

Sales Distribution MTD		
Category	Sales	% Of Total
Retail Counter	\$ 1,474,927	76.45%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 249,061	12.91%
Warranty	\$ 157,773	8.18%
Internal	\$ 47,494	2.46%
Body Shop	\$ -	0.00%
Total Department (MTD)	\$ 1,929,255	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Retail Counter	\$ 3,649,365	73.36%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 688,862	13.85%
Warranty	\$ 508,767	10.23%
Internal	\$ 127,626	2.57%
Body Shop	\$ -	0.00%
Total Department (YTD)	\$ 4,974,620	100.00%

Inside Vs Outside	
Inside Sales	27%
Outside Sales	73%
Total	100%

Gross Profit Contribution MTD		
Category	Gross	% of Total
Retail Counter	\$ 330,406	72.42%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 75,860	16.63%
Warranty	\$ 35,206	7.72%
Internal	\$ 14,776	3.24%
Body Shop	\$ -	0.00%
Total Department (MTD)	\$ 456,248	100.00%

Gross Profit Contribution YTD		
Category	Gross	% of Total
Retail Counter	\$ 801,979	69.26%
Service Dealer/Wholesale	\$ -	0.00%
Service Department Customer	\$ 194,321	16.78%
Warranty	\$ 122,686	10.59%
Internal	\$ 39,016	3.37%
Body Shop	\$ -	0.00%
Total Department (YTD)	\$ 1,158,002	100.00%

% of Sales	Profile %
22.40%	30.00 %
#DIV/0!	24.00 %
30.46%	32.00 %
22.31%	22-24 %
31.11%	32.00 %
#DIV/0!	30.00 %
23.65%	30.00 %

Expense

% of Sales	Profile%
21.98%	30.00 %
#DIV/0!	24.00 %
28.21%	32.00 %
24.11%	22-24 %
30.57%	32.00 %
#DIV/0!	30.00 %
23.28%	30.00 %

Expense

PARTS DEPARTMENT - PROFORMA CALCULATION

	Retail Counter	Serv Dealer/Wholesale	Serv Dept Customer	Warranty	Internal	Body Shop	TOTAL
YTD Sales	\$ 3,649,365	\$ -	\$ 688,862	\$ 508,767	\$ 127,626	\$ -	\$4,974,620.00
YTD Gross Profit	\$ 801,979	\$ -	\$ 194,321	\$ 122,686	\$ 39,016	\$ -	\$1,158,002.00
YTD Cost of Sales	\$2,847,386.00	\$0.00	\$494,541.00	\$386,081.00	\$88,610.00	\$0.00	\$3,816,618.00
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	\$4,067,694.29	\$0.00	\$727,266.18	\$501,403.90	\$130,308.82	\$0.00	\$5,426,673.18
OLD YTD Sales	\$3,649,365.00	\$0.00	\$688,862.00	\$508,767.00	\$127,626.00	\$0.00	\$4,974,620.00
Additional Gross Profit	\$418,329.29	\$0.00	\$38,404.18	\$0.00	\$2,682.82	\$0.00	\$459,416.29

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!