

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 25,846	17.57%
Repair Order B.S.		0.00%
Counter Retail	\$ 2,295	1.56%
Warranty	\$ 45,524	30.95%
Internal	\$ 16,303	11.08%
Wholesale	\$ 57,136	38.84%
Accessories		0.00%
Quick Service		0.00%
<b>Total Department (MTD)</b>	<b>\$ 147,104</b>	<b>100.00%</b>

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 231,820	27.28%
Repair Order B.S.		0.00%
Counter Retail	\$ 15,934	1.88%
Warranty	\$ 166,385	19.58%
Internal	\$ 82,138	9.67%
Wholesale	\$ 353,532	41.60%
Accessories	\$ -	0.00%
Quick Service		0.00%
<b>Total Department (MTD)</b>	<b>\$ 849,809</b>	<b>100.00%</b>

Inside Vs Outside	
Inside Sales	57%
Outside Sales	43%
Total	100%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 9,554	26.52%	36.97%	
Repair Order B.S.		0.00%	#DIV/0!	
Counter Retail	\$ 724	2.01%	31.55%	
Warranty	\$ 10,411	28.90%	22.87%	
Internal	\$ 5,045	14.01%	30.95%	
Wholesale	\$ 10,286	28.56%	18.00%	
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
<b>Total Department (MTD)</b>	<b>\$ 36,020</b>	<b>100.00%</b>	<b>24.49%</b>	

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 86,226	36.41%	37.20%	
Repair Order B.S.		0.00%	#DIV/0!	
Counter Retail	\$ 5,580	2.36%	35.02%	
Warranty	\$ 35,908	15.16%	21.58%	
Internal	\$ 24,310	10.26%	29.60%	
Wholesale	\$ 84,828	35.81%	23.99%	
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
<b>Total Department (MTD)</b>	<b>\$ 236,852</b>	<b>100.00%</b>	<b>27.87%</b>	

Profile %
41.00 %
25-35 %
41.00 %
28-40 %
41.00 %
20+ %
20.00 %
20.00 %
38.00 %

Profile %
41.00 %
25-35 %
41.00 %
28-40 %
41.00 %
20+ %
20.00 %
20.00 %
38.00 %

PARTS DEPARTMENT - PROFORMA CALC

		Repair Order Mechanical	Body Shop	Counter Retail	Internal (new/used)
<b>YTD Sales</b>	\$	231,820	\$ -	\$ 15,934	\$ 82,138
<b>YTD Gross Profit</b>	\$	86,226	\$ -	\$ 5,580	\$ 24,310
<b>YTD Cost of Sales</b>		\$145,594.00	\$0.00	\$10,354.00	\$57,828.00
<b>NEW Mark-Up Factor</b>		<b>1.69</b>	<b>1.33</b>	<b>1.69</b>	<b>1.69</b>
<b>Desired Gross %</b>		41.00	25.00	41.00	41.00
<b>NEW YTD Sales</b>		\$246,769.49	\$0.00	\$17,549.15	\$98,013.56
<b>OLD YTD Sales</b>		\$231,820.00	\$0.00	\$15,934.00	\$82,138.00
<b>Additional Gross Profit</b>		\$14,949.49	\$0.00	\$1,615.15	\$15,875.56

**CULATION**

Wholesale	Warranty	TOTAL
\$ 353,532	\$ 166,385	\$849,809.00
\$ 84,828	\$ 35,908	\$236,852.00
\$268,704.00	\$130,477.00	\$612,957.00
<b>1.33</b>	<b>1.39</b>	<b>1.52</b>
25.00	28.00	<b>33.50</b>
\$358,272.00	\$181,218.06	\$901,822.26
\$353,532.00	\$166,385.00	\$849,809.00
\$4,740.00	\$14,833.06	<b>\$52,013.26</b>

**Profit Centering**

<b>Expense Category</b>	<b>Dollar Amount</b>	<b>% Gross</b>
YTD Parts Department Gross	\$ 310,923	
YTD Total Parts Department Expenses	\$ 148,123	47.64%
YTD Net Profit	\$ 162,800	52.36%

<b>Profile</b>
80%
20%

<b>Break Even Analysis</b>	
<b>Category</b>	
Total Parts Department YTD Expense	\$ 148,123
Statement Month (example: May= 5)	7
Average Month Parts Dept. Expense	\$ 21,160
Parts Gross retention percentage (38% = .380)	0.306
Parts Sales Needed per Month to Break Even	\$ 69,152
Average Working days in Month	23
Parts Sales Needed per Day to Break Even	\$ 3,007
Number of Counter Personnel	1
<b>Parts Sales per Counter Personnel to Break Even</b>	<b>\$ 3,007</b>

<b>Actual Sales - Over/Under</b>	
<b>Category</b>	
Total Parts Department YTD Sales	\$ 1,016,911
Statement Month ( May = 5)	7
Actual Parts Sales (Average Month)	\$ 145,273
Working Days in Month	23
Parts Sales per Day	6316.22
Number of Counter Personnel	1
Actual Sales per Counter Personnel per Day	\$ 6,316
Parts Sales per Counter Personnel to Break Even	\$ 3,007
<b>Over/Under Sales per Person per Day</b>	<b>\$ 3,310</b>



