

Parts Performance Report

Jul 1 2024 - Jul 31 2024

Key Business Metrics

Part Level of Service Percentage
99.82 %

Fill rate Percentage
88.64 %

Lost sales
\$7,803.23

Parts with no sale in last 9 months
\$49,100.60

Emergency Purchases
-

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	\$616,673.55	\$177.89	\$616,495.66	\$223,728.74	36.28 %
Wholesale	\$359,721.59	\$22,829.44	\$336,892.15	\$57,107.15	15.88 %
Internal	\$11,445.46	\$6,383.94	\$5,061.52	\$472.48	4.13 %
Retail	\$69,582.04	\$5,202.29	\$64,379.75	\$26,244.47	37.72 %
Total	\$1,057,422.64	\$34,593.56	\$1,022,829.08	\$307,552.84	29.09 %
Lost Sales	\$7,803.23	\$0.00	\$0.00	\$0.00	-

Sales by Type

Sales Item	Category	RO/SO Count	Total Unique Parts	Value (\$)	% by value of total sales	GRF(%)	Total Unique Parts	Value (\$)	% by value of total sales	MTD Pacing				Year to Last Month			
										Jun 2024	Jul 2024	YTD	YTD	Jun 2024	Jul 2024	YTD	YTD
Retail		1,533	4,224	\$126,206.94	6.31 %	0.63 %	2,047	\$60,520.43	5.64 %	6,348	\$51,576.14	6.21 %					
RCS		4,870	45,639	\$1,180,625.75	59.07 %	0.58 %	24,798	\$638,207.08	59.52 %	20,223	\$4,946,537.01	60.03 %					
Internal		123	3,588	\$17,685.12	0.88 %	0.09 %	789	\$5,789.06	0.54 %	491	\$59,843.69	0.73 %					
Wholesale		2,281	12,309	\$674,204.65	33.73 %	0.19 %	6,892	\$367,822.75	34.3 %	9,537	\$2,722,183.35	33.04 %					
Total		8,807	65,760	\$1,998,722.46	142.22 %	-	34,526	\$1,072,339.32	141.46 %	36,599	\$8,240,140.19	141.51 %					
Returns		370	985	\$68,727.75	3.44 %	0.22 %	517	\$28,293.04	2.64 %	1,705	\$299,356.05	3.63 %					
Net		8,437	64,775	\$1,929,994.71	96.56 %	-	34,009	\$1,044,046.28	97.36 %	34,894	\$7,940,784.14	96.37 %					

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Sales by Source Code

Source Code	MTD		MTD Pacing		Jun 2024 (Last Month)		Year to Last Month	
	Category	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	RO/SO Count	Gross Sales (\$)	Gross Sales (\$)

SO By Status

Status	Orders	RO/SO Count		Value (\$)	% of parts value
		Value (\$)	% of parts value		
Quoted	2,560	9,663	\$1,565,924.20	11.52 %	
Invoiced	91	142	\$27,712.25	0.2 %	
Voided	23,261	87,668	\$11,889,897.62	87.49 %	
Filled	234	655	\$52,963.78	0.39 %	
Partially Filled	77	939	\$51,868.89	0.38 %	
Reopened	9	16	\$992.43	0.01 %	
Total	26,232	11,415	\$13,589,359.17	100 %	

WIP

Category	Orders	RO/SO Count	Value (\$)	% of parts value
SO	551	824	\$36,635.96	19.29 %
RO	2,447	5,764	\$153,251.99	80.71 %
Total	2,998	6,588	\$189,887.95	100 %

Purchases by Type

Category	Orders	Pieces	Value (\$)	% of total purchases	MTD		Jun 2024 (Last Month)		Jul 2023 (Month Last Year)		Year to Last Month	
					MTD Pacing	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-
OEM Special Order	37	4,466	\$349,801.10	46.89 %	-	-	2,842	-	6,081	\$490,369.61	223	\$1,937,801.15
OEM Stock Order	45	16,364	\$221,285.97	29.67 %	-	-	14,639	-	8,696	\$145,104.43	163	\$840,354.12

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Purchases by Type

Purchases	Category	Orders	Pieces	MTD		MTD Pacing		Jun 2024 (last Month)		Jul 2023 (Month Last Year)		Year to Last Month	
				Value (\$)	% of total purchases	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
Vendor Stock Order	221	7,515	\$149,273.61	20.01 %	-	5,422	-	8,160	\$142,571.33	1,103	\$877,755.38		
Vendor Special Order	105	343	\$24,940.43	3.34 %	-	363	-	203	\$16,483.60	698	\$161,079.84		
Misc Order	-	-	-	-	-	-	-	-	-	-	-		
Sublet Orders	6	0	\$645.00	0.09 %	-	0	-	-	-	4	\$550.00		
Total	414	28,688	\$745,946.11	100 %	-	23,266	-	23,140	\$794,528.97	2,191	\$3,811,540.49		
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-		
Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-		
Net	414	28,688	\$745,946.11	0 %	-	23,266	-	23,140	\$794,528.97	2,191	\$3,811,540.49		

Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Submitted	3,381	1,856	\$5,695,299.71	82.1 %
Total	3,471	22,491	\$6,937,424.11	100 %

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Requested	40	46	\$7,705.31	7.2 %
Received	8	14	\$201.64	0.19 %
Partially Received	78	916	\$56,404.55	52.69 %
Total	280	1,244	\$107,059.75	100 %

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Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	16	121	\$12,204.83	21.56 %
>25	49	463	\$21,891.85	38.67 %
5-25 days	21	346	\$22,509.51	39.77 %
Total	86	930	\$56,606.19	100 %

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	90	20,635	\$1,242,124.40	98.12 %
Pending	7	478	\$23,753.56	1.88 %
Total	97	21,113	\$1,265,877.96	100 %

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	268	1,224	\$106,710.87	99.67 %
Prepaid	12	20	\$348.88	0.33 %
Total	280	1,244	\$107,059.75	100 %

Open Returns by Type

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

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	4,247	24,982	\$723,161.44	42.9 %
Sold parts	4,828	40,063	\$947,683.06	56.2 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	272	547	-\$29,627.31	-1.8 %
Positive On Hand Adjustments	57	12,006	\$51,825.28	3.1 %

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Negative On Hand Adjustments	45	1,304	-\$10,614.17	-0.6 %
Part Appreciation/Depreciation	982	7,474	\$1,037.37	0.1 %
Core Appreciation/Depreciation	10	10	\$4,125.00	0.2 %
Manual Update	35	601	-\$607.30	0 %
Total	10,476	86,987	\$1,686,983.37	100 %

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$542,963.97
Closing Inventory	\$545,622.45
Percent change	0.5 %

Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	47,821	26,228	\$62,841.65	10.8 %
Non-Stocking Parts	25,621	4,558	\$40,921.58	7 %
Active Stocking Parts	8,346	44,816	\$452,006.41	77.9 %
Total	81,788	75,602	\$555,769.64	95.7 %
Used Cores	32	52	\$24,750.00	4.3 %
Total Investment	0	0	\$580,519.64	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	19	734	\$12,526.83
Parts with multiple bins	169	15,800	\$118,813.87
Total	188	16,534	\$131,340.70

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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	Greater than 12 months	Greater than 12 months	
Never Sold	\$7,329.23	\$4,056.71	\$3,366.72	\$155.70	\$2,644.14	\$4,679.35	\$4,679.35	\$22,231.85	
0-3 months	\$31,635.52	\$384,601.46	\$19,433.50	\$7,660.47	\$2,863.85	\$11,114.54	\$11,114.54	\$457,309.34	
4-6 months	\$228.10	\$2,186.46	\$10,386.52	\$1,259.68	\$1,563.81	\$2,998.04	\$2,998.04	\$18,622.61	
7-9 months	\$347.01	\$540.58	\$1,025.00	\$15,753.19	\$130.39	\$2,449.35	\$2,449.35	\$20,245.52	
10-12 months	\$285.49	\$1,309.69	\$231.60	\$35.52	\$2,752.42	\$997.02	\$997.02	\$5,611.74	
Greater than 12 months	\$8,788.88	\$1,817.39	\$156.08	\$12.75	\$264.26	\$20,261.40	\$20,261.40	\$31,300.76	
Total	\$48,614.23	\$394,512.29	\$34,599.42	\$24,877.31	\$10,218.87	\$42,499.70	\$42,499.70	\$555,321.82	

Inventory by source code

Source Code	Total Unique Parts	Value (\$)
1	1,582	\$122,026.39
100	6	\$1,543.01
107	1	\$443.93
11	531	\$10,187.73
116	13	\$3,392.34
125	39	\$1,478.17
127	22	\$360.69
128	224	\$9,608.36
14	25	\$4,673.34
147	26	\$51,834.44
148	21	\$2,609.47
149	151	\$14,236.72
15	158	\$34,258.76
150	3	\$49.38

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)
151	34	\$545.15
152	19	\$183.63
16	9	\$3,001.38
17	8	\$1,313.52
18	10	\$7,859.57
19	19	\$7,956.89
199	43	\$7,891.63
2	1,554	\$16,104.72
20	291	\$14,330.27
21	29	\$1,626.45
25	88	\$10,083.18
26	42	\$6,158.68
28	99	\$69,326.72
3	16	\$45,073.72
33	50	\$680.43
4	116	\$17,296.26
40	7	\$122.33
5	69	\$12,277.62
54	24	\$18,348.79
6	22	\$27,227.16
7	111	\$3,902.24
77	1	\$20.98
8	79	\$13,234.86
81	37	\$2,922.16
82	5	\$101.00

