

Parts Performance Report

Sep 1 2023 – Sep 30 2023

Key Business Metrics

Part Level of Service Percentage	99.92 %	Fill rate Percentage	94.76 %	Parts with no sale in last 9 months	\$153,234.11	Emergency Purchases	-
Lost sales	\$2,752,10						

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	\$848,894.86	\$11.60	\$848,883.26	\$287,708.29	33.89 %
Wholesale	\$100,718.59	\$6,456.52	\$94,262.07	\$17,652.69	17.53 %
Internal	\$3,176.47	\$0.00	\$3,176.47	\$786.00	24.74 %
Retail	\$13,109.92	\$359.68	\$12,750.24	\$4,143.08	31.6 %
Total	\$965,899.84	\$6,827.80	\$959,072.04	\$310,290.06	32.12 %

Sales by Type

Sales Item	MTD					MTD Pacing					Aug 2023 (Last Month)					Sep 2022 (Month Last Year)					Year to Last Month				
	RO/SO Count	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sale					
Retail	288	474	\$36,065.20	1.8 %	0.4 %	4,740	\$360,652.00	1.8 %	0.4 %	358	\$26,234.49	2.36 %	0.0 %	0	\$0.00	0.0 %	0.0 %	1,425	\$175,717.71	1.81 %					
ROS	4,595	35,575	\$17,03,619.15	84.91 %	0.54 %	355,750	\$17,036,191.50	84.91 %	0.54 %	19,297	\$912,365.60	82.2 %	0.0 %	0	\$0.00	0.0 %	0.0 %	21,265	\$8,103,070.05	83.31 %					
Internal	49	1,253	\$6,924.58	0.35 %	0.25 %	12,530	\$69,245.80	0.35 %	0.25 %	269	\$2,692.75	0.24 %	0.0 %	0	\$0.00	0.0 %	0.0 %	208	\$28,487.48	0.29 %					
Wholesale	1,147	2,697	\$259,702.97	12.94 %	0.19 %	26,970	\$2,597,029.70	12.94 %	0.19 %	1,843	\$168,697.97	15.2 %	0.0 %	0	\$0.00	0.0 %	0.0 %	5,661	\$1,418,847.20	14.59 %					
Total	6,079	39,999	\$2,006,311.90	148.25 %	-	399,990	\$20,063,119.00	0 %	-	21,767	\$1,109,990.81	146.58 %	0 %	0	\$0.00	0 %	0 %	28,559	\$9,726,122.44	148.54 %					
Returns	95	191	\$20,043.45	1 %	0.22 %	1,910	\$200,434.50	1 %	0.22 %	129	\$13,307.31	1.2 %	0.0 %	0	\$0.00	0.0 %	0.0 %	528	\$95,296.11	0.98 %					

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Sales Item	Sales by Type															
	MTD		MTD Pricing		Aug 2023 (Last Month)		Sep 2022 (Month Last Year)		Year to Last Month							
Category	RO/SO Count	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sale						
Net	5,984	39,808	\$1,986,268.45	99 %	398,080	\$19,862,684.50	99 %	21,638	\$1,096,683.50	98.8 %	0	\$0.00	0 %	28,031	\$9,630,826.33	99.02 %

Sales by Source Code

Source Code	Sales by Source Code										
	MTD		MTD Pricing		Aug 2023 (Last Month)		Sep 2022 (Month Last Year)		Year to Last Month		
Category	RO/SO Count	Total Unique Parts	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)
406	52		\$6,055.15	610	\$60,551.50	35	\$3,382.25	21	\$1,977.35	261	\$29,013.59
402	0		\$0.00	0	\$0.00	0	\$0.00	8	\$321.83	1	\$93.55
405	0		\$0.00	0	\$0.00	0	\$0.00	7	\$60.61	0	\$0.00
9	451		\$159,870.20	17,450	\$1,598,702.00	824	\$69,774.60	416	\$52,172.45	1,813	\$603,131.33
98	13		\$358.15	150	\$3,581.50	5	\$107.20	2	\$47.94	53	\$1,446.43
403	0		\$0.00	0	\$0.00	0	\$0.00	6	\$236.36	0	\$0.00
91	123		\$35,683.14	2,960	\$356,831.40	135	\$14,825.69	107	\$12,969.44	550	\$161,988.01
414	87		\$37,017.22	870	\$37,017.20	72	\$2,854.72	31	\$1,114.43	368	\$14,731.97
88	88		\$1,087.85	880	\$10,878.50	17	\$178.50	9	\$134.70	147	\$1,640.12
47	151		\$30,398.39	1,510	\$303,983.90	52	\$10,176.93	74	\$12,859.20	545	\$111,579.14
401	0		\$0.00	0	\$0.00	0	\$0.00	9	\$221.62	0	\$0.00
10	199		\$70,032.87	3,530	\$700,328.70	141	\$27,758.46	146	\$32,325.03	810	\$295,162.66

