

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 96,324	28.30%
Repair Order B.S.	\$ -	0.00%
Counter Retail	\$ 4,804	1.41%
Warranty	\$ 39,642	11.64%
Internal	\$ 4,941	1.45%
Wholesale	\$ 194,712	57.20%
Accessories		0.00%
Quick Service		0.00%
Total Department (MTD)	\$ 340,423	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 994,437	27.30%
Repair Order B.S.		0.00%
Counter Retail	\$ 78,718	2.16%
Warranty	\$ 284,328	7.81%
Internal	\$ 161,235	4.43%
Wholesale	\$ 2,124,142	58.31%
Accessories		0.00%
Quick Service		0.00%
Total Department (MTD)	\$ 3,642,860	100.00%

Inside Vs Outside	
Inside Sales	40%
Outside Sales	60%
Total	100%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 44,092	42.37%	45.77%	44.31%
Repair Order B.S.		0.00%	#DIV/0!	32.00%
Counter Retail	\$ 1,927	1.85%	40.11%	36.77%
Warranty	\$ 18,093	17.39%	45.64%	40.78%
Internal	\$ 1,336	1.28%	27.04%	38.74%
Wholesale	\$ 38,616	37.11%	19.83%	24.22%
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
Total Department (MTD)	\$ 104,064	100.00%	30.57%	38.43%

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 467,917	42.48%	47.05%	
Repair Order B.S.		0.00%	#DIV/0!	
Counter Retail	\$ 33,050	3.00%	41.99%	
Warranty	\$ 120,835	10.97%	42.50%	
Internal	\$ 58,801	5.34%	36.47%	
Wholesale	\$ 420,785	38.20%	19.81%	
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
Total Department (MTD)	\$ 1,101,388	100.00%	30.23%	

Profile %
41.00 %
25-35 %
41.00 %
28-40 %
41.00 %
20+ %
20.00 %
20.00 %
38.00 %

Profile %
41.00 %
25-35 %
41.00 %
28-40 %
41.00 %
20+ %
20.00 %
20.00 %
38.00 %

PARTS DEPARTMENT - PROFORMA CALC

		Repair Order Mechanical	Body Shop	Counter Retail	Internal (new/used)
YTD Sales	\$	994,437	\$ -	\$ 78,718	\$ 161,235
YTD Gross Profit	\$	467,917	\$ -	\$ 33,050	\$ 58,801
YTD Cost of Sales		\$526,520.00	\$0.00	\$45,668.00	\$102,434.00
NEW Mark-Up Factor		1.69	1.33	1.69	1.69
Desired Gross %		41.00	25.00	41.00	41.00
NEW YTD Sales		\$892,406.78	\$0.00	\$77,403.39	\$173,616.95
OLD YTD Sales		\$994,437.00	\$0.00	\$78,718.00	\$161,235.00
Additional Gross Profit		\$0.00	\$0.00	\$0.00	\$12,381.95

CULATION

Wholesale	Warranty	TOTAL
\$ 2,124,142	\$ 284,328	\$3,642,860.00
\$ 420,785	\$ 120,835	\$1,101,388.00
\$1,703,357.00	\$163,493.00	\$2,541,472.00
1.33	1.39	1.52
25.00	28.00	33.50
\$2,271,142.67	\$227,073.61	\$3,641,643.40
\$2,124,142.00	\$284,328.00	\$3,642,860.00
\$147,000.67	\$0.00	\$159,382.62

Profit Centering

Expense Category	Dollar Amount	% Gross
YTD Parts Department Gross	\$ 1,239,014	
YTD Total Parts Department Expenses	\$ 812,993	65.62%
YTD Net Profit	\$ 426,021	34.38%

Profile
80%
20%

Break Even Analysis	
Category	
Total Parts Department YTD Expense	\$ 812,993
Statement Month (example: May= 5)	11
Average Month Parts Dept. Expense	\$ 73,908
Parts Gross retention percentage (38% = .380)	0.323
Parts Sales Needed per Month to Break Even	\$ 228,819
Average Working days in Month	25
Parts Sales Needed per Day to Break Even	\$ 9,153
Number of Counter Personnel	4
Parts Sales per Counter Personnel to Break Even	\$ 2,615

Actual Sales - Over/Under	
Category	
Total Parts Department YTD Sales	\$ 3,827,315
Statement Month (May = 5)	11
Actual Parts Sales (Average Month)	\$ 347,938
Working Days in Month	25
Parts Sales per Day	13917.51
Number of Counter Personnel	4
Actual Sales per Counter Personnel per Day	\$ 3,976
Parts Sales per Counter Personnel to Break Even	\$ 2,615
Over/Under Sales per Person per Day	\$ 1,361

Parts Employee Productivity MTD

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 361,236	÷	8.00
Gross Profit	\$ 108,476	÷	8.00
Expenses (Total)	\$ 83,005	÷	8.00
Department Net Profit	\$ 25,471	÷	8.00

