

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Source Code

Source Code	Category	RO/SO Count	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
			Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
	217	27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42	
	304	19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67	
	201	150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3	
	103	332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44	
	206	75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56	
	190	329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6	
	106	0	0	0	0	0	0	7	1,763.31	0	0	0	0	
	116	2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3	
	209	1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3	
	101	427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37	
	150	11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93	
	800	0	0	0	0	0	0	356	1,410.95	0	0	0	0	
	Deleted													
	Inactive	249	0	0	0	0	0	0	0	244	0	244	0	
	400	1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95	
	105	2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77	
	123	188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681	
	114	110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,708.18	286	44,708.18	
	223	5	46.44	7	81.95	2	35.55	9	48.87	10	10,793	10	10,793	
	Total	4258	705,689.96	49291	1,245,335.21	15402	392,726.27	8819	206,901.26	0	1,504,733.82	0	1,504,733.82	

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	14.2

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SO By Status

Status	Orders	Pieces	Value (\$)	% age of parts value
Voided	1643	6586	702,748.75	90.13
Filled	47	151	11,764.03	1.51
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1857	1015	779,712.13	100

WIP

Category	Orders	Pieces	Value (\$)	% age of parts value
SO	140	234	10,686.24	25.16
RO	462	889	31,790.74	74.84
Total	602	1123	42,476.98	100

Purchases by Type

Category	Orders	Pieces	Value (\$)	% age by value of total purchases	MTD		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
					MTD	MTD Pacing	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
PICKED_ORDE R	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non OEM Stock Order	33	114	6,849.58	2.9	201	12,087.49	85	5,389.5	1262	5,389.5	107	38,263.26	11	5,389.5
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-	-	-
OEM Special Order	76	1253	83,795.23	35.45	2211	147,873.94	501	101,332	2	101,332	180	171,257.2	1	101,332
OEM Stock order	47	5067	65,919.85	27.89	8941	116,329.15	1807	-	-	-	86	105,040.71	-	-
Misc Order	85	0	12,938.58	5.47	0	22,832.79	0	12,214.51	0	12,214.51	274	42071.31	32	12,214.51

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Purchases by Type

Purchases	Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
						Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
	Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,232.89	104	12,577.95		
	Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		
	Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	40.21
Submitted	642	1071	137,169.75	4.19
Received	2519	132131	1,818,755.08	55.6
Total	3603	168433	3,271,429.54	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Ordered	412	684	111,657.7	37.01
Received	126	307	40,944.24	13.57
Requested	55	45	12,141.34	4.02
Partially Received	226	2382	136,939.15	45.39
Total	819	3418	301,682.43	100

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Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	57.2
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.67
Not Paid	781	3230	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	100
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Depreciation	17	48	197	0
Core Appreciation/Depreciation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Stocking parts	2942	23353	270,267.52	52.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

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Key Business Metrics

Part Level of Service Percentage **100** | Fill rate Percentage **93.69** | Parts with no sale in last 9 months **\$23,006.64**

Emergency Purchases

Lost sales **\$1776**

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$) (1)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,501.25	33.33
Wholesale	11,326.93	277.99	24.29	11,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	747.92	6.39
Retail	60,505.13	6,656.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,248.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Sales Item	MTD	MTD Pacing	Feb 2023 (Last Month)	Mar 2022 (Month Last Year)	Year to Last Month		
Category	RO/SO Count	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale
Retail	1043	2448	86,994.58	11.94	4320	153,519.85	11.94
ROs	3093	25323	610,500.51	83.82	1,077,353.84	83.82	14,207
Internal	33	1899	13,953.3	1.92	24,623.47	1.92	15
Wholesale	68	201	16,880.88	2.32	29,789.79	2.32	21
Total	4237	29871	728,329.27	142.06	1,285,286.95	0	15,469
Returns	68	1932	21,985.31	3.02	38,797.61	3.02	67
Net	4169	27939	706,343.96	96.98	1,246,489.34	96.98	15,402

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Sales by Stock Type

Stock Item	MTD										MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	
Sale from Stock	4193	27703	552,115	76	893	17,810.16	14293	294,197	8173	154,415	8945	1,134,778	1161	154,415						
Sale by SOR	831	1800	149,461	21	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886						
In-out sale	115	253	25,005	3	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511						
Total	5139	29756	726,581	0	959	23,4381	15422	395,016	8487	190,812	11092	1,530,139	1302	190,812						
Lost sale	1	1	17	0	0	0.55	1	105	9	261	4	294	4	261						
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			Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	
104	714	28,022.97	2160	49,452.3	809	17,247.27	509	11,190.61	1626	63,126.65	1626	63,126.65		
124	30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88		
129	103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52		
248	25	2,803.11	102	4,946.66	24	2,961.09	0	0	53	6,199.25	53	6,199.25		
110	80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51		
102	291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61		
212	3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56		
117	12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74		
261	2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98		
121	41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48		
229	74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9		
100	1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45		
122	308	12,711.1	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16		
125	116	12,555.92	261	22,157.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41		

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Inventory by age

Category	Never Purchased	Purchase (\$)						Total
		0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months		
Never Sold	772276	20,260.73	16,480.57	24,672.13	9,068.97	65227.3	84,727.89	
0-3 months	6,755.5	229,187.13	13,232.55	16,865.16	9,543.75	5,699.6	281,283.69	
4-6 months	199.56	10,559.62	32,344.7	5,932.23	4,006.73	3,155.61	56,198.45	
7-9 months	248.13	3,769.44	3,183.5	20,958.33	7,116.97	17,23.35	36,999.72	
10-12 months	0	360.19	2,078.72	0	1,977.22	6,777.6	5,093.89	
Greater than 12 months	47177	3,657.5	132.16	0.45	0	0	4,261.88	
Total	15,39772	267,794.61	67,452.2	68,428.3	31,713.64	177,79.05	468,565.52	

