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MONTHLY ANALYSIS

STORE 10 BRANCH 01 HENDRICK TOYOTA N CH MM/YY 7/23

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	12582	83.2%	28419	471022.51	62.1%	3345973.41
AUTOMATIC PHASEOUT (AP) PARTS	99	0.6%	140	10763.07	1.4%	139817.63
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	764	5.0%	1166	48209.52	6.3%	334362.43
NON-STOCK (NS) PARTS	1306	8.6%	1893	193431.55	25.5%	1556161.84
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	2	0.0%	2	21.76	0.0%	1709.76
SOLD NOT STOCKED	356	2.6%	742	34516.93	4.7%	181406.63
TOTAL COST OF SALES	15109	100.0%	32362	757965.34	100.0%	5559431.70
LOST SALES (MEMO)	3		10	172.12		3689.21
CREDIT/RETURNS (MEMO)	245		276	34264.49		247893.00
UNUSUAL SALES (MEMO)	0		0	0.00		-747.33

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4451	30.8%	23899	478285.84	59.1%
AUTOMATIC PHASEOUT (AP) PARTS	862	5.9%	1836	87611.14	10.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	342	2.3%	1522	50176.66	6.2%
NON-STOCK (NS) PARTS	8753	60.7%	2270	191413.70	23.6%
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	7	0.3%	10	723.86	0.3%
TOTAL INVESTMENT	14415	100.0%	29537	808211.20	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	37		43	5982.50	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4105	28.4%	28.4%	381274.26	47.1	47.1%
1-3 MONTHS	6514	45.1%	73.5%	267120.43	33.0	80.1%
4-6 MONTHS	3100	21.5%	95.0%	104276.34	12.9	93.0%
7-9 MONTHS	515	3.5%	98.5%	43954.12	5.4	98.4%
10-12 MONTHS	112	0.7%	99.2%	9320.52	1.1	99.5%
13-24 MONTHS	68	0.4%	99.6%	2265.53	0.2	99.7%
25 MONTHS OR MORE	1	0.4%	100.0%	0.00	0.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	207	28.8%	932	21266.92	20.7%	
STOCK ORDER - BACKORDER	56	7.8%	149	2397.40	2.3%	
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	241	33.6%	373	27575.53	26.9%	
CUSTOMER ORDER - BACKORDER	213	29.7%	252	51183.11	49.9%	
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	0.2%	
TOTAL OUTSTANDING ORDERS	717	100.0%	1706	102422.96	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2186	40.1%	11396	270438.87	40.4%	1787827.22
STOCK ORDER - BACKORDER	104	1.9%	932	33206.57	4.9%	239654.30
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	2981	54.7%	4342	323988.73	48.4%	2399356.82
CUSTOMER ORDER - BACKORDER	169	3.1%	207	40251.25	6.0%	327720.49
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	1	0.2%	4	698.00	0.3%	698.00
TOTAL PROCESSED ORDERS	5441	100.0%	16881	668583.42	100.0%	4755256.83
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2199	38.9%	27133	401372.44	49.6%	2601854.74
STOCK ORDER - BACKORDER	98	1.7%	899	34849.85	4.3%	251732.18
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	2796	49.5%	4169	303620.21	37.5%	2355501.23
CUSTOMER ORDER - BACKORDER	141	2.5%	182	26790.88	3.3%	328962.47
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	406	7.4%	1173	42268.41	5.3%	239061.41
TOTAL RECEIPTS	5640	100.0%	33556	808901.79	100.0%	5777112.03
PURCHASES DISCOUNT	108		158	607.28		1835.01

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1425	3	1511.32	5932.58
DELETED PARTS	280	5	835.26	8561.39
MINUS ADJUSTMENTS	44	-2113	-17951.51	-124740.85
PLUS ADJUSTMENTS	20	2031	8725.51	91245.13
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	11108.74
RETURNED PARTS	178	-241	-31093.37	-179364.03
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	510	3	-423.93	3940.77
COST PRICE ADJUSTMENTS	89	-815	-220.47	596.34
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2546	-1127	-38617.19	-182719.93
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	10830	11573	13142.34	25151.84
APPRECIATION - MANUAL UPDATE	17	66	66.29	-949.96
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TOTAL APPRECIATION	10847	11639	13208.63	24201.88
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
TOTAL APPRECIATION/FIRST PRICING	10847	11639	13208.63	24201.88
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	13282	28665	783746.55	764336.69
CLOSING INVENTORY	14415	29537	808211.20	808211.20
PERCENT OF CHANGE	8.5%	3.0%	3.1%	5.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	8619	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	516	7145	88798.35	
NO SERVICE	323	1554	118967.82	
MINUS ON HAND	15	-16	-2436.21	
PHASED IN	165	89	2761.87	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	274	327	19194.07	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	32.1%			
GROSS TURNOVER RATE	12.1			
TRUE TURNOVER RATE	6.2			