Parts Employee Productivity YTD

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 3,827,315	÷	8.00
Gross Profit	\$ 1,239,014	÷	8.00
Expenses (Total)	\$ 812,993	÷	8.00
Department Net Profit	\$ 426,021	÷	8.00

=	Per Employee
=	\$ 45,155
=	\$ 13,560
=	\$ 10,376
=	\$ 3,184

=	Per Employee
=	\$ 478,414
=	\$ 154,877
=	\$ 101,624
=	\$ 53,253

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	3,827,315
Year To Date Parts & Accessories Gross	- \$	1,239,014
Subtotal =		\$ 2,588,301

Number of Months in Year	÷	11
Average Month Cost Of Sales =		\$ 235,300

Months' Supply Of Inventory

FINANCIAL STATEMENT

Inventory		\$	386,510
Divided by Average Month Cost-of-Sales	÷	\$	235,300
Equals Months' Supply	=		1.642625799704

MANAGEMENT REPORT

Inventory		\$	366,948
Divided by Average Month Cost-Of Sales	÷	\$	235,300
Equals Months' Supply	=		1.559489410235

Total Sales Demand

Reflects the dollar value of parts the department would have been able to sell if it had been able to fill all requests. To arrive at an accurate sales demand figure you need to have an accurate lost sales amount.

\$	2,588,301	+	\$	72,304	=	\$	2,660,605
Cost of Parts Sold (Sales - Gross)			Cost of Lost Sales			Total Sales Demand	

LOST SALES CAN BE FOUND ON THE DMS SUMMARY REPORT

Level Of Service

Level of service is an indication of how well the parts inventory is able to meet the needs of the customers. Think of it as a batting average. If 100 customers request a part, how many times are you able to fill the request? The following calculation gives you that answer. Current NADA guide is 82% to 92%. The hardest part of this calculation to tabulate is lost sales valuation.

Total Demand		\$	2,660,605	
Emergency Purchases	-	\$	17,821	
Lost Sales	-	\$	72,304	
			Subtotal =	\$ 2,570,480
Total Demand	÷	\$	2,660,605	
			Level of Service =	96.61%

Gross Turn

Annualized Cost-Of Sales ÷ Inventory

$$\begin{array}{rcl} \$ 3,827,315 & - & \$ 1,239,014 = \$ 2,588,301 \\ \text{YTD Sales} & & \text{YTD Gross} \quad \text{YTD COS} \end{array}$$

$$\begin{array}{rcl} \$ 2,588,301 & \div & 11 = \$ 235,300 \\ \text{YTD COS} & & \text{\# of Months} \quad \text{Average Month} \\ & & \text{Cost-Of-Sales} \end{array}$$

$$\begin{array}{rcl} \$ 2,823,601 & \div & \$ 366,948 = 7.7 \\ \text{Annualized Cost-Of-Sales} & & \text{Parts Inventory (W/O LIFO} \\ & & \text{adj.)} \quad \text{Gross Turns} \end{array}$$



True Turn

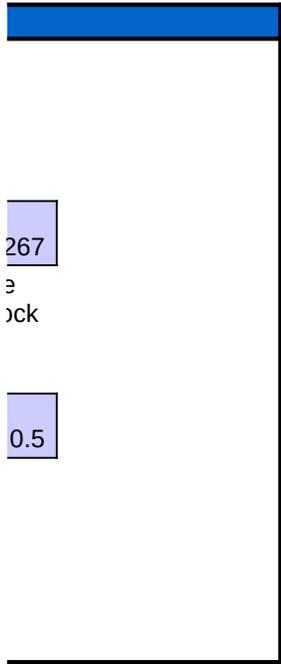
Annualized Stock Purchases ÷ Inventory

$$\begin{array}{rcccl} \$ & 156,940 & \div & 11 & = & \$ & 14,267 \\ \text{YTD Stock Purchases} & & & \text{\# of Months} & & & \text{Average Month Stock} \end{array}$$

$$\begin{array}{rcccl} \$ & 171,207 & \div & \$ & 366,948 & = & \\ \text{Annualized Stock Purchases} & & & \text{Parts Inventory (W/O LIFO adj.)} & & & \text{True Turns} \end{array}$$

If the true
than the "S"

THE BEST SOURCE FOR THIS VALUE IS FROM YOUR FACTORY



turn number is more than the gross number
Stock Order"number is incorrect

REPRESENTATIVE

Monthly Reconciliation Of Parts To General Ledger

Dollar value of parts on dealership management report	
Minus	
Dollar value of packing lists for parts received, but not invoiced	
Dollar Value of bulk oil, gear lube, trans fluid in stock	
Plus	
Credits due for parts returned	
Inventory Core Value - clean	
Cores to be returned for credit - dirty	
Work in Process - Repair Orders & Invoices	
Dollar Value of NPN parts	
Dollar value of parts with no cost record	
Plus / Minus	
Other Adjustments (shortage claims, damage, etc.)	
Total Inventory	
Inventory Per Financial Statement	
Difference	\$ -

#DIV/0!