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639.571	42.7
101	279	36,010.96	7.7
102	115	14,083.08	3
103	53	9,434.3	2
104	43	12,174.61	2.6
105	9	8,681.47	1.8
110	53	7,856.9	1.7
114	14	17,484.78	3.7
116	12	33,027.69	7
117	8	1,455.67	0.3
120	55	5,825.16	1.2
121	5	2,543.49	0.5
122	8	4,820.58	1
123	4	1,775.44	0.4
124	17	1,486.81	0.3

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Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.63	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
304	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	1319	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5740.02	25.25	8.29	0	448.34	9.09	3,079.9	16.34	19,200.47	27.06
Alejandro Mayorga	12,401.78	15,782.57	3,201.67	3,380.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

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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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon Maradiaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	308.74	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	336.73	38.32	12,689.99	27.39	5,205.86	20.52	57,003.21	35.67

Parts Performance Report

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Key Business Metrics

Part Level of Service Percentage **100** Fill rate Percentage **93.69** Parts with no sale in last 9 months **\$23,006.64** Emergency Purchases **-**

Lost sales **\$1776**

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,501.25	33.33
Wholesale	11,326.93	277.99	24.29	11,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	741.92	6.39
Retail	60,505.13	6,656.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,248.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Category	RO/SO Count	Pieces	Value (\$)	% by value of total sales	GP(%)	MTD			MTD Pacing			Feb 2023 (Last Month)			Mar 2022 (Month Last Year)			Year to Last Month		
						Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale	Pieces	Value (\$)	% by value of total sale
Retail	1043	2448	86,994.58	11.94	0.32	4320	153,519.85	11.94	1226	50,193.79	12.62	0	0	0	2270	191,690.02	12.4			
ROs	3093	25323	610,500.51	83.82	0.45	44687	1,077,353.84	83.82	14207	340,817.25	85.72	0	0	0	6589	1,298,249.39	84.4			
Internal	33	1899	13,953.3	1.92	0.08	3351	24,623.47	1.92	15	2,988.03	0.75	0	0	0	64	20,115.18	1.3			
Wholesale	68	201	16,880.88	2.32	0.25	354	29,789.79	2.32	21	3,615.71	0.91	0	0	0	113	27,087.13	17			
Total	4237	29871	728,329.27	142.06	-	52712	1,285,286.95	0	15469	397,614.78	147.65	0	0	0	9036	1,537,141.72	145.3			
Returns	68	1932	21,985.31	3.02	0.16	3409	38,797.61	3.02	67	4,335.51	1.09	0	0	0	147	30,519.9	1.9			
Net	4169	27939	706,343.96	96.98	-	49303	1,246,489.34	96.98	15402	393,279.27	98.91	0	0	0	8889	1,506,621.82	98.0			

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Sales by Stock Type

Stock Item	MTD					MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
Sale from Stock	4193	27703	552,115	76	893	17,810.16	14,293	294,197	8173	154,415	8945	1,134,778	1161	154,415	
Sale by SOR	831	1800	149,461	21	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886	
In-out sale	115	253	25,005	3	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511	
Total	5139	29756	726,581	0	959	23,438.1	15,422	395,016	8487	190,812	11092	1,530,139	1302	190,812	
Lost sale	1	1	17	0	0	0.55	1	105	9	261	4	294	4	261	
Unusual sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

Sales by Source Code

Source Code	MTD			MTD Pacing			Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
104	714	28,022.97	2160	49,452.3	809	17,247.27	509	11,190.61	1626	63,126.65	1626	63,126.65	1626	63,126.65
124	30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88	59	1,627.88
120	103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52	200	17,944.52
248	25	2,803.11	102	4,946.66	24	2,961.09	0	0	53	6,199.25	53	6,199.25	53	6,199.25
110	80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51	175	28,668.51
102	291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61	624	56,312.61
212	3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56	5	135.56
117	12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74	27	4,349.74
261	2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98	2	1,392.98
121	41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48	61	5,139.48
229	74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9	119	1,621.9
100	1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45	2159	451,890.45
122	308	12,711.1	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16	663	25,354.16
125	116	12,555.92	261	22,157.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41	235	26,035.41

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Sales by Source Code

Source Code	Category	RO/SO Count	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
			Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
217		27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42	
304		19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67	
201		150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3	
103		332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44	
206		75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56	
190		329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6	
106		0	0	0	0	0	0	7	1,763.31	0	0	0	0	
116		2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3	
209		1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3	
101		427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37	
150		11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93	
800		0	0	0	0	0	0	356	1,410.95	0	0	0	0	
Deleted														
Inactive		249	0	0	0	0	0	0	0	244	0	244	0	
400		1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95	
105		2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77	
123		188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681	
114		110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,708.18	286	44,708.18	
223		5	46.44	7	81.95	2	35.55	9	48.87	10	10,793	10	10,793	
Total		4258	705,689.96	49291	1,245,335.21	15402	392,726.27	8819	206,901.26	0	1,504,733.82	0	1,504,733.82	

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	1.42

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Voided	1643	6586	702,748.75	90.13
Filled	47	151	11,764.03	1.51
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1857	1015	779,712.13	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	140	234	10,686.24	25.16
RO	462	889	31,790.74	74.84
Total	602	1123	42,476.98	100

Purchases by Type

Purchases	MTD	MTD Pacing	Feb 2023 (Last Month)	Mar 2022 (Month Last Year)	YTD	2022 (Last Year YTD)
Category	Orders	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
PICKED_ORDE R	-	-	-	-	-	-
Non OEM Stock Order	33	6,849.58	201	12,087.49	85	5,389.5
RIM/ASR Orders	-	-	-	-	-	-
OEM Special Order	76	1253	2211	147,873.94	501	101.32
OEM stock order	47	5067	8941	116,329.15	1807	86
Misc Order	85	12,938.58	0	22,832.79	0	12,214.51

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Purchases by Type

Purchases	Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
						Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
	Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,232.89	104	12,577.95		
	Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		
	Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
	Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		

Open PO by Status

Category	Orders	Value (\$)	%age of parts value
Submitted	642	137,169.75	4.19
Received	2519	1,818,755.08	55.6
Total	3603	3,271,429.54	100

Open SORs by Order Status

Category	Orders	Value (\$)	%age of parts value
Received	126	40,944.24	13.57
Requested	55	12,141.34	4.02
Partially Received	226	136,939.15	45.39
Total	819	301,682.43	100

