

Parts Performance Report

Jun 1 2024 - Jun 30 2024

Key Business Metrics

Part Level of Service Percentage
99.28 %

Fill rate Percentage
81.96 %

Parts with no sale in last 9 months
\$94,919.44

Emergency Purchases

Lost sales
\$18,301.21

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	\$158,849.64	\$1718	\$158,732.46	\$60,276.72	37.95 %
Wholesale	\$409,794.65	\$26,724.20	\$383,070.45	\$44,431.06	10.84 %
Internal	\$1,324.62	\$13.65	\$1,310.97	\$531.98	40.16 %
Retail	\$7,337.32	\$17,566.68	\$5,580.64	\$2,416.02	32.93 %
Total	\$577,306.23	\$28,611.71	\$548,694.52	\$107,655.78	18.65 %
Lost Sales	\$18,301.21	\$0.00	\$0.00	\$0.00	-

Sales by Type

Sales Item	Category	RO/SO Count	MTD				MTD Pacing				May 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	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	
Retail		131	341	\$9,931.60	1.06 %	0.48 %	-	-	161	\$8,879.71	1.62 %	0.49 %	449	\$42,215.14	1.19 %			
ROS		1,408	8,653	\$268,515.36	28.63 %	0.6 %	-	-	5,696	\$180,553.95	33.01 %	0.52 %	5,523	\$1066,293.33	29.97 %			
Internal		32	136	\$2,164.36	0.23 %	0.68 %	-	-	80	\$1,908.87	0.35 %	0.68 %	106	\$7,341.27	0.21 %			
Wholesale		1,447	12,250	\$657,317.87	70.08 %	0.12 %	-	-	7,293	\$355,702.00	65.02 %	0.12 %	5,389	\$2,441,927.01	68.64 %			
Total		3,018	21,380	\$937,929.19	123.29 %	-	-	-	13,230	\$547,044.53	124.54 %	-	11,467	\$3,557,767.5	124.03 %			
Returns		250	513	\$41,646.08	4.44 %	0.19 %	-	-	230	\$19,192.07	3.51 %	-	996	\$191,533.61	5.38 %			
Net		2,768	20,867	\$896,283.11	95.56 %	-	-	-	13,000	\$527,852.46	96.49 %	-	10,471	\$3,366,243.14	94.62 %			

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Sales by Source Code

Source Code	Category	MTD		MTD Pacing		May 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 (\$)
	35	16	\$2,229.66	-	-	15	\$2,546.26	104	\$17,865.79
	23	1	\$128.68	-	-	6	\$116.58	6	\$789.32
	300	2	\$48.88	-	-	1	\$41.75	11	\$392.23
	3	118	\$19,357.98	-	-	112	\$14,738.72	392	\$68,922.19
	34	8	\$451.98	-	-	4	\$16.07	24	\$79.40
	150	140	\$22,780.83	-	-	132	\$7,647.33	499	\$73,237.11
	40	162	\$9,712.54	-	-	252	\$5,739.99	517	\$29,009.34
	42	113	\$29,534.24	-	-	71	\$19,266.82	402	\$118,417.63
	1	3	\$482.98	-	-	1	\$508.29	16	\$2,612.44
	14	6	\$866.81	-	-	20	\$3,882.55	51	\$12,434.53
	43	99	\$45,757.49	-	-	60	\$22,942.84	334	\$148,517.00
	16	58	\$3,556.26	-	-	26	\$484.30	138	\$7,093.84
	46	128	\$20,652.96	-	-	143	\$13,648.36	509	\$83,958.04
	13	374	\$16,195.87	-	-	681	\$12,001.33	1,512	\$66,337.96
	39	259	\$14,515.83	-	-	207	\$8,896.93	904	\$55,865.75
	60	34	\$837.88	-	-	111	\$287.99	105	\$1,978.71
	17	79	\$7,311.16	-	-	161	\$3,707.34	238	\$21,599.93
	6	55	\$6,378.12	-	-	138	\$1,365.64	294	\$27,819.54
	45	153	\$1,828.18	-	-	591	\$1,222.88	589	\$8,370.30
	151	69	\$41,837.12	-	-	34	\$10,929.49	278	\$134,760.17
	50	103	\$1,935.88	-	-	166	\$1,214.69	338	\$6,609.81
	49	75	\$5,243.38	-	-	181	\$4,439.18	320	\$23,244.20
	66	52	\$4,416.49	-	-	196	\$4,385.58	124	\$14,105.00
	32	0	\$0.00	-	-	0	\$0.00	15	\$362.95



