

Sales Distribution MTD		
Category	Sales	% Of Total
Retail Counter	\$ 121,662	53.73%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 52,367	23.13%
Warranty	\$ 39,762	17.56%
Internal	\$ 12,630	5.58%
Body Shop	\$ -	0.00%
Total Department (MTD)	\$ 226,421	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Retail Counter	\$ 292,144	45.75%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 188,279	29.49%
Warranty	\$ 75,489	11.82%
Internal	\$ 82,618	12.94%
Body Shop	\$ -	0.00%
Total Department (YTD)	\$ 638,530	100.00%

Inside Vs Outside	
Inside Sales	54%
Outside Sales	46%
Total	100%

Gross Profit Contribution MTD		
Category	Gross	% of Total
Retail Counter	\$ 30,150	51.80%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 16,699	28.69%
Warranty	\$ 8,113	13.94%
Internal	\$ 3,247	5.58%
Body Shop	\$ -	0.00%
Total Department (MTD)	\$ 58,209	100.00%

Gross Profit Contribution YTD		
Category	Gross	% of Total
Retail Counter	\$ 73,716	45.03%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 53,241	32.53%
Warranty	\$ 15,483	9.46%
Internal	\$ 21,249	12.98%
Body Shop	\$ -	0.00%
Total Department (YTD)	\$ 163,689	100.00%

% of Sales	Profile %
24.78%	30.00 %
#DIV/0!	24.00 %
31.89%	32.00 %
20.40%	22-24 %
25.71%	32.00 %
#DIV/0!	30.00 %
25.71%	30.00 %

Expense

% of Sales	Profile%
25.23%	30.00 %
#DIV/0!	24.00 %
28.28%	32.00 %
20.51%	22-24 %
25.72%	32.00 %
#DIV/0!	30.00 %
25.64%	30.00 %

Expense

PARTS DEPARTMENT - PROFORMA CALCULATION

	Retail Counter	Serv Dealer/Wholesale	Serv Dept Customer	Warranty	Internal	Body Shop	TOTAL
YTD Sales	\$ 292,144	\$ -	\$ 188,279	\$ 75,489	\$ 82,618	\$ -	\$638,530.00
YTD Gross Profit	\$ 73,716	\$ -	\$ 53,241	\$ 15,483	\$ 21,249	\$ -	\$163,689.00
YTD Cost of Sales	\$218,428.00	\$0.00	\$135,038.00	\$60,006.00	\$61,369.00	\$0.00	\$474,841.00
NEW Mark-Up Factor	1.43	1.32	1.47	1.30	1.47	1.43	1.40
Desired Gross %	30.00	24.00	32.00	23.00	32.00	30.00	30.00
NEW YTD Sales	\$312,040.00	\$0.00	\$198,585.29	\$77,929.87	\$90,248.53	\$0.00	\$678,803.69
OLD YTD Sales	\$292,144.00	\$0.00	\$188,279.00	\$75,489.00	\$82,618.00	\$0.00	\$638,530.00
Additional Gross Profit	\$19,896.00	\$0.00	\$10,306.29	\$2,440.87	\$7,630.53	\$0.00	\$40,273.69

CLASS 7-8 DEALERSHIP PROFIT CENTERING

Expense Category	Dollar Amount	% of Gross
Dept. Gross (YTD)		
Personnel Expense		0.00%
Semi-Fixed Expense		0.00%
Fixed Expense		0.00%
	\$ -	0.00%
Total Expenses (YTD)	\$ -	0.00%
Net Profit	\$ -	0.00%

Profile
42.00 %
15.00 %
13.00 %
%
70.00 %
30.00 %

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)	0
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 I		
Category	Dollar Amount	÷
Sales (Total)		÷
Gross Profit		÷
Cost of Sales	0	÷
Expenses (Total)		÷
Department Net Profit	\$ -	÷

Parts Employee Productivity		
Category	Dollar Amount	÷
Sales (Total)		÷
Gross Profit		÷
Cost of Sales	0	÷
Expenses (Total)		÷
Department Net Profit	\$ -	÷

MTD		
# Employees	=	Per Employee
	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00

YTD		
# Employees	=	Per Employee
0.00	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00
0.00	=	\$0.00

Inventory Turns	
Parts Sales (MTD)	
Parts Gross Profit (MTD)	
Cost of Sales	0
Annualized Cost of Sales	0
FS Parts Inventory Dollars (Include Cores)	
Gross Inventory Turns	#DIV/0!
Cost of Sales	0
Customer Orders and Backorders	
Emergency Purchases	
FS Parts Inventory Dollars (Include Cores)	0
True Inventory Turns	#DIV/0!

Inventory Gross Profit Efficiency	
Parts Dept Gross Profit (YTD)	
Statement Month (example: May= 5)	
Annualized Gross Profit Dollars	#DIV/0!
Financial Statement Parts Inventory Value	
Gross Return on Investment	#DIV/0!

Inventory Operating Profit Efficiency	
Parts Dept Operating Income (YTD)	
Statement Month (example: May= 5)	0
Annualized Operating Profit	#DIV/0!
Financial Statement Parts Inventory Value	0
Net Return on Investment	#DIV/0!

Fill Rate From Inventory	
Gross Sales in Pieces	
Return Sales in Pieces	
Pieces Sold	0
Lost Sale Transactions (Pieces)	
Total Demand Pieces	0
Pieces Sold	0
Customer Orders and B/O Pieces	
Emergency Purchases in Pieces	
Parts Sold From Inventory	0
Total Demand Pieces	0
First Time Fill Rate from Inventory (Pieces)	#DIV/0!

Lost Sales Potential Calculator	
Desired Number of Lost Sale Transactions	
Number of Working Days (Avg Month)	
Number of Counter Personnel	
Estimated Lost Sales Transactions per month	0

Lost Sales Transactions Per Counter person per Day	
Actual Lost Sale Transactions (MTD)	
Number of Counter Personnel	0
Number of Working Days (Avg Month)	\$ -
Recorded Lost Sales per Person per Day	#DIV/0!

Excess Inventory	
Average Month Cost of Sales	#DIV/0!
Month Supply Guide (1.5-2)	
Target Inventory	#DIV/0!
Actual Inventory	
Target Inventory	#DIV/0!
Excess Inventory	#DIV/0!
Floor Plan Rate	
Carrying Cost of Excess Inventory	#DIV/0!