

# Parts Performance Report

Jul 1, 2022 – Jul 31, 2022

## Key Business Metrics

Part Level of Service Percentage **99.59**      Fill rate Percentage **92.03**      Parts with no sale in last 9 months **\$120,356.54**      Emergency Purchases **-**

Lost sales  
**\$2,310.81**

## Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$) ⓘ	GP%
Repair Order	910,348.06	836.99	40.11	909,511.07	268531.65	29.50
Wholesale	273,013.31	5,055.27	23.88	267,958.04	46215.48	16.93
Internal	4,108.29	4,674.05	5.15	-565.76	1030.37	25.08
Retail	35,201.63	1,745.36	43.4	33,456.27	10129.75	28.78
<b>Total</b>	<b>1,222,671.29</b>	<b>12,311.67</b>	<b>20.64</b>	<b>1,210,359.62</b>	<b>325907.25</b>	<b>26.66</b>
Lost Sales	2,310.81	0	0	0	0	-
<b>Total Demand</b>	<b>1,220,360.48</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>-</b>

## Sales by Type

Sales Item	MTD					MTD Pacing				Jun 2022 (Last Month)		Jul 2021 (Month Last Year)			YTD		
	Orders	Pieces	Value (\$)	%age by value of total sales	GP(%)	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales	Pieces	Value (\$)	%age by value of total sales
Retail	181	371	35,201.63	2.82	0.4	1855	176,008.15	2.82	188	16,807.27	2.82	0	0	0	1131	269,555.41	5.85
ROs	1464	12766	934,619.87	74.95	0.4	63830	4,673,099.35	74.95	5597	325,548.45	54.61	0	0	0	5160	3,021,444.75	65.95
Internal	25	47	4,108.29	0.33	0.33	235	20,541.45	0.33	48	1,136.95	0.19	0	0	0	86	12,446.94	0.27
Wholesale	458	1453	273,013.31	21.89	0.2	7265	1,365,066.55	21.89	1404	252,589.09	42.37	0	0	0	2063	1,274,896.45	27.85
<b>Total</b>	<b>2128</b>	<b>14637</b>	<b>1,246,943.1</b>	<b>135.4</b>	<b>-</b>	<b>73185</b>	<b>6,234,715.5</b>	<b>0</b>	<b>7237</b>	<b>596,081.76</b>	<b>127.42</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8440</b>	<b>4,578,343.55</b>	<b>132.26</b>
Returns	47	80	12,311.67	0.99	0.26	400	61,558.35	0.99	38	6,287.79	1.05	0	0	0	323	122,419.13	2.67
<b>Net</b>	<b>2081</b>	<b>14557</b>	<b>1,234,631.43</b>	<b>99.01</b>	<b>-</b>	<b>72785</b>	<b>6,173,157.15</b>	<b>99.01</b>	<b>7199</b>	<b>589,793.97</b>	<b>98.95</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>8117</b>	<b>4,455,924.42</b>	<b>97.33</b>

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## Sales by Stock Type

Stock Item	MTD				MTD Pacing		Jun 2022 (Last Month)		Jul 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sale from Stock	1990	12060	901,919	75	389	29,094.16	6420	479,178	4796	195,007	8067	3,434,683	6158	2,025,490
Sale by SOR	312	940	168,557	14	30	5,437.32	353	62,068	297	52,760	1131	569,358	930	341,614
In-out sale	263	1414	136,530	11	45	4,404.19	386	40,186	739	57,556	814	444,370	763	342,747
<b>Total</b>	<b>2565</b>	<b>14414</b>	<b>1,207,006</b>	<b>0</b>	<b>464</b>	<b>38,935.68</b>	<b>7159</b>	<b>581,432</b>	<b>5832</b>	<b>305,323</b>	<b>10012</b>	<b>4,448,411</b>	<b>7851</b>	<b>2,709,851</b>
Lost sale	12	59	2,310	0	1	74.52	14	359	39	775	42	6,199	71	5,023
Unusual sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0

## Sales by Source Code

Source Code	MTD			MTD Pacing		Jun 2022 (Last Month)		Jul 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
100	679	1430	223,408.16	7150	1,117,040.8	463	67,607.2	315	55,057.55	2173	653,213.36	2173	653,213.36
109	8	11	1,000.08	55	5,000.4	3	216.25	8	1,311.97	28	3,393.02	28	3,393.02
103	53	91	27,055.95	455	135,279.75	46	12,569.29	30	7,775.83	171	76,367.17	171	76,367.17
995	0	0	0	0	0	0	0	0	0	0	0	0	0
500	15	35	55,797.8	175	278,989	13	13,946.46	4	5,591.84	211	243,008.18	211	243,008.18
104	98	277	25,452.74	1385	127,263.7	80	5,622.76	128	10,098.03	373	83,891.84	373	83,891.84
501	153	836	444,120.26	4180	2,220,601.3	989	305,673.11	175	95,263.4	1475	1,913,448.81	1475	1,913,448.81
105	1	1	1,257.9	5	6,289.5	1	174.91	0	0	15	12,826.2	15	12,826.2
700	57	867	75,555.44	4335	377,777.2	152	14,277.82	511	44,969.81	167	222,516.21	167	222,516.21
Deleted													
Inactive	1	0	0	0	0	0	0	0	0	2	0	2	0
997	0	0	0	0	0	0	0	5	1,408.7	0	0	0	0
106	935	6506	40,747.82	32529	203,739.1	3032	17,447.85	3212	23,395.03	3255	132,039.11	3255	132,039.11
107	49	66	19,919.58	330	99,597.9	22	8,424.23	31	5,954.29	178	71,452.77	178	71,452.77