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Sales by Source Code

Source Code	MTD			MTD Pacing			May 2024 (Last Month)			Year to Last Month		
	Category	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	
48		179	\$13,256.20	-	-	143	\$9,354.58	662	\$46,862.10			
11		397	\$111,175.33	-	-	701	\$62,152.82	1,510	\$413,500.78			
38		32	\$5,026.95	-	-	27	\$3,620.07	105	\$17,004.37			
31		0	\$0.00	-	-	0	\$0.00	1	\$12.56			
22		1	\$110.89	-	-	13	\$1,037.47	7	\$1,459.17			
2		788	\$224,683.21	-	-	1,146	\$125,040.04	2,851	\$905,743.14			
47		53	\$4,066.94	-	-	36	\$1,535.03	186	\$12,597.00			
5		293	\$33,633.76	-	-	273	\$15,753.63	1,010	\$122,855.23			
55		168	\$27,976.78	-	-	1718	\$28,075.40	394	\$117,519.86			
4		187	\$41,658.97	-	-	104	\$19,512.71	657	\$154,047.44			
33		2	\$21.90	-	-	0	\$0.00	2	\$21.90			
103		1,012	\$27,174.43	-	-	1,673	\$18,032.90	3,945	\$104,049.95			
30		147	\$7,943.37	-	-	347	\$5,753.91	507	\$31,003.07			
41		35	\$3,157.12	-	-	50	\$2,434.16	135	\$11,106.77			
51		73	\$7,754.43	-	-	308	\$3,994.59	183	\$14,485.91			
10		44	\$32,764.37	-	-	132	\$25,655.07	212	\$141,668.78			
203		876	\$38,108.84	-	-	2,212	\$25,044.22	3,246	\$122,373.26			
36		57	\$3,963.70	-	-	26	\$1,697.44	156	\$12,360.51			
88		44	\$13,829.02	-	-	163	\$7,919.89	206	\$58,902.41			
44		181	\$32,243.69	-	-	353	\$25,426.84	629	\$114,815.17			
601		0	\$0.00	-	-	0	\$0.00	3	\$29.85			
101		154	\$4,079.61	-	-	228	\$2,245.18	548	\$14,915.17			
37		34	\$7,592.40	-	-	36	\$3,545.60	104	\$23,820.56			
Total		3,173	\$896,283.11	-	-	13,000	\$527,852.46	0	\$3,366,243.14			

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SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	358	1,653	\$276,502.82	13.21 %
Invoiced	142	229	\$29,127.94	1.39 %
Voided	2,726	10,155	\$1,450,842.58	69.32 %
Filled	212	1,158	\$78,940.00	3.77 %
Partially Filled	140	2,237	\$178,174.08	8.51 %
Reopened	111	821	\$79,319.50	3.79 %
Total	3,689	6,098	\$2,092,906.92	100 %

WIP

Category	Orders	RO/SO Count	Value (\$)	% of parts value
SO	750	1,085	\$49,788.99	74.13 %
RO	348	546	\$17,376.83	25.87 %
Total	1,098	1,631	\$67,165.82	100 %

Purchases by Type

Category	Orders	Pieces	Value (\$)	% of total purchases	MTD		MTD Pricing		May 2024 (Last Month)		Jun 2023 (Month Last Year)		Year to Last Month	
					Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
RIM/ASR Orders	17	601	\$18,789.34	4.89 %	-	-	887	-	720	\$14,717.16	106	\$107,255.80		
OEM Special Order	73	2,359	\$226,213.35	58.85 %	-	-	2,195	-	849	\$72,129.34	360	\$1,456,122.64		
OEM Stock Order	275	4,616	\$111,487.61	29.01 %	-	-	5,378	-	1,939	\$44,694.74	1,235	\$535,372.27		
Vendor Stock Order	28	68	\$4,149.55	1.08 %	-	-	124	-	-	-	232	\$35,956.19		
Vendor Special Order	-	-	-	-	-	-	9	-	-	-	17	\$8,433.20		
Misc Order	16	0	\$3,638.87	0.95 %	-	-	0	-	-	-	41	\$7,060.48		
Sublet Orders	125	0	\$20,087.63	5.23 %	-	-	0	-	-	-	103	\$19,030.86		

