

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 93,607	21.33%
Repair Order B.S.		0.00%
Counter Retail	\$ 13,963	3.18%
Warranty	\$ 70,315	16.02%
Internal	\$ 27,658	6.30%
Wholesale	\$ 233,393	53.17%
Accessories		0.00%
Quick Service		0.00%
Total Department (MTD)	\$ 438,936	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 1,296,389	22.85%
Repair Order B.S.		0.00%
Counter Retail	\$ 173,866	3.06%
Warranty	\$ 750,361	13.22%
Internal	\$ 331,582	5.84%
Wholesale	\$ 3,121,822	55.02%
Accessories		0.00%
Quick Service		0.00%
Total Department (YTD)	\$ 5,674,020	100.00%

Inside Vs Outside	
Inside Sales	42%
Outside Sales	58%
Total	100%

Gross Profit Contribution MTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 33,515	28.65%	35.80%	38.13%
Repair Order B.S.		0.00%	#DIV/0!	
Counter Retail	\$ 4,784	4.09%	34.26%	37.24%
Warranty	\$ 31,370	26.82%	44.61%	44.04%
Internal	\$ 6,978	5.97%	25.23%	35.57%
Wholesale	\$ 40,328	34.48%	17.28%	33.88%
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
Total Department (MTD)	\$ 116,975	100.00%	26.65%	

Gross Profit Contribution YTD				
Category	Gross	% of Total	% of Sales	YOUR BOC
Repair Order	\$ 471,129	31.74%	36.34%	37.38%
Repair Order B.S.		0.00%	#DIV/0!	
Counter Retail	\$ 61,714	4.16%	35.50%	38.73%
Warranty	\$ 332,560	22.40%	44.32%	43.57%
Internal	\$ 85,310	5.75%	25.73%	34.91%
Wholesale	\$ 533,846	35.96%	17.10%	33.62%
Accessories		0.00%	#DIV/0!	
Quick Service		0.00%	#DIV/0!	
Total Department (YTD)	\$ 1,484,559	100.00%	26.16%	

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	\$	1,296,389	\$ -	\$ 173,866	\$ 331,582
YTD Gross Profit	\$	471,129	\$ -	\$ 61,714	\$ 85,310
YTD Cost of Sales		\$825,260.00	\$0.00	\$112,152.00	\$246,272.00
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		\$1,398,745.76	\$0.00	\$190,088.14	\$417,410.17
OLD YTD Sales		\$1,296,389.00	\$0.00	\$173,866.00	\$331,582.00
Additional Gross Profit		\$102,356.76	\$0.00	\$16,222.14	\$85,828.17

CULATION

Wholesale	Warranty	TOTAL
\$ 3,121,822	\$ 750,361	\$5,674,020.00
\$ 533,846	\$ 332,560	\$1,484,559.00
\$2,587,976.00	\$417,801.00	\$4,189,461.00
1.25	1.39	1.51
20.00	28.00	32.67
\$3,234,970.00	\$580,279.17	\$5,821,493.23
\$3,121,822.00	\$750,361.00	\$5,674,020.00
\$113,148.00	\$0.00	\$317,555.07

Profit Centering

Expense Category	Dollar Amount	% Gross
YTD Parts Department Gross	\$ 1,756,322	
YTD Total Parts Department Expenses	\$ 1,256,447	71.54%
YTD Net Profit	\$ 499,875	28.46%

Profile
80%
20%

Break Even Analysis	
Category	
Total Parts Department YTD Expense	\$ 1,256,447
Statement Month (example: May= 5)	12
Average Month Parts Dept. Expense	\$ 104,704
Parts Gross retention percentage (38% = .380)	0.287
Parts Sales Needed per Month to Break Even	\$ 364,822
Average Working days in Month	21
Parts Sales Needed per Day to Break Even	\$ 17,372
Number of Counter Personnel	5
Parts Sales per Counter Personnel to Break Even	\$ 3,474

Actual Sales - Over/Under	
Category	
Total Parts Department YTD Sales	\$ 6,117,809
Statement Month (May = 5)	12
Actual Parts Sales (Average Month)	\$ 509,817
Working Days in Month	21
Parts Sales per Day	24277.02
Number of Counter Personnel	5
Actual Sales per Counter Personnel per Day	\$ 4,855
Parts Sales per Counter Personnel to Break Even	\$ 3,474
Over/Under Sales per Person per Day	\$ 1,381