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	57.2
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.67
Not Paid	781	3230	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	10.0
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Depreciation	17	48	197	0
Core Appreciation/Depreciation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Stocking parts	2942	22353	270,267.52	57.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by age

Category	Purchase (\$)						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Never Sold	7,722.76	20,260.73	16,480.57	24,672.13	9,068.97	6,522.73	84,727.89
0-3 months	6,755.5	229,187.13	13,232.55	16,865.16	9,543.75	5,699.6	281,283.69
4-6 months	199.56	10,559.62	32,344.7	5,932.23	4,006.73	315.61	56,198.45
7-9 months	248.13	3,769.44	3,183.5	20,958.33	7,116.97	1,123.35	36,999.72
10-12 months	0	360.19	2,078.72	0	1,977.22	677.6	5,093.89
Greater than 12 months	471.77	3,657.5	132.16	0.45	0	0	4,261.88
Total	15,397.72	267,794.61	67,452.2	68,428.3	31,713.64	17,779.05	468,565.52

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639.571	42.7
101	279	36,010.96	7.7
102	115	14,083.08	3
103	53	9,434.3	2
104	43	12,174.61	2.6
105	9	8,681.47	1.8
110	53	7,856.9	1.7
114	14	17,484.78	3.7
116	12	33,027.69	7
117	8	1,455.67	0.3
120	55	5,825.16	1.2
121	5	2,543.49	0.5
122	8	4,820.58	1
123	4	1,775.44	0.4
124	17	1,486.81	0.3

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.63	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
304	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	1319	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5740.02	25.25	829	0	448.34	9.09	3,079.9	15.34	19,200.47	27.06
Alejandro Mayorga	12,401.78	15,782.57	3,201.67	3,390.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon													
Maradiaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	308.74	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	336.73	38.32	12,689.99	27.39	5,205.86	20.52	57,003.21	35.67

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Key Business Metrics

Part Level of Service Percentage
100

Fill rate Percentage
93.69

Parts with no sale in last 9 months
\$23,006.64

Emergency Purchases

Lost sales
\$1776

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,507.25	33.33
Wholesale	11,326.93	277.99	24.29	11,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	747.92	6.39
Retail	60,505.13	6,656.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,218.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Category	RO/SO Count	Pieces	Value (\$)	MTD		MTD Pacing		Feb 2023 (last Month)		Mar 2022 (Month Last Year)		Year to Last Month				
				% by value of total sales	GP(%)	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale		
Retail	1043	2448	86,994.58	11.94	0.32	4320	153,519.85	11.94	1226	50,193.79	12.62	0	0	2270	191,690.02	12.4
ROS	3093	25323	610,500.51	83.82	0.45	44687	1,077,353.84	83.82	14207	340,817.25	85.72	0	0	6589	1,298,249.39	84.4
Internal	33	1899	13,953.3	1.92	0.08	3351	24,623.47	1.92	15	2,988.03	0.75	0	0	64	20,115.18	1.3
Wholesale	68	201	16,880.88	2.32	0.25	354	29,789.79	2.32	21	3,615.71	0.91	0	0	113	27,087.13	1.7
Total	4237	29871	728,329.27	142.06	-	52712	1,285,286.95	0	15469	397,614.78	147.65	0	0	9036	1,537,141.72	145.3
Returns	68	1932	21,985.31	3.02	0.16	3409	38,797.61	3.02	67	4,335.51	1.09	0	0	147	30,519.9	1.9
Net	4169	27939	706,343.96	96.98	-	49303	1,246,489.34	96.98	15402	393,279.27	98.91	0	0	8889	1,506,621.82	98.0

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Sales by Stock Type

Stock Item	MTD										Year													
	MTD					MTD Pacing					Feb 2023 (Last Month)					Mar 2022 (Month Last)					YTD			
Category	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)				
Sale from Stock	4193	27703	552,115	76	893	17,810.16	14293	294,197	8173	154,415	8945	1,134,778	1161	154,415										
Sale by SOR	831	1800	149,461	21	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886										
In-out sale	115	253	25,005	3	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511										
Total	5139	29756	726,581	0	959	23,4381	15422	395,016	8487	190,812	11092	1,530,139	1302	190,812										
Lost sale	1	1	17	0	0	0.55	1	105	9	261	4	294	4	261										
Unusual sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0										

Sales by Source Code

Source Code	MTD										Year to Last Month													
	MTD					MTD Pacing					Feb 2023 (Last Month)					Mar 2022 (Month Last Year)					2022 (Last Year YTD)			
Category	RO/ISO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)												
104	714	28,022.97	2160	49,452.3	809	17,247.27	509	11,190.61	1626	63,126.65	1626	63,126.65	1626	63,126.65	53	6,199.25	53	6,199.25	53	6,199.25				
124	30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88	59	1,627.88	5	135.56	5	135.56	5	135.56				
120	103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52	200	17,944.52	27	4,349.74	27	4,349.74	27	4,349.74				
248	25	2,803.11	102	4,946.66	24	2,961.09	0	0	53	6,199.25	53	6,199.25	53	6,199.25	2	1,392.98	2	1,392.98	2	1,392.98				
110	80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51	175	28,668.51	624	56,312.61	624	56,312.61	624	56,312.61				
102	291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61	624	56,312.61	5	135.56	5	135.56	5	135.56				
212	3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56	5	135.56	27	4,349.74	27	4,349.74	27	4,349.74				
117	12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74	27	4,349.74	2	1,392.98	2	1,392.98	2	1,392.98				
261	2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98	2	1,392.98	61	5,139.48	61	5,139.48	61	5,139.48				
121	41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48	61	5,139.48	119	1,621.9	119	1,621.9	119	1,621.9				
229	74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9	119	1,621.9	2159	451,890.45	2159	451,890.45	2159	451,890.45				
100	1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45	2159	451,890.45	663	25,354.16	663	25,354.16	663	25,354.16				
122	308	12,711.1	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16	663	25,354.16	235	26,035.41	235	26,035.41	235	26,035.41				
125	116	12,555.92	261	22,157.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41	235	26,035.41										

