	6	1	1						1	1	2
% Total Cost ALL	70	24	14	26	1	1					3	40	40	14
Cost	1,816	423	1,564	1,696	3	3	2	5	11	6	16	468	468	498
Non-Stk	6	5	9	3	11	3	2	5	11	7	7	5	5	6
Parts	6	6	13	4	12	3	3	5	11	7	8	5	5	6
Cost	803	763	2,552	2,223	1,628	180	654	608	2,038	990	1,501	1,306	1,306	1,270
6 Months	10.5	9.7	11.6	13.2	10.3	9.9	9.0	11.8	11.9	12.7	11.7	11.7	11.7	11.1
% Total Cost ALL	173	169	203	253	227	211	186	229	241	196	205	194	194	207
Parts	1,133	547	663	845	708	538	824	785	714	780	915	858	858	775
Cost	31,574	28,769	32,244	39,344	31,939	30,839	26,303	34,586	34,815	36,132	35,435	33,549	33,549	32,960
Non-Stk	11	14	28	29	34	25	3	12	11	19	21	28	28	19
Parts	46	23	137	46	54	49	6	20	22	48	48	79	79	48
Cost	1,771	1,791	4,897	4,597	5,682	2,208	1,317	2,045	3,925	3,650	2,865	1,870	1,870	3,051
9 Months	3.1	5.1	5.5	4.8	4.8	5.1	4.7	2.3	2.5	4.0	6.3	7.3	7.3	4.6
% Total Cost ALL	72	81	88	76	81	99	96	48	69	86	106	108	108	84
Parts	299	745	686	241	234	320	268	111	196	228	358	321	321	333
Cost	9,671	16,054	17,682	13,641	15,448	15,947	14,081	7,078	8,306	12,611	19,054	19,044	19,044	14,051
Non-Stk	10	3	3	9	11	10	3	2	2	1	9	13	13	6
Parts	74	23	24	12	13	10	3	3	2	1	19	26	26	17
Cost	412	18	21	2,448	2,188	1,357	247	122	134	90	1,745	3,078	3,078	988
12 Months	2	5	5	7	2	5	5	6	3	5	1	3	3	3
% Total Cost ALL	3	11	16	15	3	4	2	1	5	2	5	3	3	5
Parts	11	71	195	197	7	27	3	3	5	5	6	5	5	44
Cost	229	895	1,631	2,399	913	1,954	70	994	994	994	236	16	16	860
Non-Stk	6	9	1	2	2	2	2	2	2	3	2	1	1	2
Parts	21	19	8	21	5	3	3	3	4	3	4	1	1	7
Cost	649	849	20	138	5	5	2,043	579	115	579	115	281	281	389
Over 12 Months	8	3	5	7	7	2	3	9	2	7	3	1.6	1.6	6
% Total Cost ALL	3	4	4	7	2	7	.2	.9	.2	1	.3	1	1	2
Parts	10	14	14	31	3	3	6	4	6	4	1	1	1	7
Cost	40	69	69	487	23	23	392	364	392	364	15	13	13	122

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Parts Inventory
Management Trend Analysts

PD3430R
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	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	AVG.
Non-Stk	14	12	13	11	19	6	7	16	4	10	7	14		11
Pieces	29	15	18	13	26	8	11	18	5	14	9	16		15
Cost	2,692	1,035	1,586	1,880	2,540	942	1,213	2,969	396	1,861	1,188	4,910		1,934