

AMERICAN TOYOTA  
MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
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Inventory Balance	22,352		33,133		924,257.23	
Active Parts	4,706	21.05	27,109	81.81	658,058.02	71.19
NS Parts	15,092	67.51	3,062	9.24	174,018.74	18.82
MO Parts	8	0.03	2	0.00	151.35	0.01
AP Parts	2,531	11.32	2,938	8.86	88,312.59	9.55
DP Parts	14	0.06	22	0.06	3,716.53	0.40
SP Parts						
DEL Parts	1	0.00				
Parts With No Cost	51	0.22	41	0.12		
Parts With Negative On-Hand						
Core/Exchange	30	0.13	32	0.09	7,565.00	
Memos On File	870					
Parts Added	1,739	7.78	386	1.16	27,609.37	2.98
Active Parts	3	0.17	14	3.62	421.75	1.52
NS Parts	1,735	99.76	372	96.37	27,187.62	98.47
MO Parts						
AP Parts	1	0.05				
DP Parts						
SP Parts						
Parts & Memos Deleted	1,199					
Inventory Movement - Sales						
0 to 3 Months	10,647	47.63	27,891	84.17	676,294.27	73.17
4 to 6 Months	3,233	14.46	1,546	4.66	77,448.70	8.37
7 to 12 Months	4,836	21.63	1,717	5.18	70,985.35	7.68
Over 12 Months	1,101	4.92	770	2.32	17,379.63	1.88
New Parts No Sales	2,535	11.34	1,209	3.64	82,149.28	8.88
Inventory Movement - Receipts						
0 to 3 Months	10,957	49.02	25,001	75.45	736,296.50	79.66
4 to 6 Months	3,587	16.04	2,832	8.54	75,850.02	8.20
7 to 12 Months	5,412	24.21	4,109	12.40	92,271.15	9.98
Over 12 Months	1,027	4.59	1,047	3.15	10,838.35	1.17
New Parts No Receipts	1,369	6.12	144	0.43	9,001.21	0.97
Outstanding Orders	732	3.27	2,154		159,667.81	
Stockorders	164	22.40	1,063	49.35	17,526.24	10.97
Supplemental Orders	10	1.36	64	2.97	767.70	0.48
Customer Orders	272	37.15	369	17.13	45,145.45	28.27
Backorders	320	43.71	658	30.54	96,228.42	60.26
Stockorder Backorders	92	12.56	249	11.55	17,340.74	10.86
Supplemntl Backorders	3	0.40	12	0.55	372.93	0.23
Customer Backorders	262	35.79	397	18.43	78,514.75	49.17
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
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Gross Sales	5,343	23.90	29,736		1,085,762.70		25,267
Regular	5,330	99.75	29,668	99.77	1,073,398.35	98.86	25,210
No History	51	0.95	68	0.22	12,364.35	1.13	57
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	101	0.45	216		30,147.10		105
Return Sales	1,453	6.50	4,468		213,365.95		3,581
Regular	1,453	100.00	4,468	100.00	213,365.95	100.00	3,581
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	4,745	21.22	23,920		925,846.09		9,034
Stockorders	1,728	36.41	14,578	60.94	310,962.94	33.58	4,468
Supplemental Orders	78	1.64	1,587	6.63	15,020.99	1.62	86
Customer Orders	3,435	72.39	5,479	22.90	455,472.51	49.19	4,161
Emergency Purchases	5	0.10	5	0.02	437.89	0.04	5
Other Receipts	167	3.51	2,271	9.49	143,951.76	15.54	314
Overages							
Net Adjustments	107	0.47	6,484		8,664.34		121
Plus	57	53.27	6,356	98.02	14,824.11		66
Minus	50	46.72	128	1.97	-6,159.77		55
Factory Returns	337	1.50	401		-51,461.78		337
Net Appreciation	16	0.07	248	0.74	-157.67		22
Positive	11	68.75	72	29.03	55.52		16
Negative	5	31.25	176	70.96	-213.19		6
Parts Updated With Cost	37	0.16	5		660.00		37
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			795		56,543.64		557
Lost Sales							
Return Sales			72		6,897.96		53

