

Parts Performance Report

May 1 2024 – May 31 2024

Key Business Metrics

Part Level of Service Percentage	99.95 %	Fill rate Percentage	92 %	Parts with no sale in last 9 months	\$7,054.28	Emergency Purchases	-
Lost sales	\$300.67						

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$) ⓘ	GP%
Repair Order	\$130,855.55	\$0.00	\$130,855.55	\$54,485.90	41.64 %
Wholesale	\$54,176.64	\$5,275.85	\$48,900.79	\$8,083.51	14.92 %
Internal	\$8,885.44	\$92.35	\$8,793.09	\$2,218.09	24.96 %
Retail	\$6,580.11	\$29.95	\$6,550.16	\$2,178.27	33.1 %
Total	\$200,497.74	\$5,398.15	\$195,099.59	\$66,965.77	33.4 %

Sales by Type

Sales Item	Category	RO/SO Count	MTD				MTD Pacing				Apr 2024 (Last Month)				Year to Last Month			
			Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	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 sales			
Retail		117	274	\$9,490.47	3.65 %	0.44 %	307	\$12,629.48	6.03 %	4.67	\$45,966.20	4.18 %	467	\$45,966.20	4.18 %			
ROS		729	5,227	\$161,877.60	62.27 %	0.69 %	4,436	\$147,881.17	70.65 %	3,165	\$707,267.26	64.34 %	3,165	\$707,267.26	64.34 %			
Internal		84	177	\$10,265.19	3.95 %	0.37 %	353	\$7,036.66	3.36 %	349	\$36,553.56	3.33 %	349	\$36,553.56	3.33 %			
Wholesale		215	1,113	\$78,333.52	30.13 %	0.17 %	557	\$417,824.1	19.96 %	933	\$309,542.76	28.16 %	933	\$309,542.76	28.16 %			
Total		1,145	6,791	\$259,966.78	146.96 %	-	5,653	\$209,329.72	148.96 %	4,914	\$1,099,329.78	146.23 %	4,914	\$1,099,329.78	146.23 %			
Returns		19	40	\$5,874.04	2.26 %	0.16 %	39	\$2,237.25	1.07 %	86	\$13,992.89	1.27 %	86	\$13,992.89	1.27 %			
Net		1,126	6,751	\$254,092.74	97.74 %	-	5,614	\$207,092.47	98.93 %	4,828	\$1,085,336.89	98.73 %	4,828	\$1,085,336.89	98.73 %			

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Sales by Source Code

Source Code	RO/SO Count	MTD	MTD Pacing			Apr 2024 (Last Month)			Year to Last Month		
			Gross Sales (\$)	RO/SO Count	Value (\$)	Gross Sales (\$)	RO/SO Count	Value (\$)	Gross Sales (\$)	RO/SO Count	Value (\$)
601	1,062	\$204,106.32	*	2,972	\$164,919.77	4,497	\$855,410.52				
600	76	\$3,382.13	*	125	\$2,230.44	302	\$11,891.83				
690	25	\$10,614.48	*	89	\$12,470.63	145	\$68,416.84				
680	478	\$15,822.05	*	2,189	\$14,025.26	2,037	\$68,376.77				
900	98	\$13,642.60	*	116	\$7,995.54	389	\$46,293.19				
602	68	\$6,525.16	*	123	\$5,450.83	429	\$34,947.74				
Total	1,157	\$254,092.74	*	5,614	\$207,092.47	0	\$1,085,336.89				

SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	28	148	\$31,906.59	2.47 %
Invoiced	8	12	\$1,840.95	0.15 %
Voided	2,150	8,768	\$1,242,915.39	95.94 %
Filled	6	52	\$5,674.14	0.44 %
Partially Filled	6	84	\$5,843.56	0.46 %
Reopened	12	109	\$7,347.77	0.57 %
Total	2,210	405	\$1,295,528.40	100 %

WIP

Category	Orders	RO/SO Count	Value (\$)	% of parts value
SO	43	44	\$3,546.64	41.89 %
RO	82	119	\$4,920.78	58.12 %
Total	125	163	\$8,467.42	100 %

