

# Erik Haefling

**From:** Becky Hudson <becky@larryhudson.com>  
**Sent:** September 6, 2024 1:57 PM  
**To:** 'Erik Haefling'  
**Subject:** parts

**Flag Status:** Flagged

## Business Ratios & Metrics

OEM/RT	GM-01
Type	(All)
Category	(All)
RIM State	(All)

Supplier	Last 12 Total COS	Inventory Amount	Gross Turn	Last 12 Stock Ordered	Stock Order Performance
Main Supplier	\$3,063,583.90	\$605,639.62	5.1	\$1,474,718.87	48.14%
Other Supplier	\$1,027,043.59	\$102,741.78	10.0	\$804,071.67	78.29%
<b>Grand Total</b>	<b>\$4,090,627.49</b>	<b>\$708,381.40</b>	<b>5.8</b>	<b>\$2,278,790.54</b>	<b>55.71%</b>

## Cost of Sales

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)
Posted Period	July-24
Supplier	(All)

Transaction	Sale Type	Last 12	Parts	Parts %	Pieces
<b>WO</b>	Retail	\$104,895.29	2094	38.04%	5484
	Sublet	\$40,182.10	91	1.65%	91
	Warranty	\$103,170.84	1091	19.82%	2532
	Internal	\$108,930.59	1261	22.91%	4385
<b>WO Total</b>		<b>\$357,178.82</b>	<b>4537</b>	<b>82.42%</b>	<b>12492</b>
<b>PS</b>	Retail	\$10,922.20	208	3.78%	366
	Wholesale	\$129,562.76	760	13.81%	1139
<b>PS Total</b>		<b>\$140,484.96</b>	<b>968</b>	<b>17.58%</b>	<b>1505</b>
<b>Grand Total</b>		<b>\$497,663.78</b>	<b>5505</b>	<b>100.00%</b>	<b>13996</b>

## Sales & Gross

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)
Supplier	(All)
Posted Period	July-24

Transaction	Sale Type	Last 12 Sales	Last 12 Gross	MTD Sales	MTD Gross
<b>WO</b>	Retail	\$162,463.46	\$57,568.17	\$0.00	\$0.00
	Sublet	\$42,067.07	\$1,884.97	\$0.00	\$0.00
	Warranty	\$138,293.48	\$35,122.64	\$0.00	\$0.00
	Internal	\$156,910.60	\$47,980.01	\$0.00	\$0.00
<b>WO Total</b>		<b>\$499,734.61</b>	<b>\$142,555.79</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>PS</b>	Retail	\$17,994.49	\$7,072.29	\$0.00	\$0.00
	Wholesale	\$144,133.19	\$14,570.43	\$0.00	\$0.00
<b>PS Total</b>		<b>\$162,127.68</b>	<b>\$21,642.72</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Grand Total</b>		<b>\$661,862.29</b>	<b>\$164,198.51</b>	<b>\$0.00</b>	<b>\$0.00</b>

#### Inventory Investment

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Supplier	Parts	Parts %	Pieces	Total Cost	% of Cost	
Main Supplier	3981	86.00%	32839	\$829,797.62	86.98%	
Other Supplier	648	14.00%	16430	\$124,252.67	13.02%	
<b>Grand Total</b>		<b>4629</b>	<b>100.00%</b>	<b>49269</b>	<b>\$954,050.29</b>	<b>100.00%</b>

#### Inventory Activity

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Last Sold	Supplier	Parts	Parts %	Total Cost	% of Cost
<b>0-90</b>	Main Supplier	1355	29.27%	\$313,928.63	32.90%
	Other Supplier	181	3.91%	\$57,879.23	6.07%
<b>0-90 Total</b>		<b>1536</b>	<b>33.18%</b>	<b>\$371,807.86</b>	<b>38.97%</b>
<b>91-180</b>	Main Supplier	604	13.05%	\$110,275.22	11.56%
	Other Supplier	65	1.40%	\$4,725.45	0.50%
<b>91-180 Total</b>		<b>669</b>	<b>14.45%</b>	<b>\$115,000.67</b>	<b>12.05%</b>
<b>271-365</b>	Main Supplier	355	7.67%	\$55,332.79	5.80%
	Other Supplier	32	0.69%	\$5,495.45	0.58%
<b>271-365 Total</b>		<b>387</b>	<b>8.36%</b>	<b>\$60,828.24</b>	<b>6.38%</b>
<b>366-449</b>	Main Supplier	111	2.40%	\$20,742.21	2.17%
	Other Supplier	14	0.30%	\$4,265.39	0.45%
<b>366-449 Total</b>		<b>125</b>	<b>2.70%</b>	<b>\$25,007.60</b>	<b>2.62%</b>
<b>450+</b>	Main Supplier	1082	23.37%	\$262,057.21	27.47%
	Other Supplier	320	6.91%	\$49,196.00	5.16%
<b>450+ Total</b>		<b>1402</b>	<b>30.29%</b>	<b>\$311,253.21</b>	<b>32.62%</b>

<b>181-270</b>	Main Supplier	474	10.24%	\$67,461.56	7.07%
	Other Supplier	36	0.78%	\$2,691.15	0.28%
<b>181-270 Total</b>		<b>510</b>	<b>11.02%</b>	<b>\$70,152.71</b>	<b>7.35%</b>
<b>Grand Total</b>		<b>4629</b>	<b>100.00%</b>	<b>\$954,050.29</b>	<b>100.00%</b>

**Stocking Status**

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Status	Inventory Value	% of Inventory
Active Stock	\$881,567.60	92.40%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Type 2	Phase Out	Field1
Phase Out	\$460.97	0.05%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Type 3	Manual Order	Field2
Manual Order	\$641,757.00	67.27%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Type 4	Non Stock Parts	Field3
Non Stock Parts	\$65,798.69	6.90%

OEM/RT	(All)
Type	(All)

Category	(All)
RIM State	(All)

Type2	Inv. Value	Field1
Non-Stock Part #	0	97.91%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Type 5	Clean Core	Field4
Clean Core	\$16,047.80	1.68%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Stock Type 6	Dirty Core	Field5
Dirty Core	\$12,116.93	1.27%

OEM/RT	(All)
Type	(All)
Category	(All)
RIM State	(All)

Total Inventory	Total Cost	Field6
Total Inventory	\$954,050.29	100.00%