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Purchases by Type

Purchases	MTD			MTD Pacing			May 2024 (Last Month)			Jun 2023 (Month Last Year)			Year to Last Month		
	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)		
Total	534	7,644	\$384,366.35	100 %	-	8,593	-	3,508	\$131,541.24	2,094	\$2,169,231.44	-	-		
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-		
Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-		
Net	534	7,644	\$384,366.35	0 %	-	8,593	-	3,508	\$131,541.24	2,094	\$2,169,231.44	-	-		

Open PO by Status

Category	Orders			Pieces			Value (\$)			% of parts value			
	Partially Received	Submitted	Received	Partially Received	Submitted	Received	Partially Received	Submitted	Received	Partially Received	Submitted	Received	
Total	387	1,145	978	28,511	9,690	5,844	\$1,800,015.89	\$535,286.40	\$282,624.04	\$2,617,926.33	68.76 %	20.45 %	10.8 %

Open SORs by Order Status

Category	Orders			Pieces			Value (\$)			% of parts value				
	Ordered	Requested	Received	Ordered	Requested	Received	Ordered	Requested	Received	Ordered	Requested	Received		
Total	219	78	207	990	91	874	\$71,811.50	\$13,073.83	\$59,782.48	\$341,317.19	\$485,985.00	14.78 %	2.69 %	12.3 %

Open SORs by age

Category	Orders			Pieces			Value (\$)			% of parts value			
	<5 days	5-25 days	Total	<5 days	5-25 days	Total	<5 days	5-25 days	Total	<5 days	5-25 days	Total	
Total	12	400	445	165	4,167	4,32	\$17,565.15	\$346,991.78	\$38,379.80	\$403,036.73	4.38 %	86.09 %	9.52 %

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Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	387	28,511	\$1,800,015.89	72.55 %
Pending	554	5,413	\$398,428.27	16.06 %
Received	978	5,844	\$282,624.04	11.39 %
Total	1,919	39,768	\$2,481,068.20	100 %

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	727	5,738	\$484,129.05	99.62 %
Prepaid	25	23	\$1,855.95	0.38 %
Total	752	5,761	\$485,985.00	100 %

Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
ASR Returns	20	2,020	\$132,113.94	100 %
Total	20	2,020	\$132,113.94	100 %

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	2,861	13,079	\$469,473.19	49.3 %
Sold parts	3,357	14,208	\$499,432.38	52.4 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	236	302	-\$21,203.46	-2.2 %
Positive On Hand Adjustments	98	1,616	\$18,125.16	1.9 %
Negative On Hand Adjustments	181	404	-\$23,076.32	-2.4 %
Part Appreciation/Depreciation	1,308	2,976	\$9,938.76	1 %
Core Appreciation/Depreciation	0	0	\$0.00	0 %
Manual Update	7	151	\$146.30	0 %

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Total	8,048	32,736	\$952,836.01	100 %

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$627,255.18
Closing Inventory	\$640,238.22
Percent change	2.1 %

Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	22,456	2,672	\$11,957.24	17.3 %
Non-Stocking Parts	13,155	3,945	\$166,729.60	25.8 %
Active Stocking Parts	7,016	15,790	\$334,799.55	51.9 %
Total	42,627	22,407	\$613,486.39	95 %
Used Cores	93	154	\$31,986.15	5 %
Total Investment	0	0	\$645,472.54	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	9	176	\$1,430.19
Parts with multiple bins	466	5,558	\$67,401.85
Total	475	5,734	\$68,832.04

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Inventory by age

Category	Sales						Purchase (\$)						Total		
	Never Sold	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	Never Sold	Never Purchased	0-3 months	4-6 months	7-9 months		10-12 months	Greater than 12 months
Never Sold		\$4,226.52	\$1,476.08	\$4,074.42	\$4,141.02	\$2,476.37	\$7,621.54								\$33,556.95
0-3 months		\$3,717.41	\$286,192.75	\$13,145.57	\$8,323.42	\$6,842.25	\$16,681.09								\$334,902.49
4-6 months		\$171.45	\$12,486.89	\$53,502.81	\$5,225.65	\$2,617.67	\$9,201.12								\$83,212.59
7-9 months		\$3,396.37	\$5,871.89	\$8,046.28	\$38,557.48	\$3,935.78	\$6,501.82								\$66,309.62
10-12 months		\$19.55	\$1,463.27	\$667.53	\$4,329.48	\$23,857.12	\$6,849.16								\$37,186.11
Greater than 12 months		\$1,614.13	\$8,101.96	\$947.31	\$1,533.42	\$2,113.49	\$44,008.32								\$58,318.63
Total		\$13,145.43	\$325,592.84	\$80,383.92	\$62,110.47	\$41,842.68	\$90,411.05								\$613,486.39