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Purchases by Type

Purchases	Category	Orders	Pieces	Value (\$)	% of total purchases	MTD		Apr 2024 (Last Month)		May 2023 (Month Last Year)		Year to Last Month	
						Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
	RIM/ASR Orders	32	3,270	\$79,723.16	34.78 %	-	1,920	-	2,420	\$57,046.30	132	\$255,198.57	
	DEM Special Order	54	1,519	\$132,153.95	57.65 %	-	519	-	734	\$51,483.18	111	\$244,890.62	
	DEM Stock Order	-	-	-	-	-	-	-	-	-	-	-	
	Vendor Stock Order	-	-	-	-	-	-	-	-	-	-	-	
	Vendor Special Order	-	-	-	-	-	-	-	-	-	-	-	
	Misc Order	138	0	\$16,253.26	7.09 %	-	0	-	0	\$491.69	75	\$8,601.76	
	Sublet Orders	1	0	\$1,099.00	0.48 %	-	-	-	-	-	-	-	
	Total	225	4,789	\$229,229.37	100 %	-	2,439	-	3,154	\$109,021.17	318	\$508,690.95	
	Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	
	Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	
	Net	225	4,789	\$229,229.37	0 %	-	2,439	-	3,154	\$109,021.17	318	\$508,690.95	

Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	98	9,425	\$324,413.54	69.93 %
Submitted	124	363	\$16,215.09	3.5 %
Received	240	14,332	\$123,303.34	26.58 %
Total	462	24,120	\$463,931.97	100 %

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	22	20	\$6,491.79	27.32 %
Requested	44	105	\$11,339.38	47.72 %

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Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Received	10	28	\$918.67	3.87 %
Partially Received	13	83	\$5,013.67	21.1 %
Total	89	236	\$23,763.51	100 %

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	6	63	\$2,455.19	42.54 %
>25	9	22	\$2,162.02	37.46 %
5-25 days	6	25	\$1,154.23	20 %
Total	21	110	\$5,771.44	100 %

Outstanding Orders

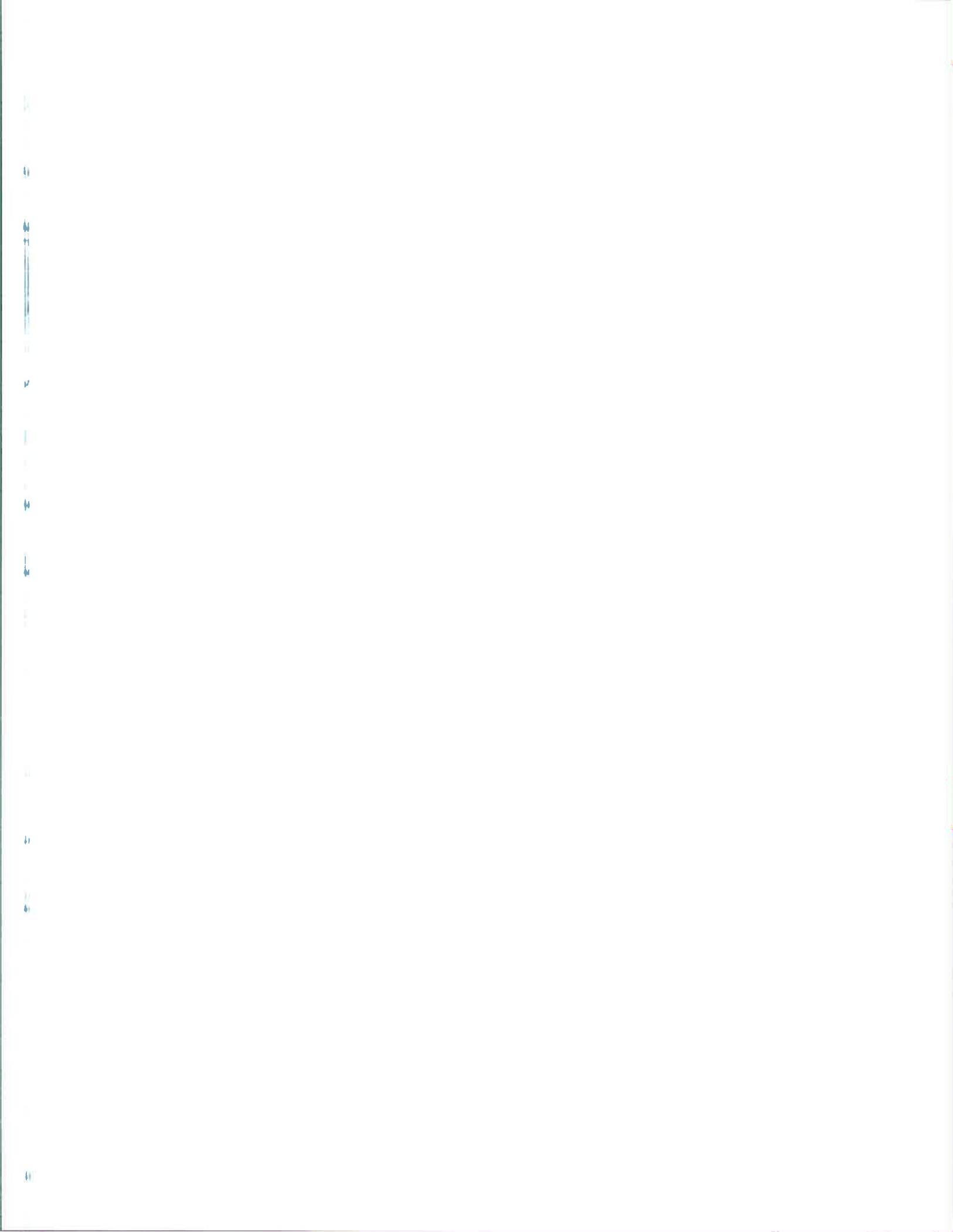
Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	98	9,425	\$324,413.54	72.06 %
Pending	7	34	\$2,535.25	0.57 %
Received	240	14,332	\$123,303.34	27.39 %
Total	345	23,791	\$450,252.13	100 %

