

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 33,371	11.59%
Repair Order B.S.	\$ 95,500	33.18%
Counter Retail	\$ 22,176	7.70%
Warranty	\$ 67,329	23.39%
Internal	\$ 28,013	9.73%
Wholesale	\$ 29,767	10.34%
Accessories		0.00%
Quick Service	\$ 11,659	4.05%
Total Department (MTD)	\$ 287,815	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 665,257	28.76%
Repair Order B.S.	\$ 229,008	9.90%
Counter Retail	\$ 141,208	6.10%
Warranty	\$ 649,222	28.07%
Internal	\$ 278,685	12.05%
Wholesale	\$ 242,545	10.49%
Accessories		0.00%
Quick Service	\$ 107,327	4.64%
Total Department (MTD)	\$ 2,313,252	100.00%

Inside Vs Outside	
Inside Sales	83%
Outside Sales	17%
Total	100%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 9,443	10.01%	28.30%	
Repair Order B.S.	\$ 38,332	40.64%	40.14%	
Counter Retail	\$ 5,722	6.07%	25.80%	
Warranty	\$ 27,928	29.61%	41.48%	
Internal	\$ 9,389	9.95%	33.52%	
Wholesale	\$ 5,393	5.72%	18.12%	
Accessories		0.00%	#DIV/0!	
Quick Service	\$ (1,878)	-1.99%	-16.11%	
Total Department (MTD)	\$ 94,329	100.00%	32.77%	

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 241,493	31.97%	36.30%	
Repair Order B.S.	\$ 84,081	11.13%	36.72%	
Counter Retail	\$ 28,392	3.76%	20.11%	
Warranty	\$ 266,193	35.24%	41.00%	
Internal	\$ 95,381	12.63%	34.23%	
Wholesale	\$ 43,933	5.82%	18.11%	
Accessories		0.00%	#DIV/0!	
Quick Service	\$ (4,202)	-0.56%	-3.92%	
Total Department (MTD)	\$ 755,271	100.00%	32.65%	

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)
YTD Sales	\$	665,257	\$ 229,008	\$ 141,208	\$ 278,685
YTD Gross Profit	\$	241,493	\$ 84,081	\$ 28,392	\$ 95,381
YTD Cost of Sales		\$423,764.00	\$144,927.00	\$112,816.00	\$183,304.00
NEW Mark-Up Factor		1.69	1.33	1.69	1.69
Desired Gross %		41.00	25.00	41.00	41.00
NEW YTD Sales		\$718,244.07	\$193,236.00	\$191,213.56	\$310,684.75
OLD YTD Sales		\$665,257.00	\$229,008.00	\$141,208.00	\$278,685.00
Additional Gross Profit		\$52,987.07	\$0.00	\$50,005.56	\$31,999.75

CULATION

Wholesale	Warranty	TOTAL
\$ 242,545	\$ 649,222	\$2,205,925.00
\$ 43,933	\$ 266,193	\$759,473.00
\$198,612.00	\$383,029.00	\$1,446,452.00
1.33	1.39	1.52
25.00	28.00	33.50
\$264,816.00	\$531,984.72	\$2,210,179.10
\$242,545.00	\$649,222.00	\$2,205,925.00
\$22,271.00	\$0.00	\$157,263.37

Profit Centering

Expense Category	Dollar Amount	% Gross
YTD Parts Department Gross		
YTD Total Parts Department Expenses		#DIV/0!
YTD Net Profit	\$ -	#DIV/0!

Profile
80%
20%

Break Even Analysis	
Category	
Total Parts Department YTD Expense	\$ -
Statement Month (example: May= 5)	
Average Month Parts Dept. Expense	#DIV/0!
Parts Gross retention percentage (38% = .380)	
Parts Sales Needed per Month to Break Even	#DIV/0!
Average Working days in Month	
Parts Sales Needed per Day to Break Even	#DIV/0!
Number of Counter Personnel	
Parts Sales per Counter Personnel to Break Even	#DIV/0!