AMERICAN TOYOTA  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	MAY 2023	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	22,352	107,867	21,573	255,008	21,251
Parts Pieces	33,133	140,313	28,063	371,773	30,981
Parts Cost	924,257.23	4,538,443.59	907,688.72	11,119,288.00	926,607.33
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00
Core/Exchange	7,565.00	48,650.00	9,730.00	114,025.00	9,502.08
Gross Sales	1,085,762.70	4,574,146.36	914,829.27	10,960,609.62	913,384.14
Net Sales	872,396.75	3,675,888.18	735,177.64	8,439,492.70	703,291.06
Lost Sales	30,147.10	135,370.96	27,074.19	240,670.69	20,055.89
Outstanding Orders	159,667.81	768,048.62	153,609.72	1,721,353.23	143,446.10
Total Receipts	925,846.09	3,898,283.14	779,656.63	9,257,720.76	771,476.73
Customer Orders	455,472.51	1,792,274.05	358,454.81	4,540,881.22	378,406.77
Emergency Purchases	437.89	702.73	140.55	8,009.76	667.48
Net Adjustments	8,664.34	33,059.48	6,611.90	105,454.68	8,787.89
Net Appreciation	-157.67	14,483.60	2,896.72	40,200.12	3,350.01
NS Parts					
Number of Parts	15,092	74,094	14,819	174,210	14,518
Parts Pieces	3,062	15,562	3,112	40,178	3,348
Parts Cost	174,018.74	912,174.02	182,434.80	2,553,060.74	212,755.06
Gross Sales	365,611.35	1,557,827.25	311,565.45	3,708,233.90	309,019.49
Net Sales	271,608.04	1,141,135.98	228,227.20	2,598,973.77	216,581.15
Lost Sales	14,546.31	58,643.95	11,728.79	100,655.67	8,387.97
Outstanding Orders	85,032.39	369,811.25	73,962.25	733,015.87	61,084.66
Receipts	302,350.68	1,332,452.75	266,490.55	3,184,899.52	265,408.29
Inventory Movement - Sales					
0 to 3 Months	676,294.27	3,204,435.11	640,887.02	8,020,242.48	668,353.54
4 to 6 Months	77,448.70	480,643.89	96,128.78	1,160,202.63	96,683.55
7 to 12 Months	70,985.35	390,132.48	78,026.50	719,776.32	59,981.36
Over 12 Months	17,379.63	66,721.50	13,344.30	123,076.60	10,256.38
New Parts No Sales	82,149.28	396,510.61	79,302.12	1,095,989.97	91,332.50
Non-Productive Parts					
Excess Stock MNS < 12	233,123.00	1,231,572.96	246,314.59	3,137,042.52	261,420.21
Stock MNS > 11	21,307.43	79,952.83	15,990.57	144,615.59	12,051.30
NS Parts Not Sold	126,418.51	651,626.21	130,325.24	1,799,052.89	149,921.07
New Obsolescence					
Stock 9 Months	9,747.45	52,283.49	10,456.70	83,730.54	6,977.55
NS Parts 2 Months	43,646.52	206,985.02	41,397.00	622,204.50	51,850.38
Early Phase In					
NS Parts With YRSL > 2	15,527.96	87,999.35	17,599.87	220,202.50	18,350.21
True Turn	5.41		4.98		4.20
Purchase to Stock Ratio					
By Number of Parts	27.50		32.42		28.89
By Piece	77.07		79.12		78.21
By Cost	50.75		54.00		50.86
Sales Closing Ratio					
By Number of Parts	97.46		97.44		97.96
By Piece	99.15		99.07		99.38
By Cost	96.65		96.44		97.22
Demand Filled from Stock Ratio					
By Number of Parts	11.27		17.68		10.89
By Piece	77.63		80.31		80.39
By Cost	46.14		49.40		44.82
NS Parts Sales Efficiency	120.92		116.91		116.43

Grand Total

	JANUARY 2023	FEBRUARY 2023	MARCH 2023	APRIL 2023	MAY 2022	JUNE 2022
Number of Parts	21,078	21,181	21,443	21,813	21,225	21,227
Parts Pieces	25,999	27,641	26,510	27,030	35,433	39,015
Parts Cost	911,794.66	888,762.49	904,033.83	909,595.38	809,410.03	1,003,971.42