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Sales by Source Code

Source Code	MTD		MTD Pacing		Aug 2023 (Last Month)		Sep 2022 (Month Last Year)		Year to Last Month	
	Category	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count
92 Inactive	0	\$0.00	0	\$0.00	0	\$0.00	10	\$135.52	0	\$0.00
13 Inactive	0	\$0.00	0	\$0.00	0	\$0.00	3	\$63.08	0	\$0.00
407	3,190	\$327,154.44	32,139	\$327,154.40	1,685	\$161,178.87	1,358	\$12,531.30	14,766	\$148,698.37
409	105	\$4,303.85	1,050	\$43,038.50	70	\$2,840.92	52	\$1,841.52	471	\$19,117.30
93 Inactive	0	\$0.00	0	\$0.00	0	\$0.00	48	\$4,654.76	0	\$0.00
404	0	\$0.00	0	\$0.00	0	\$0.00	3	\$95.35	1	\$41.58
Inactive	0	\$0.00	0	\$0.00	0	\$0.00	3	\$95.35	1	\$41.58
48 Inactive	0	\$0.00	0	\$0.00	0	\$0.00	3	\$55.41	0	\$0.00
1	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	1	\$80.00
11	238	\$28,184.38	3,910	\$281,843.80	263	\$18,248.59	336	\$25,018.67	1,293	\$154,948.71
4 Inactive	0	\$0.00	0	\$0.00	0	\$0.00	184	\$20,384.92	0	\$0.00
40	2,822	\$1,357,166.48	99,140	\$13,571,664.80	6,266	\$804,082.83	4,328	\$525,256.89	14,371	\$6,970,914.75
46	204	\$125,077.39	5,770	\$1,250,773.90	276	\$57,780.55	168	\$35,987.57	921	\$518,957.87
50	3,390	\$131,633.44	22,810	\$1,316,334.40	11,797	\$68,493.39	9,345	\$54,116.11	15,462	\$599,280.95
Total	6,082	\$1,986,268.45	398,079	\$19,862,684.50	21,638	\$1,096,683.50	16,674	\$794,582.06	0	\$9,630,826.33

SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	148	320	\$167,231.66	8.02 %
Invoiced	56	86	\$14,907.94	0.72 %
Voided	2,307	9,994	\$1,820,310.17	87.35 %
Filled	78	193	\$24,870.68	1.19 %

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SO By Status	Orders		RO/SO Count		Value (\$)		% of parts value
	Status	Orders	RO/SO Count	Value (\$)	% of parts value		
Partially Filled		26	320	\$34,378.48	1.65 %		
Reopened		29	96	\$22,221.52	1.07 %		
Total		2,644	1,015	\$2,083,920.45	100 %		

WIP	Orders		RO/SO Count		Value (\$)		% of parts value
	Category	Orders	RO/SO Count	Value (\$)	% of parts value		
SO		219	267	\$22,892.37	11.66 %		
RO		1,340	1,927	\$173,388.25	88.34 %		
Total		1,559	2,194	\$196,280.62	100 %		