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	89	236	\$23,763.51	100 %
Prepaid	0	0	\$0.00	0 %
Total	89	236	\$23,763.51	100 %

Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Total	0	0	\$0.00	100 %



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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	746	6,419	\$140,635.65	50.8 %
Sold parts	871	5,344	\$140,076.44	50.6 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	35	38	-\$5,013.49	-1.8 %
Positive On Hand Adjustments	13	15	\$1,867.16	0.7 %
Negative On Hand Adjustments	4	4	-\$611.66	-0.2 %
Part Appreciation/Depreciation	14	65	-\$111.76	0 %
Core Appreciation/Depreciation	0	0	\$0.00	0 %
Manual Update	3	84	-\$22.57	0 %
Total	1,686	11,969	\$276,819.77	100 %

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$223,688.36
Closing Inventory	\$229,587.50
Percent change	2.6 %

Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	26,876	815	\$31,262.20	13.4 %
Active Stocking Parts	2,075	6,295	\$162,625.83	69.8 %
Non-Stocking Parts	1,825	660	\$36,938.83	15.9 %
Total	30,776	7,770	\$230,826.86	99.1 %
Used Cores	3	4	\$2,000.00	0.9 %
Total Investment	0	0	\$232,826.86	100 %

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Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	\$0.00
OEM parts with no master update	72	985	\$4,303.53
Parts with multiple bins	4	7	\$693.71
Total	76	992	\$4,997.24

Inventory by age

Category	Purchase (\$)					Total	
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months		Greater than 12 months
Never Sold	\$2,837.34	\$10,248.63	\$586.84	\$387.00	\$0.00	\$247.16	\$14,306.97
0-3 months	\$2,233.27	\$136,946.71	\$6,660.58	\$3,458.27	\$1,915.08	\$3,404.51	\$154,618.42
4-6 months	\$2,843.22	\$3,063.44	\$297,48.44	\$1709.42	\$814.49	\$2,575.96	\$407,54.97
7-9 months	\$503.62	\$847.45	\$1130.03	\$10,079.60	\$118.81	\$934.62	\$13,614.13
10-12 months	\$97.4	\$0.00	\$86.92	\$1,876.12	\$2,372.44	\$707.90	\$5,053.12
Greater than 12 months	\$575.53	\$726.06	\$653.00	\$0.00	\$306.07	\$316.54	\$2,577.20
Total	\$9,002.72	\$151,832.29	\$38,865.81	\$17,510.41	\$5,526.89	\$8,186.69	\$230,924.81

Inventory by source code

Source Code	Total Unique Parts	Value (\$)
600	64	\$4,358.67
601	1,693	\$185,514.56
602	87	\$15,731.50
680	2	\$4,282.31
690	31	\$16,260.05
900	7	\$4,679.77
Total	1,884	\$230,826.86

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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 (%)
Daniel Dager	\$34,521.91	\$52,600.11	\$182.61	\$18,078.20	34.37 %	\$3,484.93	24.95 %	\$17,010.2	35.19 %	\$13,910.94	14.21 %	\$33,503.22	43.68 %
Andrew Billman	\$63,670.97	\$91,157.81	\$3,156.14	\$27,486.84	30.15 %	\$4,819.02	23.05 %	\$2,968.65	33.99 %	\$30,152.74	14.64 %	\$52,817.40	39.56 %
Eric Guy	\$30,638.92	\$51,141.75	\$1,059.40	\$20,502.83	40.09 %	\$489.14	41.1 %	\$1,880.49	29.71 %	\$4,437.11	20.96 %	\$44,335.01	42.43 %
Dennis Randolph	\$55.60	\$199.92	\$0.00	\$144.32	72.19 %	\$0.00	0 %	\$0.00	0 %	\$0.00	0 %	\$199.92	72.19 %