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Sales by Source Code

Source Code	Category	RO/ISO Count	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
			Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
217		27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42	
304		19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67	
201		150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3	
103		332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44	
206		75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56	
190		329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6	
106		0	0	0	0	0	0	7	1,763.31	0	0	0	0	
116		2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3	
209		1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3	
101		427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37	
150		11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93	
800		0	0	0	0	0	0	356	1,410.95	0	0	0	0	
Deleted														
Inactive														
			243	0	0	0	0	0	0	244	0	244	0	
400		1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95	
105		2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77	
123		188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681	
114		110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,708.18	286	44,708.18	
223		5	46.44	7	81.95	2	35.55	9	48.87	10	107.93	10	107.93	
Total		4258	705,689.96	49291	1,245,335.21	15402	392,726.27	8819	206,901.26	0	1,504,733.82	0	1,504,733.82	

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	1.42

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Voided	1643	6586	702,748.75	90.13
Filled	47	151	11,764.03	1.51
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1857	1015	779,712.13	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	140	234	10,686.24	25.12
RO	468	906	31,850.37	74.88
Total	608	1140	42,536.61	100

Purchases by Type

Category	Orders	Pieces	Value (\$)	MTD		Feb 2023 (last Month)		Mar 2022 (Month Last Year)		YTD		2022 (last Year YTD)		
				Value of total purchases	%age by	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
PICKED_ORDE	-	-	-	-	-	-	-	-	-	-	-	-	-	
R	-	-	-	-	-	-	-	-	-	-	-	-	-	
Non OEM	33	114	6,849.58	2.9	201	12,057.49	85	5,389.5	1262	5,389.5	107	38,363.26	11	5,389.5
Stock Order	-	-	-	-	-	-	-	-	-	-	-	-	-	
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-	-	
OEM Special Order	76	1253	83,795.23	35.45	2211	147,873.94	501	101,32	2	101,32	180	171,725.72	1	101,32
OEM stock order	47	5067	65,919.85	27.89	8941	116,329.15	1807	-	-	-	86	105,040.71	-	-
Misc Order	85	0	12,938.58	5.47	0	22,832.79	0	12,214.51	0	12,214.51	274	42,071.31	32	12,214.51

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Purchases by Type

Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
					Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,232.89	104	12,577.95		
Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders		Pieces		Value (\$)		%age of parts value
					Pieces	Value (\$)	Pieces	Value (\$)			
Partially Received	442	35231	1,315,504.71	40.21							
Submitted	642	1071	137,169.75	4.19							
Received	2519	132131	1,818,755.08	55.6							
Total	3603	168433	3,271,429.54	100							

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders		Pieces		Value (\$)		%age of parts value
					Pieces	Value (\$)	Pieces	Value (\$)			
Ordered	412	684	11,657.7	37.01							
Received	126	307	40,944.24	13.57							
Requested	55	45	12,141.34	4.02							
Partially Received	226	2382	136,939.15	45.39							
Total	819	3418	301,682.43	100							

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	57.2
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.67
Not Paid	791	3220	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	100
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Depreciation	17	48	197	0
Core Appreciation/Depreciation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Stocking parts	2942	23353	270,267.52	57.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by age

Category	Never Purchased	Purchase (\$)						Total
		0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months		
Never Sold	7,722,76	20,260,73	16,480,57	24,672,13	9,068,97	6,522,73	84,727,89	
0-3 months	6,755,5	229,127,5	13,232,55	16,865,16	9,543,75	5,699,6	281,224,06	
4-6 months	199,56	10,559,62	32,344,7	5,932,23	4,006,73	3,155,61	56,198,45	
7-9 months	248,13	3,769,44	3,183,5	20,958,33	7,116,97	1,723,35	36,999,72	
10-12 months	0	360,19	2,078,72	0	1,977,22	677,6	5,093,89	
Greater than 12 months	471,77	3,657,5	132,16	0,45	0	0	4,261,88	
Total	15,397,72	267,734,98	67,452,2	68,428,3	31,713,64	17,779,05	468,505,89	

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639,571	42.7
101	279	36,010,96	7.7
102	115	14,083,08	3
103	53	9,434,3	2
104	43	12,174,61	2.6
105	9	8,681,47	1.8
110	53	7,856,9	1.7
114	14	17,484,78	3.7
116	12	33,027,69	7
117	8	1,455,67	0.3
120	55	5,825,16	1.2
121	5	2,543,49	0.5
122	8	4,820,58	1
123	4	1,775,44	0.4
124	17	1,486,81	0.3

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.63	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
304	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	1319	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5,740.02	25.25	8.29	0	448.34	9.09	3,079.9	16.34	19,200.47	27.06
Alejandro Mayorga	12,401.78	15,782.57	3,201.67	3,380.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon Maradlaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	308.74	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	336.73	38.32	12,689.99	27.39	5,205.86	20.52	57,003.21	35.67

RETURNS OR MAKE REFUNDS AFTER 14 DAYS. NO REFUNDS OR RETURNS ON SPECIAL ORDER PARTS OR ELECTRICAL PARTS.

LEGEND

Auto replaced Part



Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Key Business Metrics

Part Level of Service Percentage **100** | Fill rate Percentage **93.69**

Parts with no sale in last 9 months **\$23,006.64**

Emergency Purchases **-**

Lost sales **\$1776**

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,507.25	33.33
Wholesale	11,326.93	277.99	24.29	11,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	747.92	6.39
Retail	60,505.13	6,556.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,248.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Sales Item	MTD				MTD-Peeking				Feb 2023 (Last Month)				Mar 2022 (Month Last Year)				Year to Last Month			
	Category	RO/SO Count	Pieces	Value (\$)	% by value of total sales	GP(%)	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale		
Retail	1043	2448	86,994.58	11.94	0.32	4320	153,519.85	11.94	1226	50,193.79	12.62	0	0	0	2270	191,690.02	12.4			
ROs	3093	25323	610,500.51	83.82	0.45	44687	1,077,353.84	83.82	14207	340,817.25	85.72	0	0	0	6589	1,298,249.39	84.4			
Internal	33	1899	13,953.3	1.92	0.08	3351	24,623.47	1.92	15	2,988.03	0.75	0	0	0	64	20,115.18	1.3			
Wholesale	68	201	16,880.88	2.32	0.25	354	29,789.79	2.32	21	3,615.71	0.91	0	0	0	113	27,087.13	1.7			
Total	4237	29871	728,329.27	142.06	-	52712	1,285,286.95	0	15469	397,614.78	147.65	0	0	0	9036	1,537,141.72	145.3			
Returns	68	1932	21,985.31	3.02	0.16	3409	38,797.61	3.02	67	4,335.51	1.09	0	0	0	147	30,519.9	1.9			
Net	4169	27939	706,343.96	96.98	-	49303	1,246,489.34	96.98	15402	393,279.27	98.91	0	0	0	8889	1,506,621.82	98.0			

