

# Parts Performance Report

Oct 1, 2022 – Oct 31, 2022

## Key Business Metrics

Part Level of Service Percentage 100	Fill rate Percentage 94.31	Parts with no sale in last 9 months \$29,208.48	Emergency Purchases -
Lost sales \$0.00			

## Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%age)	Net Sale Value (\$)	Gross Profit (\$) ⓘ	GP%
Repair Order	157,215.85	0	0	157,215.85	64409.49	40.97
Wholesale	52,601.44	1,667.33	15.24	50,934.11	7025.63	13.36
Internal	13,570.56	319.91	20.57	13,250.65	2486.19	18.32
Retail	18,070.84	1,037.66	21.36	17,033.18	3391.8	18.77
<b>Total</b>	<b>241,458.69</b>	<b>3,024.9</b>	<b>17.9</b>	<b>238,433.79</b>	<b>77313.11</b>	<b>32.02</b>
Lost Sales	0	0	0	0	0	-
Total Demand	241,458.69	0	0	0	-	-

## Sales by Type

Sales Item		MTD				MTD Pacing				Sep 2022 (Last Month)			Oct 2021 (Month Last Year)			YTD		
Category	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	340	867	28,543.76	7.69	0.23	1238	40,776.8	7.69	523	19,788.52	4.76	0	0	0	1941	189,059.59	5.41	
ROs	960	35514	234,901.37	63.32	0.7	50734	335,573.39	63.32	34074	307,653.45	73.95	0	0	0	7152	2,468,791.85	71.52	
Internal	79	1368	16,414.99	4.42	0.21	1954	23,449.99	4.42	667	15,947.81	3.83	0	0	0	749	154,104.73	4.42	
Wholesale	351	1136	91,104.17	24.56	0.14	1622	130,148.81	24.56	920	72,611.62	17.45	0	0	0	2424	639,413.19	18.52	
<b>Total</b>	<b>1730</b>	<b>38885</b>	<b>370,964.29</b>	<b>145.84</b>	<b>-</b>	<b>55548</b>	<b>529,948.99</b>	<b>0</b>	<b>36184</b>	<b>416,001.4</b>	<b>157.11</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12266</b>	<b>3,451,369.36</b>	<b>156.22</b>	
Returns	42	100	4,486.55	1.21	0.18	142	6,409.36	1.21	129	6,491.4	1.56	0	0	0	367	53,560.87	1.52	
Net	1688	38785	366,477.74	98.79	-	55406	523,539.63	98.79	36055	409,510	98.44	0	0	0	11899	3,397,808.49	98.42	

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## Sales by Stock Type

Stock Item	MTD			MTD Pacing		Sep 2022 (Last Month)		Oct 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	1678	37236	231,673		68	1201	7,473.32	34187	195,566	28477	173,906	11910	1,836,226	10722	1,640,950
Sale by SOR	475	1226	106,049		31	39	3,420.94	1445	182,495	1091	128,669	3721	1,322,690	3704	1,160,042
In-out sale	4	9	1,400		0	0	45.16	34	21,113	1334	7,745	99	91,375	59	27,433
<b>Total</b>	<b>2157</b>	<b>38471</b>	<b>339,122</b>		<b>0</b>	<b>1241</b>	<b>10,939.42</b>	<b>35666</b>	<b>399,174</b>	<b>30902</b>	<b>310,320</b>	<b>15730</b>	<b>3,250,291</b>	<b>14485</b>	<b>2,828,425</b>
Lost sale	0	0	0		0	0	0	6	5	1	57	11	6,507	21	4,691
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		Sep 2022 (Last Month)		Oct 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
Category	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
101	710	2350	21,371.37	3357	30,530.53	2436	17,557.29	2564	18,453.77	5193	201,362.69	5193	201,362.69
2	693	1709	45,906.66	2441	65,580.94	1323	31,560.07	1175	28,202.5	5003	313,948.33	5003	313,948.33
1	751	29383	54,684.3	41975	78,120.43	23829	42,357.28	21905	33,933.23	5339	362,714.64	5339	362,714.64
333	74	122	10,402.61	174	14,860.87	68	4,897.71	119	13,317.42	456	58,166.73	456	58,166.73
3	27	33	3,924.03	47	5,605.76	23	2,622.88	35	4,144.59	175	23,694.21	175	23,694.21
111	123	264	2,434.02	377	3,477.17	182	1,641.42	329	5,863.36	981	18,087.82	981	18,087.82
110													
Inactive	0	0	0	0	0	0	0	0	0	0	0	0	0
7	10	10	105.32	14	150.46	12	137.79	9	120.98	86	1,086.7	86	1,086.7
99	29	220	4,671.83	314	6,674.04	824	25,415.41	222	13,250.34	301	153,173.3	301	153,173.3
6	43	89	1,509.28	127	2,156.11	33	517.91	1341	1,157.52	255	8,333.93	255	8,333.93
4	282	536	27,583.04	765	39,404.34	570	30,238.77	427	21,700.74	1843	246,918	1843	246,918
8	20	1409	2,927.81	2012	4,182.59	3424	3,200.51	1173	4,272.67	191	27,960.83	191	27,960.83
103	195	299	22,266.01	427	31,808.59	406	15,607.81	516	26,246.16	1639	175,622.96	1639	175,622.96

