

05/01/2023

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MONTHLY ANALYSIS

STORE 02 BRANCH 02 TOYOTA OF LAKEWOOD MM/YY 4/23

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7529	91.1%	16748	184795.04	60.0%	666991.89
AUTOMATIC PHASEOUT (AP) PARTS	37	0.4%	58	4424.86	1.4%	20029.42
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	5	0.0%	7	1543.36	0.5%	2609.28
NON-STOCK (NS) PARTS	555	6.7%	870	107610.99	34.9%	355279.86
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	0	0.0%	0	0.00	0.0%	0.92
SOLD NOT STOCKED	134	1.8%	160	9452.53	3.2%	49194.83
TOTAL COST OF SALES	8260	100.0%	17843	307826.78	100.0%	1094106.20
LOST SALES (MEMO)	48		51	4354.75		24599.02
CREDIT/RETURNS (MEMO)	18		22	1076.55		6529.86
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1471	12.5%	11326	193402.30	73.6%
AUTOMATIC PHASEOUT (AP) PARTS	579	4.9%	818	15256.56	5.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	8	0.0%	38	392.46	0.1%
NON-STOCK (NS) PARTS	9652	82.4%	904	53616.41	20.4%
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	2	0.2%	3	11.00	0.1%
TOTAL INVESTMENT	11712	100.0%	13089	262678.73	100.0%
DIRTY CORE INVENTORY	9		9	3315.00	
NEW CORE INVENTORY	14		16	2520.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1497	12.7%	12.7%	134396.26	51.1	51.1%
1-3 MONTHS	2872	24.5%	37.2%	88234.66	33.5	84.6%
4-6 MONTHS	1808	15.4%	52.6%	31499.96	11.9	96.5%
7-9 MONTHS	1310	11.1%	63.7%	6327.36	2.4	98.9%
10-12 MONTHS	1074	9.1%	72.8%	1302.07	0.4	99.3%
13-24 MONTHS	3143	26.8%	99.6%	591.82	0.2	99.5%
25 MONTHS OR MORE	8	0.4%	100.0%	326.60	0.5	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	82	53.9%	843	11620.62	49.6%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	70	46.0%	83	11768.49	50.3%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	152	100.0%	926	23389.11	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	749	52.5%	5077	71523.05	45.5%	311517.48
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	676	47.4%	866	85568.78	54.4%	363718.60
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	1425	100.0%	5943	157091.83	100.0%	675236.08
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	866	34.9%	16841	159766.16	48.7%	583133.14
STOCK ORDER - BACKORDER	4	0.1%	16	191.84	0.0%	558.94
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%	7.55
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	745	30.0%	1067	116224.95	35.4%	406181.26
CUSTOMER ORDER - BACKORDER	6	0.2%	6	478.58	0.1%	555.50
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	856	34.8%	1327	51065.44	15.8%	187213.67
TOTAL RECEIPTS	2477	100.0%	19257	327726.97	100.0%	1177650.06
PURCHASES DISCOUNT	21		173	-175.43		-45.26

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	562	1	241.38	424.32
DELETED PARTS	551	0	0.00	0.00
MINUS ADJUSTMENTS	37	-112	-5175.89	-38014.73
PLUS ADJUSTMENTS	48	595	4466.59	38854.98
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-3528.04
RETURNED PARTS	89	-101	-8616.24	-52730.66
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1044	30	543.08	1954.02
COST PRICE ADJUSTMENTS	13	-804	-1543.00	-6690.64
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2344	-391	-10084.08	-59730.75

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	135	377	542.75	3209.61
APPRECIATION - MANUAL UPDATE	1	74	5.92	-509.35
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TOTAL APPRECIATION	136	451	548.67	2700.26
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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	136	451	548.67	2700.26

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	11667	11262	252489.38	236314.98
CLOSING INVENTORY	11712	13089	262678.73	262678.73
PERCENT OF CHANGE	0.4%	16.2%	4.0%	11.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	9815	0	0.00
NO COST	12	3	0.00
NO FACTORY RECORD	405	2421	32364.40
NO SERVICE	581	667	77001.82
MINUS ON HAND	33	-51	-3355.85
PHASED IN	103	70	4991.16
CONVERTED TO AUTOMATIC PHASEOUT (AP)	394	275	5055.24

BUSINESS RATIOS

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LEVEL OF SERVICE	97.8%
STOCK ORDER PERFORMANCE	28.4%
GROSS TURNOVER RATE	13.1
TRUE TURNOVER RATE	6.8