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Stock Type

Stock Item	MTD										MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)							
Sale from Stock		4193	27703	552,115		893	17,810.16	14293	294,197	8173	154,415	8945	134,778	1161	15,415					
Sale by SOR		831	1800	149,461	76	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886					
In-out sale		115	253	25,005	21	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511					
Total		5139	29756	726,581	3	959	23,438.1	15422	395,016	8487	190,812	11092	1,530,139	1302	190,812					
Lost sale		1	1	17	0	0	0.55	1	105	9	261	4	294	4	261					
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		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)									
104		714	28,022.97	2160	49,452.3	809	17,247.27	509	11,190.61	1626	63,126.65	1626	63,126.65	59	1,627.88	200	17,944.52	200	17,944.52	
124		30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88	53	6,199.25	53	6,199.25	53	6,199.25	
120		103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52	59	1,627.88	200	17,944.52	200	17,944.52	
110		25	2,803.11	102	4,946.66	24	2,961.09	0	0	53	6,199.25	53	6,199.25	53	6,199.25	53	6,199.25	53	6,199.25	
102		80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51	175	28,668.51	175	28,668.51	175	28,668.51	
212		291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61	624	56,312.61	624	56,312.61	624	56,312.61	
117		3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56	5	135.56	5	135.56	5	135.56	
261		12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74	27	4,349.74	27	4,349.74	27	4,349.74	
121		2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98	2	1,392.98	2	1,392.98	2	1,392.98	
229		41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48	61	5,139.48	61	5,139.48	61	5,139.48	
100		74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9	119	1,621.9	119	1,621.9	119	1,621.9	
122		1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45	2159	451,890.45	2159	451,890.45	2159	451,890.45	
125		308	12,711.1	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16	663	25,354.16	663	25,354.16	663	25,354.16	
		116	12,555.92	261	22,157.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41	235	26,035.41	235	26,035.41	235	26,035.41	

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Sales by Source Code

Source Code	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)		
	Category	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)
217		27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42
304		19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67
201		150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3
103		332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44
206		75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56
190		329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6
106		0	0	0	0	0	0	7	1,763.31	0	0	0	0
116		2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3
209		1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3
101		427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37
150		11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93
800		0	0	0	0	0	0	356	1,410.95	0	0	0	0
Deleted													
Inactive													
		243	0	0	0	0	0	0	0	244	0	244	0
400		1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95
105		2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77
123		188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681
114		110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,708.18	286	44,708.18
223		5	46.44	7	81.95	2	35.55	9	48.87	10	107.93	10	107.93
Total		4258	705,689.96	49291	1,245,335.21	15402	392,726.27	8819	206,901.26	0	1,504,733.82	0	1,504,733.82

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	142

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Voided	1643	6586	702,748.75	90.12
Filled	48	153	11,814.08	1.52
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1856	1017	779,762.18	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	142	236	10,731.74	25.19
RO	471	913	31,872.34	74.81
Total	613	1149	42,604.08	100

Purchases by Type

Purchases	MTD	MTD Pacing	Feb 2023 (Last Month)	Mar 2022 (Month Last Year)	YTD	2022 (Last Year YTD)	
Category	Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
PICKED_ORDE R	-	-	-	-	-	-	-
Non OEM Stock Order	33	114	6,849.58	201	12,087.49	85	5,389.5
RIM/ASR Orders	-	-	-	-	-	-	-
OEM Special Order	76	1233	83,795.23	2211	147,873.94	501	101,32
OEM Stock order	47	5067	65,919.85	8941	116,329.15	1807	86
Misc Order	85	0	12,938.58	0	22,832.79	0	12,214.51

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Purchases by Type

Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD			Feb 2023 (last Month)			Mar 2022 (Month Last Year)			YTD			2022 (last Year YTD)	
					Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	Pieces	Value (\$)
Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,232.89	104	12,577.95				
Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,02.5	148	30,283.28				
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-				
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-				
Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,02.5	148	30,283.28				

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders			Value (\$)			%age of parts value
					Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	
Partially Received	442	35231	1,315,504.71	40.21	442	35231	1,315,504.71	442	35231	1,315,504.71	40.21
Submitted	642	1071	137,169.75	4.19	642	1071	137,169.75	642	1071	137,169.75	4.19
Received	2519	132131	1,818,755.08	55.6	2519	132131	1,818,755.08	2519	132131	1,818,755.08	55.6
Total	3603	168433	3,271,429.54	100	3603	168433	3,271,429.54	3603	168433	3,271,429.54	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders			Value (\$)			%age of parts value
					Orders	Pieces	Value (\$)	Orders	Pieces	Value (\$)	
Ordered	412	684	111,657.7	3.701	412	684	111,657.7	412	684	111,657.7	3.701
Received	126	307	40,944.24	13.57	126	307	40,944.24	126	307	40,944.24	13.57
Requested	55	45	12,141.34	4.02	55	45	12,141.34	55	45	12,141.34	4.02
Partially Received	226	2382	136,939.15	45.39	226	2382	136,939.15	226	2382	136,939.15	45.39
Total	819	3418	301,682.43	100	819	3418	301,682.43	819	3418	301,682.43	100