Parts Employee Productivity MTD

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 477,532	÷	15.00
Gross Profit	\$ 137,649	÷	15.00
Expenses (Total)	\$ 101,748	÷	15.00
Department Net Profit	\$ 35,901	÷	15.00

Parts Employee Productivity YTD

Category	Dollar Amount	÷	# Employees
Sales (Total)	\$ 6,117,809	÷	15.00
Gross Profit	\$ 1,756,322	÷	15.00
Expenses (Total)	\$ 1,256,447	÷	15.00
Department Net Profit	\$ 499,875	÷	15.00

=	Per Employee
=	\$ 31,835
=	\$ 9,177
=	\$ 6,783
=	\$ 2,393

=	Per Employee
=	\$ 407,854
=	\$ 117,088
=	\$ 83,763
=	\$ 33,325

Monthly Cost Of Sales

Year To Date Parts & Accessories Sales	\$	6,117,809
Year To Date Parts & Accessories Gross	- \$	1,756,322
Subtotal =		\$ 4,361,487

Number of Months in Year	÷	12
Average Month Cost Of Sales =		\$ 363,457

Months' Supply Of Inventory

FINANCIAL STATEMENT

Inventory		\$	548,010
Divided by Average Month Cost-of-Sales	÷	\$	363,457
Equals Months' Supply	=		1.507770171045

MANAGEMENT REPORT

Inventory		\$	558,362
Divided by Average Month Cost-Of Sales	÷	\$	363,457
Equals Months' Supply	=		1.536252200224

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.

\$	4,361,487	+	\$	-	=	\$	4,361,487
Cost of Parts Sold (Sales - Gross)			Cost of Lost Sales			Total Sales Demand	

LOST SALES CAN BE FOUND ON THE DMS SUMMARY REPORT

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		\$	4,361,487	
Emergency Purchases	-	\$	265	
Lost Sales	-	\$	-	
			Subtotal =	\$ 4,361,222
Total Demand	÷	\$	4,361,487	
			Level of Service =	99.99%

Gross Turn

Annualized Cost-Of Sales ÷ Inventory

$$\begin{array}{rcl} \$ 6,117,809 & - & \$ 1,756,322 = \$ 4,361,487 \\ \text{YTD Sales} & & \text{YTD Gross} \quad \text{YTD COS} \end{array}$$

$$\begin{array}{rcl} \$ 4,361,487 & \div & 12 = \$ 363,457 \\ \text{YTD COS} & & \text{\# of Months} \quad \text{Average Month} \\ & & \text{Cost-Of-Sales} \end{array}$$

$$\begin{array}{rcl} \$ 4,361,487 & \div & \$ 558,362 = 7.8 \\ \text{Annualized Cost-Of-Sales} & & \text{Parts Inventory (W/O LIFO} \\ & & \text{adj.)} \quad \text{Gross Turns} \end{array}$$



True Turn

Annualized Stock Purchases ÷ Inventory

$$\begin{array}{rcccl} \$ & 1,711,339 & \div & 12 & = & \$ 142,611 \\ \text{YTD Stock Purchases} & & & \text{\# of Months} & & \text{Average Month Stock} \end{array}$$

$$\begin{array}{rcccl} \$ & 1,711,339 & \div & \$ 558,362 & = & 3.06 \\ \text{Annualized Stock Purchases} & & & \text{Parts Inventory (W/O LIFO adj.)} & & \text{True Turns} \end{array}$$

If the true turn is less than the "average" turn, it indicates that the inventory is not being turned over as efficiently as it should be.

THE BEST SOURCE FOR THIS VALUE IS FROM YOUR FACTORY FINANCIAL STATEMENTS

512

3
Jck

3.1

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	\$	557,839
Minus		
Dollar value of packing lists for parts received, but not invoiced	\$	887
Dollar Value of bulk oil, gear lube, trans fluid in stock	\$	2,572
Plus		
Credits due for parts returned	\$	2,334
Inventory Core Value - clean	\$	3,217
Cores to be returned for credit - dirty	\$	3,722
Work in Process - Repair Orders & Invoices	\$	23,963
Dollar Value of NPN parts	\$	3,712
Dollar value of parts with no cost record	\$	-
Plus / Minus		
Other Adjustments (shortage claims, damage, etc.)	\$	414
Total Inventory		\$ 591,472
Inventory Per Financial Statement		\$ 566,039
Difference		\$ 25,433

4.49%