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## Sales by Source Code

Source Code	MTD		MTD Pacing		Jun 2022 (Last Month)		Jul 2021 (Month Last Year)		YTD		2021 (Last Year YTD)		
Category	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
108	60	199	50,758.23	994	253,791.15	100	22,289.92	105	19,478.73	213	160,521.77	213	160,521.77
101	1214	3312	165,092.18	16560	825,460.9	1945	81,823.97	1549	59,742.38	4482	578,410.58	4482	578,410.58
900	247	884	68,770.31	4420	343,851.55	324	23,203.17	524	20,817.79	905	187,313.44	905	187,313.44
102	9	11	4,770.92	55	23,854.6	3	1,130.75	8	1,332.65	27	11,923.16	27	11,923.16
999	11	31	6,828.06	155	34,140.3	26	7,093.28	19	3,561	52	32,569.3	52	32,569.3
<b>Total</b>	<b>2141</b>	<b>14557</b>	<b>1,210,535.43</b>	<b>72783</b>	<b>6,052,677.15</b>	<b>7199</b>	<b>581,500.97</b>	<b>6624</b>	<b>356,759</b>	<b>0</b>	<b>4,382,894.92</b>	<b>0</b>	<b>4,382,894.92</b>

## SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	100	682	295,160.42	63.91
Invoiced	168	434	99,043.09	21.45
Submitted	0	0	0	0
Filled	80	378	66,529.34	14.41
Partially Filled	5	15	1,046.25	0.23
Reopened	3	3	41	0.01
<b>Total</b>	<b>356</b>	<b>1512</b>	<b>461,820.1</b>	<b>100</b>

## WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	228	381	48,855.84	54.19
RO	390	638	41,308.68	45.81
<b>Total</b>	<b>618</b>	<b>1019</b>	<b>90,164.52</b>	<b>100</b>

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## Purchases by Type

Purchases	MTD		MTD Pacing		Jun 2022 (Last Month)		Jul 2021 (Month Last Year)		YTD		2021 (Last Year YTD)			
Category	Orders	Pieces	Value (\$)	%age by value of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)		
Non OEM Stock Order	174	307	36,246.07	12.75	1535	181,230.35	134	74,179.47	170	11,511.12	585	104,959.65	460	74,179.47
RIM/ASR Orders	40	3077	76,937.48	27.07	15385	384,687.4	849	-	-	-	154	241,540.66	-	-
OEM Special Order	161	1293	117,186.74	41.24	6465	585,933.7	735	-	-	-	592	454,346.97	-	-
OEM stock order	4	69	1,731.12	0.61	345	8,655.6	24	-	-	-	9	6,162.18	-	-
Misc Order	133	0	19,606.62	6.9	0	98,033.1	0	47,380.43	0	9,868.42	537	83,473.21	492	47,380.43
Sublet Orders	320	0	32,028.34	11.27	0	160,141.7	0	31,609.61	0	3,360.17	1050	98,179.62	658	31,609.61
<b>Total</b>	<b>836</b>	<b>4750</b>	<b>284,186.2</b>	<b>-</b>	<b>23750</b>	<b>1,420,931</b>	<b>1746</b>	<b>153,169.51</b>	<b>170</b>	<b>24,739.71</b>	<b>2951</b>	<b>992,528.56</b>	<b>1610</b>	<b>153,169.51</b>
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net</b>	<b>836</b>	<b>4750</b>	<b>284,186.2</b>	<b>-</b>	<b>23750</b>	<b>1,420,931</b>	<b>1746</b>	<b>153,169.51</b>	<b>170</b>	<b>24,739.71</b>	<b>2951</b>	<b>992,528.56</b>	<b>1610</b>	<b>153,169.51</b>

## Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	108	4887	223,598.46	2.12
Received	2280	60591	9,626,876.35	91.23
Submitted	6441	1178	702,099.58	6.65
<b>Total</b>	<b>8829</b>	<b>66656</b>	<b>10,552,574.39</b>	<b>100</b>

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## Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Ordered	62	77	9,766.21	10.57
Received	321	589	50,605.89	54.77
Requested	8	24	405.05	0.44
Partially Received	26	149	31,627.49	34.23
Total	417	839	92,404.64	100

## Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	13	36	962.96	1.06
5-25 days	55	99	14,519.95	15.95
>25	349	695	75,564.59	82.99
Total	417	830	91,047.5	100

## Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Received	6375	114254	11,918,081.17	98.11
Partially Received	108	4887	223,598.46	1.84
Pending	30	79	6,036.7	0.05
Total	6513	119220	12,147,716.33	100

## Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	35	54	3,007.59	3.3
Not Paid	389	776	88,039.91	96.7
Total	424	830	91,047.5	100

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## Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Misc. Core Return	3	16	402.72	0.49
11 - CSO Returns	8	10	8,332.97	10.11
01 - Monthly Returns	12	1027	28,022.14	34
RIM Returns	24	1378	45,662.76	55.4
Total	47	2431	82,420.59	100

## Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	30	395	4,249.43	0.8
Negative Adjustments	40	383	-7,388.65	-1.4
Parts Returns	149	388	-19,876.88	-3.8
Core Returns	0	0	0	0
Part Appreciation/Depreciation	141	371	1,011.58	0.2
Core Appreciation/Depreciation	0	0	0	0
Manual Update	44	4127	-33,036.09	-6.2
Purchased parts	1019	4202	265,458.94	50.2
Sold parts	1189	6074	318,699.88	60.2
Total	2612	15940	529,118.21	100

## Monthly Inventory Change

Category	Value (\$)
Opening Inventory	3,534,252.37
Closing Inventory	3,497,562.05
Percent change	-1%

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## Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Non-stocking parts	1163	6338	423,370.71	12.1
Stocking parts	1229	20112	2,873,349.93	82
Phased out parts	977	3038	206,304.88	5.9
<b>Total</b>	<b>3369</b>	<b>29488</b>	<b>3,503,025.52</b>	<b>100</b>

## Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	17	1	650.56
OEM parts with no master update	6	4034	18,447.97
Parts with multiple bins	2	1	414.75
<b>Total</b>	<b>25</b>	<b>4036</b>	<b>19,513.28</b>

## Inventory by age

Category	Sales						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Never Sold	15,617.07	5,401.56	3,268.12	1,707.5	1,076.65	8,169.97	35,240.87
0-3 months	25,299.77	1,236,554.56	1,265,596.74	8,899.19	1,658.23	24,740.23	2,562,748.72
4-6 months	2,336.79	11,845.66	184,653.8	4,294.69	2,491.79	1,634.08	207,256.81
7-9 months	8,049.72	3,558.35	237,327.59	22,261.58	5,697.98	11,762.97	288,658.19
10-12 months	2,547.67	427.85	7,296.14	10,611.78	12,212.51	2,398.38	35,494.33
Greater than 12 months	36,065.03	1,200	1,318.94	1,140.4	3,108.27	48,821.98	91,654.62
<b>Total</b>	<b>89,916.05</b>	<b>1,258,987.98</b>	<b>1,699,461.33</b>	<b>48,915.14</b>	<b>26,245.43</b>	<b>97,527.61</b>	<b>3,221,053.54</b>

## Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	597	73,963.32	2.3
101	1449	115,990.93	3.6

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## Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
102	12	2,759.23	0.1
103	60	13,035.09	0.4
104	166	17,582.76	0.5
105	2	565.82	0
106	32	25,797.34	0.8
107	46	9,988.75	0.3
108	13	11,109.88	0.3
109	5	584.99	0
500	178	449,662.22	14
501	747	2,486,562.94	77.2
700	9	2,470.91	0.1
900	90	10,979.36	0.3
<b>Total</b>	<b>3406</b>	<b>3,221,053.54</b>	<b>100</b>

## Employee Insights

Employee Name	Net Cost (\$)	Net Sale (\$)	Total Return (\$)	Gross Profit (\$)	Gross Profit Margin (%)	Total Internal Sale (\$)	Total Internal Sale Margin (%)	Total Retail Sale (\$)	Total Retail Sale Margin (%)	Total Wholesale (\$)	Total Wholesale Margin (%)	Total RO Part Sale (\$)	Total RO Part Sale Margin (%)
Pierre Faucher	74,659.36	89,297.43	620.25	14,638.07	16.39	0	0	324.02	33.79	47,376.29	15.95	41,597.12	16.76
Bob Bernard	187.05	233.75	0	46.7	19.98	0	0	0	0	0	0	233.75	19.98
Dan Chapman	24,212.2	35,042.14	570.98	10,829.94	30.91	0	0	1,247.29	23.31	7,783.07	16.29	26,011.78	35.64
Dave Luczek	5,467.76	7,446.64	0	1,978.88	26.57	0	0	0	0	0	0	7,446.64	26.57
Anthony Disanto	-119.37	-131.31	131.31	-11.94	9.09	0	0	-131.31	9.09	0	0	0	0
Eric Strout	89,045.31	142,925.31	1,244.46	53,880	37.7	645.52	22.52	3,859.6	19.86	13,991.56	21.58	124,428.63	40.14
Kyle Salway	25,508.37	37,070.34	1,753.87	11,561.97	31.19	408.5	30.07	1,996.2	30.93	537.24	17.39	34,128.4	31.43
Collin Gallant	22,348.1	30,051.42	0	7,703.32	25.63	0	0	0	0	0	0	30,051.42	25.63
Steven Farley	74,781.07	96,347.07	1,084.18	21,566	22.38	176.95	32.55	6,587.36	25.35	23,873.15	19.16	65,709.61	23.23