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	5.72
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.57
Not Paid	781	3230	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	100
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Depreciation	17	48	197	0
Core Appreciation/Depreciation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Stocking parts	2942	29959	270,262.52	57.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by age Sales

Category	Never Sold	Never Purchased	Purchase (\$)						Total
			0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months		
0-3 months	717,227.6	20,260.73	16,480.57	24,672.13	9,068.97	6,522.73	84,727.89		
4-6 months	6,755.5	229,294.03	13,232.55	16,865.16	9,543.75	5,699.6	281,390.59		
7-9 months	199.56	10,325.62	32,344.7	5,932.23	4,006.73	3,155.61	55,964.45		
10-12 months	248.13	3,769.44	3,183.5	20,958.33	7,116.97	1,123.35	36,999.72		
Greater than 12 months	0	360.19	2,078.72	0	1,977.22	677.76	5,093.89		
Total	471.77	3,657.5	132.16	0.45	0	0	4,261.88		
Total	15,397.72	267,667.51	67,452.2	68,428.3	31,713.64	17,779.05	468,438.42		

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639.571	42.7
101	279	36,010.96	7.7
102	115	14,083.08	3
103	53	9,434.3	2
104	43	12,174.61	2.6
105	9	8,681.47	1.8
110	53	7,856.9	1.7
114	14	17,484.78	3.7
116	12	33,027.69	7
117	8	1,455.67	0.3
120	55	5,825.16	1.2
121	5	2,543.49	0.5
122	8	4,820.58	1
123	4	1,775.44	0.4
124	17	1,486.81	0.3

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.53	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
394	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	13.19	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5,740.02	25.25	8.29	0	448.34	9.09	3,079.9	16.34	19,200.47	27.06
Alejandro Mayorga	12,401.78	15,782.57	3,201.67	3,380.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon Maradiaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	3087.4	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	336.73	38.32	12,689.99	27.39	5,205.86	20.52	57,003.21	35.67



Longo Toyota of Prosper
 2100 West University Drive (HWY 380),
 Prosper, TX 75078, US
 www.longotoyotaofprosper.com
 Ph: (469) 850-6307

Parts Invoice
265405

Mon, Apr 17, 2023 4:05 PM
 Receipt: 265405-T001

RETAIL - Retail Retail
 (817) 715 - 5323

Billing Address
 USA

Thank You ,
 We appreciate your business with us!

1. Payment	Payment Method	Payee	Payment Notes	Received By	\$54.18
Mon, Apr 17, 2023 04:04 pm	Mastercard - 9661	Retail Retail		Danny Meador	

Payment	\$54.18
Total	\$54.18
Amount Due	\$0.00

Customer Signature



Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Key Business Metrics

Part Level of Service Percentage
100

Fill rate Percentage
93.69

Parts with no sale in last 9 months
\$23,006.64

Emergency Purchases
-

Lost sales
\$1776

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,507.25	33.33
Wholesale	11,326.93	277.99	24.29	11,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	747.92	6.39
Retail	60,505.13	6,656.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,248.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Category	RO/SO Count	Pieces	Value (\$)	% by value of total sales	GP(%)	MTD			MTD Pacing			Feb 2023 (Last Month)			Mar 2022 (Month Last Year)			Year to Last Month		
						Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale
Retail	1044	2450	87,044.63	11.95	0.32	4323	153,608.17	11.95	1226	50,193.79	12.62	0	0	0	2271	191,740.07	12.4			
ROs	3093	25323	610,500.51	83.82	0.45	44687	1,077,353.84	83.82	14207	340,817.25	85.72	0	0	0	6589	1,298,249.39	84.4			
Internal	33	1899	13,953.3	1.92	0.08	3351	24,623.47	1.92	15	2,988.03	0.75	0	0	0	64	20,115.18	1.3			
Wholesale	68	201	16,890.88	2.32	0.25	354	29,789.79	2.32	21	3,615.71	0.91	0	0	0	113	27,087.13	1.71			
Total	4238	29873	728,379.32	142.06	-	52715	1,285,375.27	0	15469	397,614.78	147.65	0	0	0	9037	1,537,191.77	145.3			
Returns	68	1932	21,985.31	3.02	0.16	3409	38,797.61	3.02	67	4,335.51	1.09	0	0	0	147	30,519.9	1.9			
Net	4170	27941	706,394.01	96.98	-	49306	1,246,577.66	96.98	15402	393,279.27	98.91	0	0	0	8890	1,506,671.87	98.0			

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Stock Type

Stock Item	MTD										MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
	Category	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	
Sale from Stock	4194	27705	552,165	76	893	17,811.77	14293	294,197	8173	154,415	8946	1134,828	1161	154,415						
Sale by SOR	831	1800	149,461	21	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886						
In-out sale	115	253	25,005	3	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511						
Total	5140	29758	726,631	0	959	23,439.71	15422	395,016	8487	190,812	11093	1,530,189	1302	190,812						
Lost sale	1	1	17	0	0	0.55	1	105	9	261	4	294	4	261						
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					Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	Category	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
104	714	28,022.97	2160	49,452.3	809	17,247.27	509	11,190.61	1626	63,126.65	1626	63,126.65	1626	63,126.65	54	6,249.3	54	6,249.3
124	30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88	59	1,627.88	175	28,668.51	175	28,668.51
120	103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52	200	17,944.52	54	6,249.3	54	6,249.3
248	26	2,853.16	105	5,034.99	24	2,961.09	0	0	54	6,249.3	54	6,249.3	54	6,249.3	175	28,668.51	175	28,668.51
110	80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51	175	28,668.51	624	56,312.61	624	56,312.61
102	291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61	624	56,312.61	5	135.56	5	135.56
212	3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56	5	135.56	27	4,349.74	27	4,349.74
117	12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74	27	4,349.74	2	1,392.98	2	1,392.98
261	2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98	2	1,392.98	61	5,139.48	61	5,139.48
121	41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48	61	5,139.48	119	1,621.9	119	1,621.9
229	74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9	119	1,621.9	2159	451,890.45	2159	451,890.45
100	1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45	2159	451,890.45	663	25,354.16	663	25,354.16
122	308	12,711	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16	663	25,354.16	235	26,035.41	235	26,035.41
125	116	12,555.92	261	22,157.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41	235	26,035.41				