Actual Sales - Over/Under	
Category	
Total Parts Department YTD Sales	
Statement Month (May = 5)	
Actual Parts Sales (Average Month)	#DIV/0!
Working Days in Month	0
Parts Sales per Day	#DIV/0!
Number of Counter Personnel	0
Actual Sales per Counter Personnel per Day	#DIV/0!
Parts Sales per Counter Personnel to Break Even	#DIV/0!
Over/Under Sales per Person per Day	#DIV/0!

Parts Employee Productivity MTD

Category	Dollar Amount	÷	# Employees
Sales (Total)		÷	
Gross Profit		÷	0.00
Expenses (Total)		÷	0.00
Department Net Profit	\$ -	÷	0.00

Parts Employee Productivity YTD

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ -	÷	0.00
Gross Profit	\$ -	÷	0.00
Expenses (Total)	\$ -	÷	0.00
Department Net Profit	\$ -	÷	0.00

=	Per Employee
=	\$0.00
=	\$0.00
=	\$0.00
=	\$0.00
=	\$0.00

=	Per Employee
=	\$0.00
=	\$0.00
=	\$0.00
=	\$0.00
=	\$0.00

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	-
Year To Date Parts & Accessories Gross	- \$	-
Subtotal = \$		-

Number of Months in Year	÷	0
Average Month Cost Of Sales =		#DIV/0!

Months' Supply Of Inventory

FINANCIAL STATEMENT

Inventory		\$	
Divided by Average Month Cost-of-Sales	÷		#DIV/0!
Equals Months' Supply	=		0.0

MANAGEMENT REPORT

Inventory			
Divided by Average Month Cost-Of Sales	÷		#DIV/0!
Equals Months' Supply	=		0.0

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.

$$\begin{array}{rcccl} \$ & & & & \\ \hline & - & + & = & \$ & - \\ \hline \text{Cost of Parts Sold (Sales - Gross)} & & \text{Cost of Lost Sales} & & \text{Total Sales Demand} \end{array}$$

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		\$	-
Emergency Purchases	-		
Lost Sales	-	\$	-
		Subtotal =	\$ -
Total Demand ÷	\$	-	
		Level of Service =	0.00%

Gross Turn

Annualized Cost-Of Sales ÷ Inventory

$$\begin{array}{rcccl} \$ & - & & - & = & \$ & - \\ \text{YTD Sales} & & & \text{YTD Gross} & & \text{YTD COS} \end{array}$$

$$\begin{array}{rcccl} \$ & - & & \div & = & \$0.00 \\ \text{YTD COS} & & & \text{\# of Months} & & \text{Average Month} \\ & & & & & \text{Cost-Of-Sales} \end{array}$$

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



True Turn

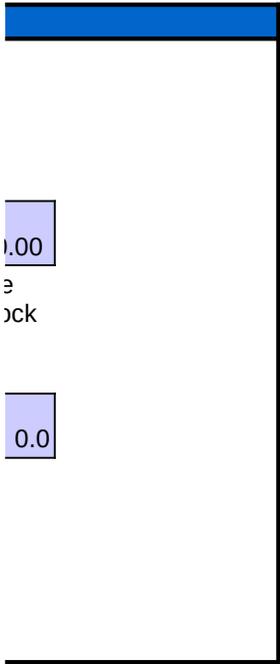
Annualized Stock Purchases ÷ Inventory

$$\begin{array}{ccc} \boxed{} & \div & \boxed{0} = \boxed{\$0} \\ \text{YTD Stock Purchases} & & \text{\# of Months} & & \text{Average} \\ & & & & \text{Month Stc} \end{array}$$

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

**If the true
than the "!**

THE BEST SOURCE FOR THIS VALUE IS FROM YOUR FACTORY



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	
Minus	
Dollar value of packing lists for parts received, but not invoiced	
Dollar Value of bulk oil, gear lube, trans fluid in stock	
Plus	
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	
Plus / Minus	
Other Adjustments (shortage claims, damage, etc.)	
Total Inventory	
Inventory Per Financial Statement	
Difference	\$ -

#DIV/0!