Sales Distribution MTD			
Category	**Sales**		**% Of Total**
Repair Order	$	362,684	35.14%
Repair Order B.S.	$	-	0.00%
Counter Retail	$	30,074	2.91%
Warranty	$	218,451	21.17%
Internal	$	61,772	5.99%
Wholesale	$	359,042	34.79%
Accessories			0.00%
Quick Service			0.00%
Total Department (MTD)	$	1,032,023	100.00%

Sales Distribution YTD			
Category	**Sales**		**% Of Total**
Repair Order	$	913,969	32.22%
Repair Order B.S.	$	-	0.00%
Counter Retail	$	129,176	4.55%
Warranty	$	619,203	21.83%
Internal	$	183,946	6.48%
Wholesale	$	990,640	34.92%
Accessories			0.00%
Quick Service			0.00%
Total Department (MTD)	$	2,836,934	100.00%

Inside Vs Outside	
Inside Sales	61%
Outside Sales	39%
Total	100%

Gross Profit Contribution MTD				
Category	**Gross**	**% of Total**	**% of Sales**	**YOUR BOC**
Repair Order	$ 150,716	45.73%	41.56%	
Repair Order B.S.	$ -	0.00%	#DIV/0!	
Counter Retail	$ 8,758	2.66%	29.12%	
Warranty	$ 116,206	35.26%	53.20%	
Internal	$ 9,039	2.74%	14.63%	
Wholesale	$ 44,867	13.61%	12.50%	
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
Total Department (MTD)	$ 329,586	100.00%	31.94%	

Gross Profit Contribution YTD				
Category	**Gross**	**% of Total**	**% of Sales**	**YOUR BOC**
Repair Order	$ 389,216	43.78%	42.59%	
Repair Order B.S.	$ -	0.00%	#DIV/0!	
Counter Retail	$ 32,044	3.60%	24.81%	
Warranty	$ 312,411	35.14%	50.45%	
Internal	$ 28,417	3.20%	15.45%	
Wholesale	$ 126,939	14.28%	12.81%	
Accessories	$ -	0.00%	#DIV/0!	
Quick Service	$ -	0.00%	#DIV/0!	
Total Department (MTD)	$ 889,027	100.00%	31.34%	

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 %

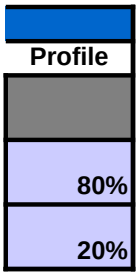
PARTS DEPARTMENT - PROFORMA CALC

		Repair Order Mechanical	Body Shop	Counter Retail	Internal (new/used)
YTD Sales		$ 913,969	$ -	$ 129,176	$ 183,946
YTD Gross Profit		$ 389,216	$ -	$ 32,044	$ 28,417
YTD Cost of Sales		$524,753.00	$0.00	$97,132.00	$155,529.00
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		$889,411.86	$0.00	$164,630.51	$263,608.47
OLD YTD Sales		$913,969.00	$0.00	$129,176.00	$183,946.00
Additional Gross Profit		$0.00	$0.00	$35,454.51	$79,662.47

CULATION

Wholesale	Warranty	TOTAL
$ 990,640	$ 619,203	$2,836,934.00
$ 126,939	$ 312,411	$889,027.00
$863,701.00	$306,792.00	$1,947,907.00
1.33	**1.39**	**1.52**
25.00	28.00	**33.50**
$1,151,601.33	$426,100.00	$2,895,352.18
$990,640.00	$619,203.00	$2,836,934.00
$160,961.33	$0.00	**$276,078.32**