**Parts Employee Productivity MTD**

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 165,574	÷	2.00
Gross Profit	\$ 50,304	÷	2.00
Expenses (Total)	\$ 22,398	÷	2.00
Department Net Profit	\$ 27,906	÷	2.00

**Parts Employee Productivity YTD**

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 1,016,911	÷	2.00
Gross Profit	\$ 310,923	÷	2.00
Expenses (Total)	\$ 148,123	÷	2.00
Department Net Profit	\$ 162,800	÷	2.00

=	Per Employee
=	\$ 82,787
=	\$ 25,152
=	\$ 11,199
=	\$ 13,953

=	Per Employee
=	\$ 508,456
=	\$ 155,462
=	\$ 74,062
=	\$ 81,400

### Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	1,016,911
Year To Date Parts & Accessories Gross	- \$	310,923
Subtotal =		\$ 705,988

Number of Months in Year	÷	7
Average Month Cost Of Sales =		\$ 100,855

## Months' Supply Of Inventory

### FINANCIAL STATEMENT

<b>Inventory</b>		\$	
Divided by Average Month Cost-of-Sales	÷	\$	100,855
Equals Months' Supply	=		0.0

### MANAGEMENT REPORT

<b>Inventory</b>			
Divided by Average Month Cost-Of Sales	÷	\$	100,855
Equals Months' Supply	=		0

### Total Sales Demand

Reflects the dollar value of parts the department would have been able to sell if it had been able to fill all requests. To arrive at an accurate sales demand figure you need to have an accurate lost sales amount.

\$	705,988	+		=	\$	705,988
Cost of Parts Sold (Sales - Gross)			Cost of Lost Sales		Total Sales Demand	

**LOST SALES CAN BE FOUND ON THE DMS SUMMARY REPORT**

## Level Of Service

Level of service is an indication of how well the parts inventory is able to meet the needs of the customers. Think of it as a batting average. If 100 customers request a part, how many times are you able to fill the request? The following calculation gives you that answer. Current NADA guide is 82% to 92%. The hardest part of this calculation to tabulate is lost sales valuation.

Total Demand		\$	705,988	
Emergency Purchases	-			
Lost Sales	-	\$	-	
			Subtotal =	\$ 705,988
Total Demand ÷	\$	705,988		
			Level of Service =	100.00%

## Gross Turn

Annualized Cost-Of Sales ÷ Inventory

$$\begin{array}{rcl} \$ 1,016,911 & - & \$ 310,923 = \$ 705,988 \\ \text{YTD Sales} & & \text{YTD Gross} \quad \text{YTD COS} \end{array}$$

$$\begin{array}{rcl} \$ 705,988 & \div & 7 = \$ 100,855 \\ \text{YTD COS} & & \text{\# of Months} \quad \text{Average Month} \\ & & \text{Cost-Of-Sales} \end{array}$$

$$\begin{array}{rcl} \$ 1,210,265 & \div & \$ - = 0.0 \\ \text{Annualized Cost-Of-Sales} & & \text{Parts Inventory (W/O LIFO} \\ & & \text{adj.)} \quad \text{Gross Turns} \end{array}$$



**True Turn**

Annualized Stock Purchases ÷ Inventory

$$\boxed{\text{YTD Stock Purchases}} \div \boxed{\begin{matrix} 7 \\ \text{\# of Months} \end{matrix}} = \boxed{\begin{matrix} \$ \\ \text{Average} \\ \text{Month St} \end{matrix}}$$

$$\boxed{\begin{matrix} \$ \\ \text{Annualized Stock Purchases} \end{matrix}} \div \boxed{\begin{matrix} \$ \\ \text{Parts Inventory (W/O LIFO adj.)} \end{matrix}} = \boxed{\text{True Turns}}$$

**If the true  
than the "**

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**THE BEST SOURCE FOR THIS VALUE IS FROM YOUR FACTORY**

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-
3
0ck
0.0

turn number is more than the gross number  
Stock Order"number is incorrect

/ REPRESENTATIVE

**Monthly Reconciliation Of Parts To General Ledger**

Dollar value of parts on dealership management report	
<b>Minus</b>	
Dollar value of packing lists for parts received, but not invoiced	
Dollar Value of bulk oil, gear lube, trans fluid in stock	
<b>Plus</b>	
Credits due for parts returned	
Inventory Core Value - clean	
Cores to be returned for credit - dirty	
Work in Process - Repair Orders & Invoices	
Dollar Value of NPN parts	
Dollar value of parts with no cost record	
<b>Plus / Minus</b>	
Other Adjustments (shortage claims, damage, etc.)	
<b>Total Inventory</b>	
<b>Inventory Per Financial Statement</b>	
<b>Difference</b>	\$ -

#DIV/0!