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)
89	6	\$1,022.95
9	3	\$6,241.00
90	28	\$1,209.50
91	1	\$56.00
97	35	\$2,797.62
99	2	\$150.50
Total	5,659	\$555,769.64

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 (%)
TEENA HOPKINS	\$60,103.62	\$82,300.27	\$1,962.72	\$22,196.65	26.97%	\$5,248.75	4.62%	\$488.86	26.56%	\$29,719.75	12.65%	\$46,842.91	38.57%
TARA ROBERTS	\$22,356.85	\$30,094.90	\$291.91	\$7,738.05	25.71%	-\$91.92	16.7%	\$0.00	0%	\$0.00	0%	\$30,186.82	25.68%
RICK SPARKS	\$321.30	\$385.57	\$0.00	\$64.27	16.67%	\$0.00	0%	\$242.91	16.67%	\$0.00	0%	\$142.66	16.67%
System	\$82,446.38	\$124,234.28	\$0.00	\$41,787.90	33.64%	\$0.00	0%	\$0.00	0%	\$0.00	0%	\$124,234.28	33.64%
Paul Davis	\$62,064.61	\$78,668.88	\$310.30	\$16,604.27	21.11%	\$690.63	9.71%	\$814.44	35.91%	\$43,514.96	16.81%	\$33,648.85	26.54%
ASHTON SOUVANNAVON	\$1,650.62	\$1,650.62	\$17.48	\$0.00	0%	\$1,650.62	0%	\$0.00	0%	\$0.00	0%	\$0.00	0%
RODRIGO FRANCO-VILLEGAS	\$69,527.64	\$88,152.49	\$6,343.84	\$18,624.85	21.13%	\$65.29	16.66%	\$6,306.10	36.71%	\$75,244.51	18.31%	\$6,536.59	38.57%
DON PETERSON	\$55,398.14	\$64,270.46	\$10,881.89	\$8,872.32	13.8%	-\$5,003.84	-0.85%	\$0.00	0%	\$66,516.87	12.24%	\$2,757.43	24.97%
CHRISTIAN ROMERO SILVA	\$38,004.41	\$61,430.78	\$67.54	\$23,426.37	38.13%	\$0.00	0%	\$3,153.62	38.16%	\$420.57	26.58%	\$57,856.59	38.22%
Chan Phengaroune	\$990.45	\$1,032.00	\$0.00	\$41.55	4.03%	\$786.20	0%	\$245.80	16.9%	\$0.00	0%	\$0.00	0%

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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 (%)
VICTOR GONZALEZ	\$84,526.09	\$138,847.93	\$0.00	\$54,321.84	39.12 %	\$183.39	0 %	\$655.14	21.82 %	\$952.78	24.85 %	\$137,056.62	39.36 %
KENNETH GONG	\$18,267.14	\$27,699.82	\$3,136.52	\$9,432.68	34.05 %	\$202.90	10.84 %	\$19,967.33	40.02 %	\$7,529.59	18.85 %	\$0.00	0 %
PAUL CALMYN	\$19,954.54	\$31,710.95	\$1,378.45	\$11,756.41	37.07 %	\$54.98	16.66 %	\$27,045.30	40.1 %	\$4,610.67	19.57 %	\$0.00	0 %
COSME ANDRADE	-\$58.61	-\$73.12	\$73.12	-\$14.51	19.84 %	\$0.00	0 %	\$0.00	0 %	-\$73.12	19.84 %	\$0.00	0 %
ANGELO MENDIBLES	\$75,272.40	\$90,002.77	\$2,990.45	\$14,730.37	16.37 %	\$0.00	0 %	\$186.48	38.45 %	\$84,953.61	15.23 %	\$4,862.68	35.44 %
Thomas Palmquist	\$1,026.69	\$1,030.32	\$0.00	\$3.63	0.35 %	\$1,016.32	0 %	\$0.00	0 %	\$0.00	0 %	\$14.00	25.93 %
STEPHEN GARCIA	\$139.58	\$167.11	\$0.00	\$27.53	16.47 %	\$0.00	0 %	\$0.00	0 %	\$167.11	16.47 %	\$0.00	0 %
AARON ZIMMERMANN	\$90,216.00	\$147,354.71	\$309.48	\$57,138.71	38.78 %	\$0.00	0 %	\$62.67	39.24 %	\$3,048.26	16.33 %	\$144,243.78	39.25 %
MARIO FUNES	\$46,337.95	\$62,799.97	\$3,851.97	\$16,462.02	26.21 %	\$258.20	16.67 %	\$7,163.89	26.39 %	\$27,789.78	17.26 %	\$27,588.10	35.27 %