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

=	Per Employee
=	$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

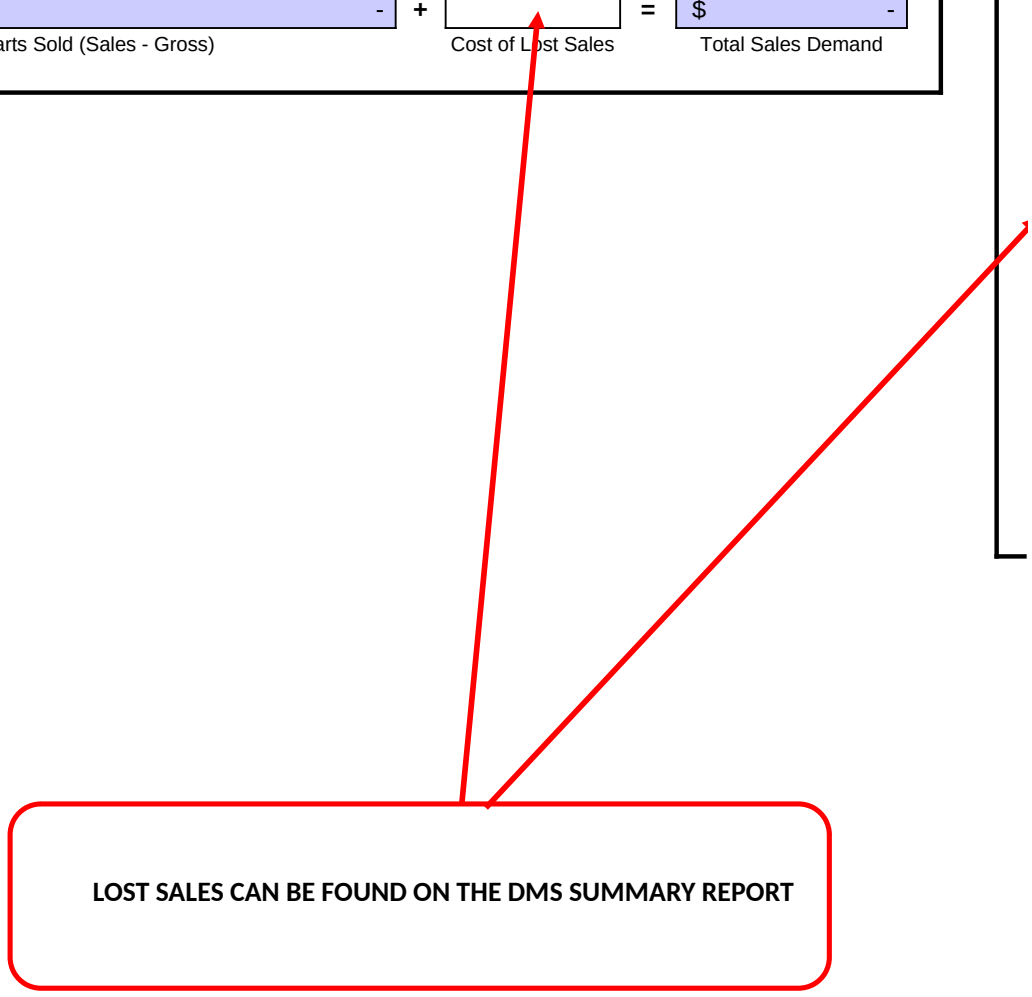
MANAGEMENT REPORT

Inventory		
Divided by Average MonthCost-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.

$ -	+		=	$ -
Cost of Parts Sold (Sales - Gross)		Cost of Lost Sales		Total Sales Demand



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

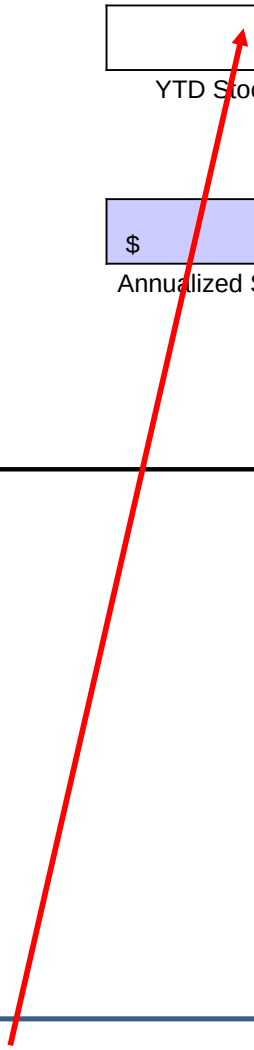
$ -	-	$ -	=	$ -	
YTD Sales		YTD Gross		YTD COS	
$ -	÷	0	=	$0.00	
YTD COS		# of Months		Average Month Cost-Of-Sales	
$ -	÷	$ -	=	0.0	
Annualized Cost-Of-Sales		Parts Inventory (W/O LIFO adj.)		Gross Turns	

True Turn

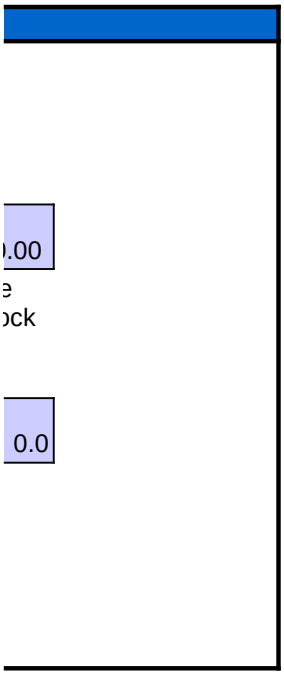
Annualized Stock Purchases ÷ Inventory

	YTD Stock Purchases	÷	0 # of Months	=	$0 Average Month Stc
$ -	Annualized Stock Purchases	÷	$ - Parts Inventory (W/O LIFO adj.)	=	True Turns

**If the true
than the "S**



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!