Inventory by source code

Source Code	Total Unique Parts	Value (\$)
1	4	\$229.19
10	50	\$23,308.76
101	64	\$2,308.34
103	11	\$9,888.64
11	1,091	\$96,734.97
13	152	\$14,756.67
14	25	\$3,275.69
150	549	\$34,711.55
151	102	\$38,181.47
16	37	\$1,664.00
17	26	\$6,806.05
2	1,227	\$142,112.84
203	73	\$15,824.80
23	1	-\$4.95

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)
3	79	\$17,587.42
30	136	\$10,212.36
300	14	\$1,634.8
31	1	\$31.28
33	1	\$67.32
34	1	\$880.67
35	10	\$3,103.07
36	75	\$4,888.39
37	38	\$7,428.00
38	40	\$7,644.82
39	216	\$11,480.38
4	28	\$3,801.00
40	50	\$10,016.50
41	57	\$3,285.41
42	66	\$12,847.49
43	13	\$7,690.20
44	242	\$23,457.58
45	147	\$2,346.22
46	94	\$10,926.55
47	98	\$6,210.93
48	104	\$7,300.62
49	28	\$7,912.67
5	105	\$5,590.34
50	88	\$17,907.7
51	41	\$2,282.99

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Inventory by source code

Source Code	Total Unique Parts		Value (\$)
55	204		\$320,491.5
6	51		\$4,764.41
60	22		\$854.36
66	44		\$11,071.38
88	75		-\$997.08
Total	5,580		\$613,486.39

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 (%)
Theresa Klma	\$5,696.92	\$6,426.60	\$0.00	\$729.68	11.35 %	\$0.00	0 %	\$0.00	0 %	\$6,426.60	11.35 %	\$0.00	0 %
Justin Vandenberg	\$100,210.77	\$120,827.58	\$3,790.30	\$20,616.81	17.06 %	\$478.78	40 %	\$3,365.46	39.21 %	\$88,050.55	8.57 %	\$28,932.79	39.95 %
Stevie Jo Niles	\$59,801.93	\$68,956.97	\$7,590.71	\$9,155.04	13.28 %	\$0.00	0 %	-\$361.89	44.97 %	\$65,326.44	11.47 %	\$3,268.64	45.92 %
Mike Cooper	\$7,199.39	\$7,855.94	\$1,612.40	\$656.55	8.36 %	\$0.00	0 %	-\$1,594.51	24.9 %	\$9,450.45	11.5 %	\$0.00	0 %
Reggie Fowler	\$1,560.01	\$1,902.66	\$236.11	\$342.65	18.01 %	\$0.00	0 %	\$234.02	13.05 %	\$1,668.64	18.71 %	\$0.00	0 %
Victoria Johnson	\$1,680.35	\$1,820.93	\$0.00	\$140.58	7.72 %	\$0.00	0 %	\$0.00	0 %	\$1,820.93	7.72 %	\$0.00	0 %
Rob Radtke	\$93,519.51	\$122,536.15	\$1,588.99	\$29,016.64	23.68 %	\$442.44	55.18 %	\$885.46	38.43 %	\$69,192.86	11.4 %	\$52,015.39	39.84 %
Isaac Fromolz	\$5,777	\$7,702	\$0.00	\$19.25	24.99 %	\$0.00	0 %	\$0.00	0 %	\$7,702	24.99 %	\$0.00	0 %
Nate Perkins	-\$955.33	-\$1,965.03	\$1,965.03	-\$1,009.70	51.38 %	\$0.00	0 %	\$0.00	0 %	-\$1,965.03	51.38 %	\$0.00	0 %
Ricky Pratt	\$50,052.80	\$57,106.94	\$270.25	\$7,054.14	12.35 %	\$0.00	0 %	\$216.88	13.05 %	\$56,890.06	12.35 %	\$0.00	0 %
Alex Lingenfelter	\$40,764.83	\$50,122.65	\$1,742.50	\$9,357.82	18.67 %	\$170.05	13.05 %	\$195.25	23.17 %	\$36,278.28	11 %	\$13,479.07	39.32 %
Greg Moran	\$109,842.78	\$140,285.65	\$3,815.42	\$30,442.87	21.7 %	\$219.70	30.19 %	\$2,205.19	23.61 %	\$76,857.36	11.38 %	\$61,003.40	34.61 %