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Source Code

Source Code	Category	RO/ISO Count	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
			Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces
217		27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42	
304		19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67	
201		150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3	
103		332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44	
206		75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56	
190		329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6	
106		0	0	0	0	0	0	7	1,763.31	0	0	0	0	
116		2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3	
209		1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3	
101		427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37	
150		11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93	
800		0	0	0	0	0	0	356	1,410.95	0	0	0	0	
Deleted														
Inactive		243	0	0	0	0	0	0	0	244	0	244	0	
400		1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95	
105		2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77	
123		188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681	
114		110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,708.18	286	44,708.18	
223		5	46.44	7	81.95	2	35.55	9	48.87	10	107.93	10	107.93	
Total		4259	705,740.01	49294	1,245,423.54	15402	392,726.27	8819	206,901.26	0	1,504,783.87	0	1,504,783.87	

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	1.42

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Voided	1643	6586	702,748.75	90.13
Filled	47	151	11,764.03	1.51
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1857	1015	779,712.13	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	140	234	10,686.24	25.1
RO	472	914	31,882.34	74.9
Total	612	1148	42,568.58	100

Purchases by Type

Purchases	MTD	MTD Pacing	Feb 2023 (last Month)	Mar 2022 (Month Last Year)	YTD	2022 (last Year YTD)						
Category	Orders	Pieces	Value (\$)	%age by total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
PICKED_ORDE R	-	-	-	-	-	-	-	-	-	-	-	-
Non OEM Stock Order	33	114	6,849.58	2.9	201	12,087.49	85	5,389.5	1262	5,389.5	107	38,363.26
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-
OEM Special Order	76	1253	83,795.23	35.45	2211	147,873.94	501	101,332	2	101,332	180	171,725.72
OEM Stock order	47	5067	65,919.85	27.89	8941	116,329.15	1807	-	-	-	86	105,040.71
Misc Order	85	0	12,938.58	5.47	0	22,832.79	0	12,214.51	0	12,214.51	274	42,071.31

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Purchases by Type

Category	Orders	Pieces	Value (\$)	%age by value of total purchases	MTD		MTD Pacing		Feb 2023 (last Month)		Mar 2022 (Month Last Year)		YTD		2022 (last Year YTD)	
					Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,232.89	104	12,577.95		
Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5	148	30,283.28		

Open PO by Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders		Pieces		Value (\$)		%age of parts value
					Pieces	Value (\$)	Pieces	Value (\$)			
Partially Received	442	35231	1,315,504.71	40.21							
Submitted	642	1071	137,697.5	4.19							
Received	2519	132131	1,818,755.08	55.6							
Total	3603	168433	3,271,429.54	100							

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	%age of parts value	Orders		Pieces		Value (\$)		%age of parts value
					Pieces	Value (\$)	Pieces	Value (\$)			
Ordered	412	684	111,657.7	37.01							
Received	126	307	40,944.24	13.57							
Requested	55	45	12,141.34	4.02							
Partially Received	226	2382	136,939.15	45.39							
Total	819	3418	301,682.43	100							

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	57.2
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.67
Not Paid	781	3230	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	100
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Deprecation	17	48	197	0
Core Appreciation/Deprecation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20,365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Stocking parts	2942	23353	270,267.52	57.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by age

Category	Never Purchased	Purchase (\$)						Total
		0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months		
Never Sold	7,722.76	20,260.73	16,480.57	24,672.13	9,068.97	6,522.73	84,727.89	
0-3 months	6,745.5	229,294.03	13,232.55	16,865.16	9,543.75	5,699.6	281,380.59	
4-6 months	199.56	10,325.62	32,344.7	5,932.23	4,006.73	3,155.61	55,964.45	
7-9 months	248.13	3,769.44	3,183.5	20,958.33	7,116.97	1,723.35	36,999.72	
10-12 months	0	360.19	2,078.72	0	1,977.22	677.6	5,093.89	
Greater than 12 months	471.77	3,657.5	132.16	0.45	0	0	4,261.88	
Total	15,387.72	267,667.51	67,452.2	68,428.3	31,713.64	17,779.05	468,428.42	

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639,571	42.7
101	279	36,010.96	7.7
102	145	14,083.08	3
103	53	9,434.3	2
104	43	12,174.61	2.6
105	9	8,681.47	1.8
110	53	7,856.9	1.7
114	14	17,484.78	3.7
116	12	33,027.69	7
117	8	1,455.67	0.3
120	55	5,825.16	1.2
121	5	2,543.49	0.5
122	8	4,820.58	1
123	4	1,775.44	0.4
124	17	1,486.81	0.3

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.63	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
304	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	13.19	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5,740.02	25.25	8.29	0	448.34	9.09	3,079.9	16.34	19,200.47	27.06
Alejandro Mayorga	12,401.78	15,782.57	3,201.67	3,380.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

Parts Performance Report

Mar 1, 2023 – Mar 31, 2023

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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon Maradiaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	308.74	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	336.73	38.32	12,689.99	27.39	5,205.86	20.52	57,003.21	35.67

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Key Business Metrics

Part Level of Service Percentage: 100 | Fill rate Percentage: 93.69 | Parts with no sale in last 9 months: \$23,006.64 | Emergency Purchases: -

Lost sales: \$1776

Sales Summary

Category	Sales Value (\$)	Return Value (\$)	Margin on Return (%)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	418,598.87	970.4	19.84	417,628.47	139,507.25	33.33
Wholesale	1,326.93	277.99	24.29	1,048.94	2,286.76	20.19
Internal	11,711.48	10,284.1	3.11	1,427.38	747.92	6.39
Retail	60,505.13	6,656.17	19.79	53,848.96	14,706.27	24.31
Total	502,142.41	18,188.66	10.43	483,953.75	157,248.2	31.32
Lost Sales	1776	0	0	0	0	-
Total Demand	502,124.65	0	0	0	-	-

