

Monthly Summary Report

Sales for 09/01/2020 through 09/30/2020

Type	YTD Sales	MTD Sales	Cost	Gross Profit	Quantity	% Profit
Service Parts	2019806.60	239146.24	169329.79	69816.45	7845	29.19
Retail	886170.64	93990.67	63838.93	30151.74	4643	32.08
Warranty	907982.37	112182.73	80633.11	31549.62	1052	28.12
Internal	225653.59	32972.84	24857.75	8115.09	2150	24.61
Counter Parts	752302.40	84766.52	69968.93	14797.59	1828	17.46
Retail	81753.02	12531.89	8510.39	4021.50	482	32.09
Wholesale	670549.38	72234.63	61458.54	10776.09	1346	14.92
Internal	0.00	0.00	0.00	0.00	0	0.00
Total Parts	2772109.00	323912.76	239298.72	84614.04	9673	26.12

Gross Turns

0.87

True Turns

0.73

Return on Investment (ROI)

0.29

\$ 5345
\$ 1969 \$ 94,928

Inventory Aged Analysis

Activity - Last Sale Occurred

	Cost	Part #	Pieces	% Inventory
Current (This Month)	132169.24	1610	8681	44.63
1 - 3 Months	101813.53	2361	3107	34.38
4 - 6 Months	41579.07	1137	957	14.04
7 - 9 Months	9593.66	1288	266	3.24
10 - 12 Months	1906.15	1039	66	0.64
13 - 24 Months	4248.01	924	88	1.43
25+ Months	4802.54	5233	499	1.62

Total Receipts

240732.41

1776

9189

81.30

Emergency Receipts

0.00

0

0

0.00

Normal Stocking Part Numbers

Current Month Parts Sales

216878.54

1457

9651

73.24

12-Month Parts Sales

2381449.29

3116

122941

804.24

Special Order & Non-Stocking Part Numbers

Current Month Parts Sales

40469.19

2183

339

13.67

12-Month Parts Sales

491719.01

5670

4532

166.06

Total Obsolete Parts (over 365 Days)

4686.73

4809

341

1.58

Obsolete Access (over 365 Days)

0.00

0

0

0.00

Total Inventory incl. Cores & Access

296112.20

13592

13664

100.00

Core Value - New (memo line)

732.00

4

37

0.25

Core Value - Old (memo line)

2668.00

9

60

0.90

Accessories Total (memo line)

0.00

0

0

0.00

Parts On-Hand

310565.18

2770

14182

104.88

 w/ Zero Onhand

0.00

10738

0

0.00

 w/ Zero Cost

0.00

7

21

0.00

 w/ Negative On-Hand

-14452.98

77

-539

-4.88

 Returnable

265759.85

13007

10025

89.75

 Non-Returnable

30352.35

585

3639

10.25

 Non-Factory

296112.20

13592

13664

100.00

 Over Stock

3160.02

26

344

1.07

 Non-Stock

80868.56

9639

2311

27.31

Percent of On-Hand to Parts Sales

174830.71