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MONTHLY ANALYSIS
STORE 01 BRANCH 01 DOXON TOYOTA PARTS D MM/YY 07/23
SUMMARY

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	8721	87.0%	17417	175466.93	54.6%	1317169.91
AUTOMATIC PHASEOUT (AP) PARTS	184	1.8%	255	22473.47	7.0%	152255.11
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1	0.0%	1	380.00	0.1%	967.30
NON-STOCK (NS) PARTS	958	9.5%	1231	106363.07	33.1%	915245.70
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	7	0.0%	10	496.59	0.1%	5014.87
SOLD NOT STOCKED	145	1.7%	181	15609.10	5.1%	145130.10
TOTAL COST OF SALES	10016	100.0%	19095	320789.16	100.0%	2535782.99
LOST SALES (MEMO)	7		11	1250.33		3219.65
CREDIT/RETURNS (MEMO)	229		394	14991.38		104109.41
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3368	18.1%	14530	388335.56	67.6%
AUTOMATIC PHASEOUT (AP) PARTS	2029	10.9%	2006	99787.39	17.3%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	9	0.0%	15	8180.00	1.4%
NON-STOCK (NS) PARTS	13109	70.7%	1156	73993.93	12.8%
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	18	0.3%	34	3640.12	0.9%
TOTAL INVESTMENT	18533	100.0%	17741	573937.00	100.0%
DIRTY CORE INVENTORY	3		4	80.00	
NEW CORE INVENTORY	55		137	8490.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3110	16.7%	16.7%	213034.58	37.1	37.1%
1-3 MONTHS	5415	29.2%	45.9%	218221.12	38.0	75.1%
4-6 MONTHS	4112	22.1%	68.0%	63800.50	11.1	86.2%
7-9 MONTHS	2846	15.3%	83.3%	31978.47	5.5	91.7%
10-12 MONTHS	2601	14.0%	97.3%	22417.22	3.9	95.6%
13-24 MONTHS	335	1.8%	99.1%	19753.43	3.4	99.0%
25 MONTHS OR MORE	114	0.9%	100.0%	4731.68	1.0	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - BACKORDER	25	20.8%	166	3468.30	15.5%	
STOCK ORDER - CROSS SHIP	20	16.6%	90	669.18	2.9%	
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	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - BACKORDER	64	53.3%	72	18115.78	81.1%	
CUSTOMER ORDER - CROSS SHIP	11	9.1%	11	83.05	0.3%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	120	100.0%	339	22336.31	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	909	33.1%	6769	74597.88	29.1%	507765.04
STOCK ORDER - BACKORDER	0	0.0%	2	1068.58	0.4%	-1537.53
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-15.10
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	1831	66.8%	2449	179895.12	70.3%	1438241.79
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-20534.80
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-547.97
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.2%	0.00
TOTAL PROCESSED ORDERS	2740	100.0%	9220	255561.58	100.0%	1923371.43
FORCED ORDERS	21		539	9550.17		26760.69
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1018	25.0%	9452	116377.63	34.1%	1116119.15
STOCK ORDER - BACKORDER	35	0.8%	195	4860.15	1.4%	40314.13
STOCK ORDER - CROSS SHIP	18	0.4%	341	7849.50	2.3%	14257.66
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	1632	40.0%	2317	149750.23	43.9%	1180437.68
CUSTOMER ORDER - BACKORDER	143	3.5%	180	23521.80	6.8%	206784.83
CUSTOMER ORDER - CROSS SHIP	20	0.4%	26	869.87	0.2%	8669.96
EMERGENCY PURCHASES	2	0.0%	2	18.32	0.0%	2779.02
OTHER ORDERS	1203	29.9%	6067	37792.61	11.3%	310513.98
TOTAL RECEIPTS	4071	100.0%	18580	341040.11	100.0%	2879876.41
PURCHASES DISCOUNT	128		1128	2611.17		15963.19

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1275	10	1039.21	5767.85
DELETED PARTS	1485	0	0.00	0.00
MINUS ADJUSTMENTS	32	-323	-5084.24	-60921.17
PLUS ADJUSTMENTS	61	533	4644.37	75609.60
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	218	-239	-23442.00	-205308.87
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	936	67	3524.27	375.58
COST PRICE ADJUSTMENTS	172	-29	-319.90	-1403.82
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	4179	19	-19638.29	-185880.83

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	17204	7189	5296.91	8486.55
APPRECIATION - MANUAL UPDATE	7	28	49.17	-981.05
TOTAL APPRECIATION	17211	7217	5346.08	7505.50
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.15
TOTAL FIRST PRICING	0	0	0.00	0.15
TOTAL APPRECIATION/FIRST PRICING	17211	7217	5346.08	7505.65

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	18560	17836	560960.37	391071.95
CLOSING INVENTORY	18533	17741	573937.00	573937.00
PERCENT OF CHANGE	0.0%	-0.4%	2.3%	46.8%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	14983	0	0.00
NO COST	3	0	0.00
NO FACTORY RECORD	309	1099	36744.27
NO SERVICE	28	3	511.02
MINUS ON HAND	43	-381	-14891.61
PHASED IN	295	253	17665.93
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1376	363	20275.14

BUSINESS RATIOS	
LEVEL OF SERVICE	99.7%
STOCK ORDER PERFORMANCE	20.0%
GROSS TURNOVER RATE	9.7
TRUE TURNOVER RATE	4.2