

Parts Performance Report

Aug 1 2024 – Aug 31 2024

Key Business Metrics

Part Level of Service Percentage
99.76 %

Fill rate Percentage
94.1 %

Parts with no sale in last 9 months
\$20,644.22

Emergency Purchases
-

Lost sales
\$1,203.26

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$) ⓘ	GP%
Repair Order	\$140,514.90	\$0.00	\$140,514.90	\$51,832.42	36.89 %
Wholesale	\$17,085.27	\$1,489.70	\$15,595.57	\$3,418.30	20.01 %
Internal	\$1,598.96	\$225.95	\$1,373.01	\$391.37	24.48 %
Retail	\$9,226.12	\$610.41	\$8,615.71	\$2,803.81	30.39 %
Total	\$168,425.25	\$2,326.06	\$166,099.19	\$58,445.90	34.7 %
Lost Sales	\$1,203.26	\$0.00	\$0.00	\$0.00	-

Sales by Type

Sales Item	MTD					MTD Pacing			Jul 2024 (Last Month)			Year to Last Month		
	RO/SO Count	Total Unique Parts	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	Total Unique Parts	Value (\$)	% by value of total sales
Retail	212	513	\$23,065.53	4.1 %	0.4 %	-	-	-	161	\$7,912.95	4.65 %	706	\$81,822.31	4.39 %
ROs	1,910	16,806	\$462,158.63	82.25 %	0.54 %	-	-	-	9,409	\$141,801.53	83.38 %	6,290	\$1,517,177.75	81.47 %
Internal	25	37	\$4,647.61	0.83 %	0.27 %	-	-	-	18	\$2,747.94	1.62 %	89	\$17,377.57	0.93 %
Wholesale	265	910	\$72,052.23	12.82 %	0.23 %	-	-	-	235	\$17,609.87	10.35 %	844	\$245,917.67	13.21 %
Total	2,412	18,266	\$561,924.00	148.56 %	-	-	-	-	9,823	\$170,072.29	154.29 %	7,929	\$1,862,295.30	149.73 %
Returns	42	63	\$4,901.46	0.87 %	0.34 %	-	-	-	41	\$2,550.52	1.5 %	120	\$25,875.46	1.39 %
Net	2,370	18,203	\$557,022.54	99.13 %	-	-	-	-	9,782	\$167,521.77	98.5 %	7,809	\$1,836,419.84	98.61 %

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Sales by Source Code

Source Code		MTD		MTD Pacing		Jul 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 (\$)		
100	853	\$282,799.37	-	-	977	\$80,783.64	2,949	\$940,024.05		
111	44	\$8,177.16	-	-	25	\$4,010.79	89	\$17,973.65		
701	0	\$0.00	-	-	0	\$0.00	3	\$1,421.04		
920	445	\$48,576.06	-	-	4,179	\$13,127.78	1,389	\$142,296.27		
101	1,555	\$36,472.14	-	-	1,401	\$13,293.77	5,278	\$150,567.26		
103	287	\$12,867.12	-	-	235	\$5,932.76	698	\$30,955.20		
110	7	\$849.74	-	-	1	\$8.05	9	\$1,464.24		
500	1,433	\$40,408.87	-	-	2,723	\$15,857.79	4,824	\$136,836.43		
104	155	\$87,123.75	-	-	117	\$22,346.76	496	\$277,873.35		
901	37	\$1,941.00	-	-	18	\$292.00	78	\$4,242.00		
116	106	\$37,807.33	-	-	106	\$11,868.43	369	\$132,766.35		
Total	2,420	\$557,022.54	-	-	9,782	\$167,521.77	0	\$1,836,419.84		

SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	59	195	\$23,022.24	5.95 %
Invoiced	29	79	\$5,209.99	1.35 %
Voided	722	2,621	\$348,216.15	90.05 %
Filled	32	78	\$5,780.02	1.49 %
Partially Filled	8	75	\$4,263.55	1.1 %
Reopened	1	1	\$218.12	0.06 %
Total	851	428	\$386,710.07	100 %

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WIP

Category	Orders	RO/SO Count	Value (\$)	% of parts value
SO	72	101	\$4,145.04	19.54 %
RO	287	517	\$17,073.07	80.46 %
Total	359	618	\$21,218.11	100 %

Purchases by Type

Purchases	MTD				MTD Pacing		Jul 2024 (Last Month)		Aug 2023 (Month Last Year)		Year to Last Month	
	Orders	Pieces	Value (\$)	% of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	1	\$1,401.95
OEM Special Order	-	-	-	-	-	-	-	-	-	-	5	\$4,142.14
OEM Stock Order	-	-	-	-	-	-	-	-	-	-	-	-
Vendor Stock Order	10	368	\$7,498.35	13.54 %	-	-	264	-	-	-	31	\$28,854.28
Vendor Special Order	-	-	-	-	-	-	-	-	-	-	-	-
Misc Order	213	0	\$34,042.69	61.47 %	-	-	0	-	-	-	546	\$117,374.78
Sublet Orders	68	0	\$13,840.49	24.99 %	-	-	0	-	-	-	214	\$53,758.33
Total	291	368	\$55,381.53	100 %	-	-	264	-	0	\$0.00	797	\$205,531.48
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Net	291	368	\$55,381.53	0 %	-	-	264	-	0	\$0.00	797	\$205,531.48

Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	20	967	\$32,084.77	8.96 %
Received	262	13,092	\$288,271.58	80.52 %
Submitted	118	488	\$37,676.35	10.52 %