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## Sales by Source Code

Source Code	MTD		MTD Pacing		Sep 2022 (Last Month)		Oct 2021 (Month Last Year)		YTD		2021 (Last Year YTD)		
Category	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
106	10	13	584.83	18	835.47	11	388.45	11	580.4	82	3,348.62	82	3,348.62
Deleted													
Inactive	34	0	0	0	0	0	0	0	0	258	39.84	258	39.84
104	649	1605	139,952.34	2292	199,931.91	1951	191,729.65	1542	151,866.69	4767	1,531,359.3	4767	1,531,359.3
334	58	194	8,692.29	277	12,417.56	129	9,511.95	220	8,071.59	396	74,683.67	396	74,683.67
102	153	449	8,832.35	641	12,617.64	510	6,365.98	578	7,692.82	1121	80,348.64	1121	80,348.64
9	71	100	8,529.65	142	12,185.21	324	19,029.12	40	14,957.69	724	88,185.28	724	88,185.28
Total	1738	38785	364,377.74	55400	520,539.62	36055	402,780	32206	353,832.47	0	3,369,035.49	0	3,369,035.49

## SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	893	4393	511,871.06	97.1
Invoiced	8	8	1,216.67	0.23
Submitted	0	0	0	0
Filled	23	437	6,270.47	1.19
Partially Filled	6	72	7,776.39	1.48
Reopened	0	0	0	0
Total	930	4910	527,134.59	100

## WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	107	409	4,364.14	5.58
RO	1440	6541	73,807.8	94.42
Total	1547	6950	78,171.94	100

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## Purchases by Type

Purchases	MTD				MTD Pacing		Sep 2022 (Last Month)		Oct 2021 (Month Last Year)		YTD		2021 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Non OEM Stock Order	80	1581	8,453.04	1.61	2258	12,075.77	467	51,548.05	282	3,125.51	532	67,679.97	496	51,548.05
RIM/ASR Orders	17	1275	7,828.71	1.49	1821	11,183.87	-	-	-	-	17	7,828.71	-	-
OEM Special Order	293	2546	224,398.28	42.7	3637	320,568.97	-	689,375.34	8633	689,375.34	1302	974,063.52	950	689,375.34
OEM stock order	156	63591	269,800.76	51.34	90844	385,429.66	-	672,234.66	193249	672,234.66	649	981,795.91	550	672,234.66
Misc Order	11	0	2,171.17	0.41	0	3,101.67	0	14,916.26	0	412.24	67	12,464.38	38	14,916.26
Sublet Orders	35	0	10,401.25	1.98	0	14,858.93	0	133,165.98	0	1,875	229	89,746.47	352	133,165.98
<b>Total</b>	<b>593</b>	<b>69993</b>	<b>525,483.21</b>	<b>-</b>	<b>99988</b>	<b>750,690.3</b>	<b>468</b>	<b>1,583,639.98</b>	<b>202210</b>	<b>1,368,164.3</b>	<b>2917</b>	<b>2,146,986.29</b>	<b>2695</b>	<b>1,583,639.98</b>
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net</b>	<b>593</b>	<b>69993</b>	<b>525,483.21</b>	<b>-</b>	<b>99988</b>	<b>750,690.3</b>	<b>468</b>	<b>1,583,639.98</b>	<b>202210</b>	<b>1,368,164.3</b>	<b>2917</b>	<b>2,146,986.29</b>	<b>2695</b>	<b>1,583,639.98</b>

## Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	99	6393	237,874.31	46.4
Received	240	36391	155,139.99	30.26
Submitted	167	1134	60,231.34	11.75
Pre-invoiced	152	320	59,390.33	11.59
<b>Total</b>	<b>658</b>	<b>44238</b>	<b>512,635.97</b>	<b>100</b>

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## Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Ordered	43	55	13,060.66	8.34
Received	423	1012	101,428.9	64.74
Requested	22	39	6,194.89	3.95
Partially Received	30	340	35,985.73	22.97
Total	518	1446	156,670.18	100

## Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	11	25	1,095.5	0.72
5-25 days	24	52	16,773.05	11.06
>25	483	1360	133,771.13	88.22
Total	518	1437	151,639.68	100

## Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Received	6378	630866	4,651,120.77	94.74
Partially Received	99	6393	237,874.31	4.85
Pending	65	1112	20,470.34	0.42
Total	6542	638371	4,909,465.42	100

## Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	168	358	31,027.77	20.46
Not Paid	369	1079	120,611.91	79.54
Total	537	1437	151,639.68	100

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## Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Total	0	0	0	100

## Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	116	13406	15,125.12	3.9
Negative Adjustments	82	11235	-12,127.73	-3.1
Parts Returns	91	349	-6,855.88	-1.8
Core Returns	0	0	0	0
Part Appreciation/Depreciation	1057	26427	4,187.89	1.1
Core Appreciation/Depreciation	0	0	0	0
Manual Update	15	1	-0.4	0
Purchased parts	1240	42538	198,378.35	50.7
Sold parts	1346	29601	192,364.53	49.2
Total	3947	123557	391,071.88	100

## Monthly Inventory Change

Category	Value (\$)
Opening Inventory	308,621.47
Closing Inventory	339,656.47
Percent change	10.1%

## Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Non-stocking parts	831	2171	89,719.4	25.9
Stocking parts	1815	63457	252,691.93	73.1
Phased out parts	52	277	3,338.83	1
Total	2698	65905	345,750.16	100

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## Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	12	23451	14,091.25
Parts with multiple bins	13	1463	12,869.74
<b>Total</b>	<b>25</b>	<b>24914</b>	<b>26,960.99</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	6,512.19	3,968.87	144.54	593.02	58.33	512.68	11,789.63
0-3 months	2,436.38	193,548.9	11,814.54	2,831.79	20,447.1	11,112.28	242,190.99
4-6 months	1,215.48	7,941.19	44,532.14	2,789.1	3,046.6	1,086.25	60,610.76
7-9 months	605.52	630.36	3,751.68	15,059.95	1,232.75	4,870.8	26,151.06
10-12 months	649.28	1,249.17	33.75	255.25	8,251.55	977.75	11,416.75
Greater than 12 months	13,595.49	1,027.6	0	60.85	15.95	1,526.12	16,226.01
<b>Total</b>	<b>25,014.34</b>	<b>208,366.09</b>	<b>60,276.65</b>	<b>21,589.96</b>	<b>33,052.28</b>	<b>20,085.88</b>	<b>368,385.2</b>

## Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
1	38	49,740.1	13.5
101	137	11,599.75	3.1
102	129	7,344.52	2
103	356	33,507.02	9.1
104	1121	137,790.36	37.4
106	12	800.2	0.2
111	5	671.34	0.2
2	120	22,000.11	6
3	71	15,452.34	4.2

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## Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
333	11	4,889.96	1.3
334	16	11,332.5	3.1
4	474	51,423.5	14
6	181	7,132.82	1.9
7	17	312	0.1
8	44	8,332.24	2.3
9	40	5,787.23	1.6
99	6	269.21	0.1
<b>Total</b>	<b>2778</b>	<b>368,385.2</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 (%)
Nick Tompkins	202.5	218.93	0	16.43	7.5	0	0	0	0	0	0	218.93	7.5
Raul Ordonez	46,831.11	74,511.48	1,484.67	27,680.37	37.15	2,318.97	17.14	650.21	35.6	5,033.17	12.68	66,509.13	39.71
Mike Perasic	32,042.39	37,275.85	1,228.63	5,233.46	14.04	3,655.73	14.18	9,637.54	17.33	22,921.75	12.82	1,060.83	9.99
Denise Monroy	3,507.25	4,934.43	0	1,427.18	28.92	3,326.76	19.57	80	0	0	0	1,527.67	50.82
System	139.5	280.18	0	140.68	50.21	0	0	0	0	0	0	280.18	50.21
Nikita Lavrenko	26,986.51	31,734.81	311.6	4,748.3	14.96	2,833.95	16.09	6,529.18	18.96	22,371.68	13.65	0	0
Tommy Kwan	11.29	24.02	0	12.73	53	0	0	0	0	0	0	24.02	53
Paul Taormina	51,412.41	88,678.37	0	37,265.96	42.02	1,115.24	35.65	0	0	252	25	87,311.13	42.15
AXEL CRUZ	529.3	775.72	0	246.42	31.77	0	0	136.25	22.43	355.51	21.68	283.96	48.87