

# Parts Performance Report

May 1 2024 – May 31 2024

## Key Business Metrics

Part Level of Service Percentage  
**99.93 %**

Fill rate Percentage  
**96.69 %**

Parts with no sale in last 9 months  
**\$35,876.67**

Emergency Purchases  
**-**

Lost sales  
**\$59.02**

## Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	\$136,803.92	\$0.00	\$136,803.92	\$45,051.55	32.93 %
Wholesale	\$3,618.22	\$0.00	\$3,618.22	\$20.85	0.58 %
Internal	\$14,837.84	\$1,227.82	\$13,610.02	\$3,813.48	25.7 %
Retail	\$14,546.50	\$440.34	\$14,106.16	\$2,528.19	17.38 %
Total	\$169,806.48	\$1,668.16	\$168,138.32	\$51,414.07	30.28 %
Lost Sales	\$59.02	\$0.00	\$0.00	\$0.00	-

## Sales by Type

Sales Item	RO/SO Count	Total Unique Parts	MTD			MTD Pacing			Apr 2024 (Last Month)			Year to Last Month		
			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			
Retail	116	286	\$38,890.70	11.67 %	0.18 %	-	153	\$25,757.62	15.98 %	300	\$89,404.81	10.63 %		
ROs	759	5,626	\$263,486.06	79.04 %	0.5 %	-	2,776	\$118,912.21	73.79 %	2,070	\$674,307.98	80.14 %		
Internal	99	2,139	\$26,424.45	7.93 %	0.34 %	-	877	\$16,354.37	10.15 %	250	\$71,700.58	8.52 %		
Wholesale	3	21	\$4,573.22	1.37 %	0.03 %	-	1	\$117.99	0.07 %	5	\$6,028.91	0.72 %		
Total	977	8,072	\$333,374.43	143.63 %	-	-	3,807	\$161,421.9	137.65 %	2,625	\$841,442.28	143.24 %		
Returns	10	39	\$13,096.02	3.93 %	0.19 %	-	344	\$5,796.45	3.6 %	22	\$21,075.92	2.5 %		
Net	967	8,033	\$320,278.41	96.07 %	-	-	3,463	\$155,345.74	96.4 %	2,603	\$820,366.36	97.5 %		

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## Sales by Source Code

Source Code	MTD		MTD Pacing		Apr 2024 (Last Month)		Year to Last Month	
	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)
888	0	\$0.00	-	-	2	\$55.99	5	\$259.21
300	24	\$8,016.84	-	-	9	\$3,232.23	65	\$23,944.46
445	494	\$23,650.86	-	-	1,535	\$12,014.32	1,342	\$64,434.10
999	0	\$0.00	-	-	0	\$0.00	1	-\$37.89
610	35	\$4,954.34	-	-	47	\$3,177.80	134	\$16,544.84
420	27	\$39,358.05	-	-	58	\$21,213.46	74	\$98,992.10
210	281	\$79,731.27	-	-	361	\$36,739.68	834	\$205,242.34
990	15	\$843.31	-	-	9	\$625.23	45	\$3,020.38
305	494	\$4,322.06	-	-	251	\$2,180.02	1,225	\$10,796.63
920	3	\$2,185.41	-	-	4	\$4,007.42	9	\$7,472.94
350	105	\$40,629.28	-	-	250	\$9,301.62	390	\$75,504.53
840	3	\$395.06	-	-	1	\$852.01	6	\$1,459.01
666	74	\$4,215.83	-	-	38	\$1,494.64	172	\$7,586.71
100	161	\$80,134.77	-	-	184	\$46,297.63	382	\$215,520.48
777	0	\$0.00	-	-	0	\$0.00	2	\$731.03
440	91	\$8,486.38	-	-	488	\$5,297.99	273	\$25,751.87
970	126	\$23,354.95	-	-	226	\$8,855.70	419	\$63,143.62
Total	977	\$320,278.41	-	-	3,463	\$155,345.74	0	\$820,366.36

## SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	90	395	\$155,238.20	15.15 %
Invoiced	6	10	\$1,479.28	0.14 %
Voided	571	3,321	\$862,692.40	84.17 %
Filled	7	17	\$2,335.15	0.23 %



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## Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	100	2,606	\$114,952.64	16.04 %
Submitted	374	405	\$120,127.94	16.76 %
Received	615	27,647	\$481,686.81	67.2 %
Total	1,089	30,658	\$716,767.39	100 %

## Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	42	121	\$13,252.74	24.65 %
Requested	10	75	\$4,712.57	8.77 %
Received	119	229	\$25,140.23	46.77 %
Partially Received	23	616	\$10,652.85	19.82 %
Total	194	1,041	\$53,758.39	100 %

## Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	17	518	\$5,141.09	14.53 %
>25	81	242	\$24,016.61	67.9 %
5-25 days	26	82	\$6,213.87	17.57 %
Total	124	842	\$35,371.57	100 %

## Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	100	2,606	\$114,952.64	18.72 %
Pending	26	128	\$17,443.97	2.84 %
Received	615	27,647	\$481,686.81	78.44 %
Total	741	30,381	\$614,083.42	100 %

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## Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	194	1,041	\$53,758.39	100 %
Prepaid	0	0	\$0.00	0 %
Total	194	1,041	\$53,758.39	100 %

## Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
04 - Core Returns	15	30	\$15,525.00	53.1 %
01 - Monthly Returns	2	67	\$2,814.61	9.63 %
OEM Controlled Stock Return	10	198	\$10,898.16	37.27 %
Total	27	295	\$29,237.77	100 %

## Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	313	4,734	\$95,947.82	46.1 %
Sold parts	362	4,302	\$10,5746.63	50.8 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	3	3	-\$1,556.46	-0.7 %
Positive On Hand Adjustments	28	119	\$7,862.84	3.8 %
Negative On Hand Adjustments	9	22	-\$2,421.36	-1.2 %
Part Appreciation/Depreciation	383	1,929	\$2,478.99	1.2 %
Core Appreciation/Depreciation	0	0	\$0.00	0 %
Manual Update	0	0	\$0.00	0 %
Total	1,098	11,109	\$208,078.46	100 %

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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	Total	
10-12 months	\$1,414.32	\$31.40	\$262.56	\$3,472.47	\$7,902.59	\$6,247.56	\$19,330.90	
Greater than 12 months	\$11,321.09	\$1,673.56	\$891.91	\$2,249.39	\$538.46	\$7,884.25	\$24,558.66	
Total	\$20,594.83	\$2,958.29	\$28,289.00	\$37,036.13	\$17,785.34	\$22,969.25	\$219,632.84	

## Inventory by source code

Source Code	Total Unique Parts	Value (\$)
100	168	\$34,605.03
130	1	\$405.66
210	423	\$77,372.83
300	4	\$2,551.06
305	15	\$2,191.57
350	101	\$15,775.86
420	9	\$8,228.17
440	14	\$3,378.29
445	3	\$11,030.24
610	10	\$4,760.29
666	45	\$13,408.50
777	30	\$16,478.30
820	3	\$57.90
840	23	\$6,793.35
888	78	\$5,164.50
970	56	\$18,285.87
990	2	-\$364.69
999	1	\$0.02

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## Inventory by source code

Source Code	Total Unique Parts	Value (\$)
Total	986	\$220,122.75

## 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 (%)
Jason Moman	\$22,947.61	\$28,560.20	\$440.34	\$5,612.59	19.65 %	\$9,430.76	24.43 %	\$5,324.20	13.05 %	\$3,618.22	0.58 %	\$10,187.02	25.45 %
THOMAS PETERS	\$87781.09	\$128,912.38	\$1,227.82	\$41,131.29	31.91 %	\$4,179.26	32.01 %	\$8,781.96	20.42 %	\$0.00	0 %	\$115,951.16	32.77 %
ANDREW PRECOOR	\$6,154.15	\$10,607.34	\$0.00	\$4,453.19	41.98 %	\$0.00	0 %	\$0.00	0 %	\$0.00	0 %	\$10,607.34	41.98 %