Purchases by Type	MTD			MTD Pacing			Aug 2023 (Last Month)			Sep 2022 (Month Last Year)			Year to Last Month	
	Category	Orders	Pieces	Value (\$)	% of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	
RIM/ASR Orders	5	729	\$337,069.91	10.46 %	9,112	\$421,336.38	1,249	-	821	\$24,806.44	127	\$673,617.90		
OEM Special Order	52	774	\$69,918.92	21.69 %	9,675	\$873,986.50	1,154	-	572	\$77,611.69	668	\$1,158,251.80		
OEM Stock Order	-	-	-	-	-	-	-	-	1	\$14.57	2	\$10,600.52		
Vendor Stock Order	156	6,452	\$79,995.56	24.82 %	80,650	\$999,944.50	4,957	-	910	\$19,893.52	642	\$368,815.84		
Vendor Special Order	273	565	\$98,270.22	30.49 %	7,062	\$1,228,377.75	603	-	292	\$39,145.24	1,634	\$570,081.34		
Misc Order	75	0	\$27,287.09	8.47 %	0	\$341,088.63	0	-	0	\$258,898.62	3,482	\$1,827,317.90		
Sublet Orders	31	0	\$13,152.91	4.08 %	0	\$164,411.38	0	-	0	\$50,268.91	1,006	\$759,625.41		
Total	592	8,520	\$322,331.61	100 %	106,499	\$4,029,145.14	7,963	-	2,596	\$470,638.99	7,561	\$5,368,310.71		
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-		
Misc Credit PO	143	143	\$33,767.95	10.48 %	1,787	\$422,099.37	137	-	117	\$11,629.71	981	\$272,735.57		
Net	449	8,377	\$288,563.66	10.48 %	104,712	\$3,607,045.77	7,826	-	2,479	\$459,009.28	6,580	\$5,095,575.14		

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Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	343	37121	\$1,939,737.07	51.56 %
Submitted	1,343	2,250	\$643,314.75	17.1 %
Received	2,164	126,217	\$1179,351.72	31.35 %
Total	3,850	165,588	\$3,762,403.54	100 %

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	145	162	\$39,027.26	14.45 %
Requested	357	97	\$8,701.58	3.22 %
Received	525	952	\$122,508.87	45.35 %
Partially Received	151	790	\$99,925.45	36.99 %
Total	1,178	2,001	\$270,163.16	100 %

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	63	126	\$20,285.87	7.51 %
>25	1,028	1,647	\$223,327.58	82.66 %
5-25 days	87	228	\$26,549.71	9.83 %
Total	1,178	2,001	\$270,163.16	100 %

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	343	37121	\$1,939,737.07	61.55 %
Pending	55	375	\$32,179.57	1.02 %
Received	2,164	126,217	\$1,179,351.72	37.42 %
Total	2,562	163,713	\$3,151,268.36	100 %

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Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	1,095	1,876	\$254,825.92	94.32 %
Prepaid	90	125	\$15,337.24	5.68 %
Total	1,185	2,001	\$270,163.16	100 %

Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Misc. Core Return	8	82	\$13,820.00	8.66 %
11 - CSO Returns	1	1	\$2,433.81	1.52 %
01 - Monthly Returns	22	899	\$67,403.64	42.22 %
OEM Controlled Stock Return	14	1,441	\$75,981.12	47.6 %
Total	45	2,423	\$159,638.57	100 %

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	1,843	14,167	\$495,857.39	45.5 %
Sold parts	2,233	17,701	\$577,103.72	52.9 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	51	55	-\$5,958.53	-0.5 %
Positive On Hand Adjustments	107	308	\$7,047.43	0.6 %
Negative On Hand Adjustments	108	162	-\$14,584.72	-1.3 %
Part Appreciation/Depreciation	78	110	\$1,246.71	0.1 %
Core Appreciation/Depreciation	91	292	\$30,211.02	2.8 %
Manual Update	0	0	\$0.00	0 %
Total	4,511	32,795	\$1,090,923.02	100 %

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Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$807,023.55
Closing Inventory	\$773,466.07
Percent change	-4.2 %

Inventory by stocking status

Stocking Status	Unique Parts		Pieces	Inventory Qty (OH Qty + On hold)	Value (\$)	% of Total Investment
	Unique Parts	Pieces				
Inactive Parts	18,693	9704		0	\$102,289.17	13.4 %
Active Stocking Parts	7,438	15,039		2,238	\$471,636.07	61.6 %
Non-Stocking Parts	8,656	4,285		0	\$770,582.03	22.3 %
Total	34,787	29,028		2,238	\$744,507.27	97.3 %
Used Cores	45	76		0	\$20,633.00	2.7 %
Total Investment	0	0		0	\$765,140.27	100 %