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Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Total	400	14,547	\$358,032.70	100 %

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	15	43	\$7,090.28	28.01 %
Requested	15	44	\$4,014.00	15.86 %
Received	39	87	\$6,520.22	25.76 %
Partially Received	10	73	\$7,691.61	30.38 %
Total	79	247	\$25,316.11	100 %

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	9	27	\$2,751.89	19.36 %
>25	23	107	\$5,949.68	41.86 %
5-25 days	13	26	\$5,510.26	38.77 %
Total	45	160	\$14,211.83	100 %

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	20	967	\$32,084.77	9.7 %
Received	262	13,092	\$288,271.58	87.16 %
Pending	9	309	\$10,387.12	3.14 %
Total	291	14,368	\$330,743.47	100 %

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	76	244	\$24,874.06	98.25 %
Prepaid	3	3	\$442.05	1.75 %

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Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Total	79	247	\$25,316.11	100 %

Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Mazda Factory Returns	57	829	\$70,228.84	100 %
Total	57	829	\$70,228.84	100 %

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	496	4,879	\$124,480.32	50.7 %
Sold parts	584	6,703	\$121,913.45	49.7 %
Used Core Returns	0	0	\$0.00	0 %
Parts Material Returns	27	35	-\$1,616.21	-0.7 %
Positive On Hand Adjustments	20	121	\$1,605.68	0.7 %
Negative On Hand Adjustments	19	52	-\$1,384.37	-0.6 %
Part Appreciation/Depreciation	10	19	\$321.62	0.1 %
Core Appreciation/Depreciation	0	0	\$0.00	0 %
Manual Update	1	13	\$5.20	0 %
Total	1,157	11,822	\$245,325.69	100 %

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$219,703.14
Closing Inventory	\$226,525.29
Percent change	3.1 %

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Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	4,009	2,093	\$40,116.42	16.9 %
Active Stocking Parts	1,749	16,886	\$140,354.81	59 %
Non-Stocking Parts	1,679	1,356	\$51,008.93	21.4 %
Total	7,437	20,335	\$231,480.16	97.3 %
Used Cores	12	12	\$6,379.00	2.7 %
Total Investment	0	0	\$237,859.16	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	94	296	\$27,011.64
Parts with multiple bins	179	6,593	\$15,299.68
Total	273	6,889	\$42,311.32

Inventory by age

Category	Purchase (\$)						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Never Sold	\$11,539.84	\$11,383.49	\$2,861.57	\$2,241.95	\$957.67	\$1,506.15	\$30,490.67
0-3 months	\$5,484.10	\$118,187.02	\$7,385.39	\$1,144.85	\$4,072.78	\$1,929.32	\$138,203.46
4-6 months	\$575.51	\$2,432.52	\$17,301.12	\$1,106.07	\$1,247.61	\$1,052.35	\$23,715.18
7-9 months	\$999.42	\$2,839.31	\$863.20	\$11,685.41	\$930.67	\$195.45	\$17,513.46
10-12 months	\$934.01	\$716.62	\$669.90	\$2,491.32	\$8,434.57	\$1,378.77	\$14,625.19
Greater than 12 months	\$2,762.12	\$2,039.33	\$55.86	\$2.31	\$394.94	\$1,677.64	\$6,932.20
Total	\$22,295.00	\$137,598.29	\$29,137.04	\$18,671.91	\$16,038.24	\$7,739.68	\$231,480.16

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)
100	1,166	\$132,716.49
101	79	\$5,587.51
103	22	\$1,475.32
104	41	\$26,881.00
110	2	\$53.19
111	44	\$5,689.99
116	57	\$9,686.64
500	7	\$15,063.53
901	57	\$20,953.00
920	139	\$13,373.49
Total	1,614	\$231,480.16

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 (%)
Kevin Janzen	\$4,116.80	\$5,849.66	\$10.62	\$1,732.86	29.62 %	\$0.00	0 %	\$952.42	38.48 %	\$1,841.61	26.16 %	\$3,055.63	28.95 %
Franz Dizon	\$62,116.58	\$97,158.46	\$508.89	\$35,041.88	36.07 %	\$1,219.43	21.88 %	\$2,426.99	20.5 %	\$2,221.46	22.19 %	\$91,290.58	37.01 %
Jason Young	\$5,200.82	\$8,127.35	\$449.56	\$2,926.53	36.01 %	\$0.00	0 %	\$2,005.29	32.06 %	\$1,082.96	23.49 %	\$5,039.10	40.27 %
Josh Morin	\$25,563.35	\$38,446.90	\$1,190.55	\$12,883.55	33.51 %	\$0.00	0 %	\$1,282.77	34.42 %	\$7,874.82	19.68 %	\$29,289.31	37.19 %
Ed Sehar	\$17.93	\$22.42	\$0.00	\$4.49	20.03 %	\$0.00	0 %	\$0.00	0 %	\$22.42	20.03 %	\$0.00	0 %
Chad Niebell	\$175.84	\$293.12	\$0.00	\$117.28	40.01 %	\$0.00	0 %	\$0.00	0 %	\$0.00	0 %	\$293.12	40.01 %
Matt Schlossberg	\$11,158.63	\$16,201.28	\$166.44	\$5,042.65	31.13 %	\$153.58	14.34 %	\$1,948.24	27.06 %	\$2,552.30	14.47 %	\$11,547.16	35.72 %