

# Parts Performance Report

Sep 1, 2022 – Sep 30, 2022

## Key Business Metrics

Part Level of Service Percentage  
**99.93**

Fill rate Percentage  
**95.9**

Parts with no sale in last 9 months  
**\$169,102.81**

Emergency Purchases  
-

Lost sales  
**\$2,131.43**

## Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$) ⓘ	GP%
Repair Order	640,455.15	1,756.48	21.5	638,698.67	217,451.03	33.95
Wholesale	6,779.96	260.68	11.89	6,519.28	1,358.97	20.04
Internal	10,489.82	282.75	23.08	10,207.07	2,543.55	24.25
Retail	49,760.25	3,031.14	37.61	46,729.11	12,925.72	25.98
Total	707,485.18	5,331.05	30.28	702,154.13	23,427.27	33.11
Lost Sales	2,131.43	0	0	0	0	-
Total Demand	705,353.75	0	0	0	-	-

## Sales by Type

Sales Item	MTD			MTD Pacing			Aug 2022 (Last Month)			Sep 2021 (Month Last Year)			YTD		
	Orders	Pieces	Value (\$)	GP(%)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	
Retail	269	810	50,187.75	7.05	896	55,565.01	335	20,142.88	-	0	-	1307	202,090.31		
ROs	2667	30479	644,177.65	90.48	33744	713,196.68	22626	484,731.94	-	0	-	14901	3,737,216.53		
Internal	43	76	10,489.82	1.47	84	11,613.73	25	3,378.96	-	0	-	153	31,167.87		
Wholesale	44	103	7,104.96	1	114	7,866.21	20	2,078.78	-	0	-	168	29,326.73		
Total	3023	31468	711,960.18	149.05	34838	788,241.63	23006	510,332.56	-	0	-	16529	3,999,801.44		
Returns	17	43	5,281.05	0.74	47	5,846.88	14	2,719.31	-	0	-	70	19,374.91		
Net	3006	31425	706,679.13	99.26	34791	782,394.75	22992	507,613.25	-	0	-	16459	3,980,426.53		

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## Sales by Stock Type

Stock Item		MTD			MTD Pacing		Aug 2022 (Last Month)		Sep 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
Category	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sale from Stock	2988	29409	424,524	60	980	14,150.8	21577	271,371	-	-	16365	2,224,244	-	-
Sale by SOR	469	1035	192,359	27	34	6,411.97	782	176,982	-	-	2892	1,220,597	-	-
In-out sale	279	998	91,797	13	33	3,059.9	636	54,239	-	-	1541	473,055	-	-
Total	3736	31442	708,680	0	1048	23,622.67	22995	502,592	-	-	20798	3,917,896	-	-
Lost sale	14	23	2,131	0	0	71.03	68	6,329	-	-	67	11,443	-	-
Unusual sale	0	0	0	0	0	0	0	0	-	-	0	0	-	-

## Sales by Source Code

Source Code	MTD			MTD Pacing		Aug 2022 (Last Month)		Sep 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
Category	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
3	1	1	75.48	1	83.57	0	0	0	0	4	269.84	4	269.84
43	1	1	44.31	1	49.06	4	875.16	0	0	41	9,793.81	41	9,793.81
92	37	61	2,936.82	67	3,251.48	47	3,481.54	0	0	410	80,419.97	410	80,419.97
100	2331	5617	407,628.35	6218	451,302.82	3693	321,658.97	0	0	12878	2,169,676.36	12878	2,169,676.36
41	0	0	0	0	0	0	0	0	0	2	590	2	590
25	183	414	87,587.76	458	96,972.16	219	48,810.48	0	0	948	457,401.55	948	457,401.55
27	43	73	3,406.36	80	3,771.33	56	2,888.79	0	0	271	23,876.85	271	23,876.85
10	103	183	15,099.9	202	16,717.75	95	10,875.49	0	0	642	84,738.28	642	84,738.28
23	26	46	1,039.92	50	1,151.34	22	487.3	0	0	110	3,918.65	110	3,918.65
1	384	881	34,535.79	975	38,236.05	655	19,527.27	0	0	2377	199,325.68	2377	199,325.68
14	2118	23264	111,434.83	25756	123,374.28	17640	68,315.22	0	0	12123	630,807.36	12123	630,807.36
20	22	39	5,741.26	43	6,356.4	23	3,715.93	0	0	200	52,550.68	200	52,550.68
13	24	28	1,663.28	31	1,841.49	12	625.57	0	0	94	5,797.35	94	5,797.35
12	9	16	551.56	17	610.66	1	12.25	0	0	35	1,955.11	35	1,955.11

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## Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Non-stocking parts	2128	6106	224,034.15	46.3
Stocking parts	1182	10082	181,197.84	37.4
Phased out parts	743	1382	79,049.37	16.3
<b>Total</b>	<b>4053</b>	<b>17570</b>	<b>484,281.36</b>	<b>100</b>

## Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	15	4065	2,823.11
Parts with multiple bins	1	11	931.04
<b>Total</b>	<b>16</b>	<b>4076</b>	<b>3754.15</b>

## Inventory by age

Category	Sales				Purchase (\$)			Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months		
Never Sold	39,572.54	14,108.44	2,369.98	7,016.21	1,567.46	0	64,634.63	
0-3 months	18,655.4	160,459.14	17,494.39	4,267.29	4,055.61	0	204,931.83	
4-6 months	3,480.33	5,082.15	24,885.57	832.73	914.91	0	35,195.69	
7-9 months	7,478.75	8,591.95	2,788.12	24,567.15	3,388.96	0	46,814.93	
10-12 months	17,470.98	898.5	224.14	1,035.65	7,649.65	0	27,278.92	
Greater than 12 months	113,018.38	2,088.51	874.87	1,368.55	1,187.16	0	118,537.47	
<b>Total</b>	<b>199,676.38</b>	<b>191,228.69</b>	<b>48,637.07</b>	<b>39,087.58</b>	<b>18,763.75</b>	<b>0</b>	<b>497,393.47</b>	

## Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
1	462	37,560	7.6
10	406	34,044.6	6.8