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	\$0.00
OEM parts with no master update	7	2,238	\$7,956.16
Parts with multiple bins	0	0	\$0.00
Total	7	2,238	\$7,956.16

Inventory by age

Category	Sales					Purchase (\$)					Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months					
Never Sold	\$13,341.22	\$775977	\$1780.19	\$972.30	\$919.63	\$1,428.24	\$26,201.35				
0-3 months	\$5,113.75	\$302,219.42	\$11,047.38	\$9,802.36	\$2,539.27	\$3,116.28	\$333,838.46				
4-6 months	\$4,456.33	\$14,932.08	\$85,834.99	\$2,165.80	\$3,025.62	\$1,662.32	\$112,077.14				
7-9 months	\$2,685.58	\$472.06	\$4,550.55	\$84,448.37	\$1,576.22	\$3,143.44	\$96,876.22				
10-12 months	\$2,936.16	\$569.49	\$634.18	\$3,518.37	\$32,502.88	\$384.43	\$40,545.51				

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Inventory by age

Category	Purchase (\$)						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Greater than 12 months	\$96,718.12	\$1,424,778	\$566,522	\$1,920,577	\$2,718,220	\$31,173.15	\$134,521.34
Total	\$125,251.16	\$327,377.60	\$104,413.81	\$102,827.77	\$43,281.82	\$40,907.86	\$744,060.02

Inventory by source code

Source Code	Total Unique Parts						Value (\$)
	1	10	11	40	406	407	
1	1,321						\$0.00
10		35					\$19,794.22
11			21				\$15,404.91
40				5,632			\$633,101.15
406					18		\$1,546.29
407						33	\$9,909.47
409						17	\$1,272.12
414						9	\$540.95
46						16	\$9,996.02
47						15	\$6,808.45
50						16	\$27,172.77
88						11	\$272.24
9						3	\$944.38
91						44	\$10,883.54
96						6	\$6,652.66
98						9	\$208.10
Total						7,206	\$744,507.27

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Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
RANDALL HERZOG	\$117,443.73	\$173,322.85	\$1,752.33	\$55,879.12	32.24 %	\$392.24	40.35 %	-\$3.04	-83.22 %	\$21,217.67	10.68 %	\$151,715.98	35.23 %
KEVIN BOBB	\$67,596.33	\$104,768.67	\$20.94	\$37,172.34	35.48 %	\$99.24	0 %	\$67,413	26.9 %	\$266.48	10.89 %	\$103,728.62	35.63 %
CHARLES RUST	\$120,201.39	\$173,969.29	\$214.85	\$53,767.90	30.91 %	\$156.41	9.05 %	\$973.69	29.78 %	\$838.55	12.38 %	\$172,000.64	31.02 %
ALAN ELSTUN	\$116,608.58	\$169,883.10	\$342.15	\$53,274.52	31.36 %	\$375.19	19.6 %	\$58.49	91 %	\$8,900.54	13.98 %	\$160,548.88	32.36 %
James Thomas	\$25,971.73	\$33,516.81	\$3,301.72	\$7,545.08	22.51 %	\$510.80	57.87 %	\$3,258.82	40.58 %	\$29,467.34	19.76 %	\$279.85	36.75 %
BRUCE YATES	\$14,813.39	\$22,509.07	\$0.00	\$7,695.68	34.19 %	\$1,318.38	6.97 %	\$2,652.33	24.7 %	\$1,776.98	25.89 %	\$16,761.38	38.71 %
MATTHEW THOMAS	\$38,918.93	\$50,386.74	\$1,195.81	\$11,467.81	22.76 %	\$274.66	55.54 %	\$5,012.66	31.47 %	\$31,445.88	20.52 %	\$13,653.54	24.06 %
AMBER GRIBBLE	\$148,561.16	\$230,715.51	\$0.00	\$82,154.35	35.61 %	\$49.55	0 %	\$123.16	9.09 %	\$348.63	12.2 %	\$230,194.17	35.67 %