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	12,575.00	10,470.00	11,370.00	6,670.00	2,635.00	3,070.00
Gross Sales	826,743.71	799,525.37	856,359.51	1,005,755.07	1,664,966.02	979,486.47
Net Sales	668,976.17	649,842.78	684,060.72	800,611.76	684,372.27	727,951.84
Lost Sales	16,576.22	13,604.69	14,725.39	60,317.56	11,296.34	40,737.74
Outstanding Orders	169,369.18	168,781.51	144,733.21	125,496.91	290,584.06	155,990.05
Total Receipts	712,037.45	684,866.51	715,317.78	860,215.31	702,738.38	922,484.39
Customer Orders	326,612.85	325,506.34	320,595.27	364,087.08	392,349.88	572,863.33
Emergency Purchases	0.00	207.29	10.88	46.67	119.97	1,658.49
Net Adjustments	-526.21	-4,924.44	27,720.54	2,125.25	-23,860.85	-5,341.40
Net Appreciation	12,979.22	614.18	682.66	365.21	1,927.75	678.93
NS Parts						
Number of Parts	14,635	14,741	14,817	14,809	14,416	13,366
Parts Pieces	3,212	3,112	3,058	3,118	2,790	3,385
Parts Cost	196,890.92	177,381.67	179,965.26	183,917.43	191,474.74	260,875.62
Gross Sales	282,386.18	282,576.94	292,407.41	334,845.37	273,454.05	338,988.37
Net Sales	207,323.10	214,240.65	208,319.93	239,644.26	198,364.73	232,214.27
Lost Sales	12,897.57	8,680.64	8,917.01	13,602.42	3,125.57	3,828.23
Outstanding Orders	67,775.17	70,015.31	76,152.32	70,836.06	112,242.99	48,522.62
Receipts	254,016.57	253,977.18	233,568.92	288,539.40	242,443.53	318,265.29
Inventory Movement - Sales						
0 to 3 Months	627,082.96	615,606.09	635,388.27	650,063.52	589,477.84	728,892.18
4 to 6 Months	117,665.60	104,985.27	95,822.03	84,722.29	84,602.94	88,701.61
7 to 12 Months	75,086.14	80,184.78	83,378.75	80,497.46	50,201.16	62,887.35
Over 12 Months	8,123.81	12,991.45	13,913.16	14,313.45	7,947.90	11,889.71
New Parts No Sales	83,836.15	74,994.90	75,531.62	79,998.66	77,180.19	111,600.57
Non-Productive Parts						
Excess Stock MNS < 12	274,664.68	258,566.76	242,051.99	223,166.53	313,313.54	320,852.06
Stock MNS > 11	11,205.86	15,531.66	13,753.65	18,154.23	8,829.83	15,258.18
NS Parts Not Sold	134,101.39	130,345.82	135,682.23	125,078.26	139,018.19	163,746.08
New Obsolescence						
Stock 9 Months	8,798.30	7,447.49	15,947.70	10,342.55	12,100.60	3,853.69
NS Parts 2 Months	39,595.58	45,826.45	38,973.47	38,943.00	53,047.39	44,972.68
Early Phase In						
NS Parts With YRSL > 2	20,353.98	19,433.69	14,098.61	18,585.11	7,970.62	15,297.91
True Turn	4.51	4.38	4.82	5.76	4.33	1.83
Purchase to Stock Ratio						
By Number of Parts	32.74	34.59	36.87	31.62	18.52	14.70
By Piece	79.80	77.64	80.94	80.14	78.54	68.45
By Cost	54.12	52.44	55.17	57.66	44.15	37.72
Sales Closing Ratio						
By Number of Parts	98.11	98.27	97.50	95.88	98.49	98.44
By Piece	99.30	99.09	99.30	98.49	99.68	99.44
By Cost	97.58	97.94	97.89	92.99	98.37	94.70
Demand Filled from Stock Ratio						
By Number of Parts	21.04	22.28	23.67	11.61	1.35	-23.49
By Piece	80.24	81.11	83.16	79.68	80.44	70.92
By Cost	49.93	48.85	52.01	50.69	41.95	19.95
NS Parts Sales Efficiency	111.16	111.26	125.19	116.04	112.79	106.51

Grand Total

	JULY 2022	AUGUST 2022	SEPTEMBER 2022	OCTOBER 2022	NOVEMBER 2022	DECEMBER 2022
Number of Parts	20,386	20,659	21,221	21,418	21,447	20,783
Parts Pieces	36,391	40,398	37,178	26,994	26,044	25,440
Parts Cost	854,594.13	941,205.52	998,460.74	960,083.53	903,178.38	919,350.69
Parts With Negative OH	0.00	0.00	0.00	0.00	0.00	0.00
Core/Exchange	5,560.00	6,055.00	11,235.00	11,135.00	13,785.00	14,535.00
Gross Sales	1,013,719.57	1,008,952.45	863,823.39	964,110.50	744,249.29	812,121.59
Net Sales	704,216.00	761,474.77	677,150.67	738,202.38	561,662.51	592,946.35
Lost Sales	7,070.27	13,874.87	12,141.50	16,056.63	6,463.80	8,954.92
Outstanding Orders	97,284.23	116,967.65	122,253.17	172,803.31	146,580.39	141,425.81
Total Receipts	799,308.90	832,686.36	749,720.46	753,849.06	642,464.59	658,923.86
Customer Orders	449,872.98	391,623.11	358,708.97	362,758.00	300,849.67	311,931.11
Emergency Purchases	561.37	775.00	259.00	3,340.60	180.58	531.99
Net Adjustments	-26,897.50	8,796.62	74,222.89	19,333.21	-8,083.99	10,365.37
Net Appreciation	20,005.90	144.33	3,116.74	354.52	-614.62	2,030.72
NS Parts						
Number of Parts	13,947	14,196	14,651	15,091	14,431	14,434
Parts Pieces	3,122	3,584	4,208	3,904	3,227	3,186
Parts Cost	191,546.28	232,003.25	274,004.78	270,494.75	205,387.80	206,574.24
Gross Sales	288,284.62	321,586.15	299,662.96	349,032.83	279,369.71	273,482.01
Net Sales	191,824.92	217,561.82	215,191.67	237,888.51	186,223.14	176,933.46
Lost Sales	5,452.39	8,314.35	3,598.70	12,124.97	4,529.90	4,163.18
Outstanding Orders	32,356.53	45,669.57	55,363.31	68,349.90	53,443.54	59,499.15
Receipts	253,332.59	270,981.72	268,271.51	287,452.87	229,797.99	224,344.80
Inventory Movement - Sales						
0 to 3 Months	680,953.84	715,535.68	730,829.49	668,006.98	644,227.02	647,362.18
4 to 6 Months	59,422.06	85,563.95	95,601.93	108,307.67	119,882.35	122,079.17
7 to 12 Months	26,700.06	34,540.24	44,737.54	57,759.38	46,546.77	56,472.50
Over 12 Months	5,068.86	7,437.25	7,777.86	8,057.65	7,169.53	8,954.24
New Parts No Sales	82,449.31	98,128.40	119,513.92	117,951.85	85,352.71	84,482.60
Non-Productive Parts						
Excess Stock MNS < 12	243,126.20	264,225.70	266,800.24	271,113.91	270,358.46	268,992.99
Stock MNS > 11	5,903.48	8,671.34	9,729.04	7,815.88	7,881.61	9,403.23
NS Parts Not Sold	112,468.34	163,686.05	206,091.91	202,645.95	146,662.63	152,125.72
New Obsolescence						
Stock 9 Months	2,399.86	3,817.98	2,121.53	4,480.67	5,942.18	8,831.14
NS Parts 2 Months	72,089.28	62,414.10	71,060.48	56,124.70	50,074.83	58,483.41
Early Phase In						
NS Parts With YRSL > 2	19,038.66	16,778.04	17,611.85	22,910.48	18,706.59	21,859.62
True Turn	3.56	4.71	3.82	4.65	3.46	3.66
Purchase to Stock Ratio						
By Number of Parts	18.21	28.01	31.76	30.05	32.42	33.17
By Piece	78.55	84.69	81.11	75.56	76.12	78.12
By Cost	43.64	52.87	52.11	51.43	53.14	52.57
Sales Closing Ratio						
By Number of Parts	98.70	98.46	98.15	98.36	98.42	97.97
By Piece	99.79	99.73	99.61	99.30	99.54	99.47
By Cost	99.00	98.21	98.23	97.87	98.86	98.51
Demand Filled from Stock Ratio						
By Number of Parts	1.98	7.69	17.64	9.11	16.71	11.95
By Piece	81.42	84.90	84.21	81.48	79.11	82.03
By Cost	35.67	47.60	46.16	49.33	45.87	46.59
NS Parts Sales Efficiency	113.79	118.67	111.70	121.42	121.57	121.90