Sales by Type

Category	RO/SO Count	Pieces	Value (\$)	% by value of total sales	GP(%)	MTD			MTD Pacing			Feb 2023 (Last Month)			Mar 2022 (Month Last Year)			Year to Last Month		
						Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sales	Pieces	Value (\$)	% by value of total sale			
Retail	1044	2450	87,044.63	11.95	0.32	4323	153,608.17	11.95	1226	50,193.79	12.62	0	0	0	2271	191,740.07	12.4			
ROS	3093	25323	610,500.51	83.82	0.45	44687	1,077,353.84	83.82	14207	340,817.25	85.72	0	0	0	6589	1,298,249.39	84.4			
Internal	33	1899	13,953.3	1.92	0.08	3351	24,623.47	1.92	15	2,988.03	0.75	0	0	0	64	20,115.18	1.3			
Wholesale	68	201	16,880.88	2.32	0.25	354	29,789.79	2.32	21	3,615.71	0.91	0	0	0	113	27,087.13	1.7			
Total	4238	29873	728,379.32	142.06	-	52715	1,285,375.27	0	15469	397,614.78	147.65	0	0	0	9037	1,537,917.7	145.3			
Returns	68	1932	21,985.31	3.02	0.16	3409	38,797.61	3.02	67	4,335.51	1.09	0	0	0	147	30,519.9	1.9			
Net	4170	27941	706,394.01	96.98	-	49306	1,246,577.66	96.98	15402	393,279.27	98.91	0	0	0	8990	1,506,671.87	98.0			

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Stock Type

Stock Item	MTD			MTD Pacing			Feb 2023 (Last Month)			Mar 2022 (Month Last Year)			Year to Last Month			2022 (Last Year YTD)		
	Orders	Pieces	Value (\$)	%age by value of total sale	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)		
Sale from Stock	4194	27705	552,165	76	893	17,811.77	14293	294,197	8173	154,415	8946	1,134,828	1161	154,415				
Sale by SOR	831	1800	149,461	21	58	4,821.32	956	88,274	238	25,886	1817	345,715	112	25,886				
In-out sale	115	253	25,005	3	8	806.61	173	12,545	76	10,511	330	49,646	29	10,511				
Total	5140	29758	726,631	0	959	23,439.71	15422	395,016	8487	190,812	11093	1,530,189	1302	190,812				
Lost sale	1	1	17	0	0	0.55	1	105	9	261	4	294	4	261				
Unusual sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0			

Sales by Source Code

Source Code	MTD			MTD Pacing			Feb 2023 (Last Month)			Mar 2022 (Month Last Year)			Year to Last Month			2022 (Last Year YTD)		
	RO/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)		
104	714	28,022.97	2160	49,452.3	809	17,247.27	509	11,990.61	1626	63,126.65	1626	63,126.65	1626	63,126.65				
124	30	890.88	75	1,572.14	24	464.22	7	109.51	59	1,627.88	59	1,627.88	59	1,627.88				
120	103	9,894.19	301	17,460.34	57	4,340.84	27	4,439.64	200	17,944.52	200	17,944.52	200	17,944.52				
248	26	2,853.16	105	5,034.99	24	2,961.09	0	0	54	6,249.3	54	6,249.3	54	6,249.3				
110	80	16,522.86	164	29,157.99	48	5,788.61	23	3,669.17	175	28,668.51	175	28,668.51	175	28,668.51				
102	291	24,141.87	788	42,603.3	270	19,596.42	96	8,420.4	624	56,312.61	624	56,312.61	624	56,312.61				
212	3	83.85	5	147.97	0	0	0	0	5	135.56	5	135.56	5	135.56				
117	12	1,760.43	24	3,106.64	5	1,263.86	15	925.67	27	4,349.74	27	4,349.74	27	4,349.74				
261	2	1,392.98	3	2,458.2	0	0	0	0	2	1,392.98	2	1,392.98	2	1,392.98				
121	41	3,290.66	351	5,807.05	64	1,482.74	19	793.67	61	5,139.48	61	5,139.48	61	5,139.48				
229	74	970.06	199	1,711.87	24	295.29	0	0	119	1,621.9	119	1,621.9	119	1,621.9				
100	1024	206,346.83	3292	364,141.46	934	102,904.21	341	55,074.43	2159	451,890.45	2159	451,890.45	2159	451,890.45				
122	308	12,711.1	1967	22,431.35	615	6,633.53	212	2,517.13	663	25,354.16	663	25,354.16	663	25,354.16				
125	116	12,555.92	261	22,457.51	80	6,846.22	56	5,030.03	235	26,035.41	235	26,035.41	235	26,035.41				

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Sales by Source Code

Source Code	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)		
	Category	ROI/SO Count	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)	Pieces	Gross Profit (\$)
217		27	291.92	47	515.15	20	250.87	23	237.15	58	705.42	58	705.42
304		19	3,307.79	37	5,837.28	14	3,217.95	13	759.36	45	9,069.67	45	9,069.67
201		150	23,098.57	515	40,762.18	186	13,076.21	67	7,010.49	399	51,565.3	399	51,565.3
103		332	13,762.47	1087	24,286.71	276	7,596.81	220	6,004.41	684	28,701.44	684	28,701.44
206		75	563.65	155	994.68	62	396.45	32	200.58	180	1,325.56	180	1,325.56
190		329	155,444.64	1275	274,314.07	332	74,565.93	174	34,169.23	645	293,631.6	645	293,631.6
106		0	0	0	0	0	0	7	1,763.31	0	0	0	0
116		2364	82,630.29	24587	145,818.16	7884	46,075.69	4655	32,676.83	5062	175,814.3	5062	175,814.3
209		1	927.3	1	1,636.41	1	1,218	0	0	3	3,340.3	3	3,340.3
101		427	47,650.66	1244	84,089.4	383	40,830.03	156	11,035.34	883	123,463.37	883	123,463.37
150		11	868.58	40	1,532.79	31	1,565.31	17	1,057.87	30	3,435.93	30	3,435.93
800		0	0	0	0	0	0	356	1,410.95	0	0	0	0
Deleted													
Inactive													
243													
400		1	449.95	1	794.03	0	0	0	0	1	449.95	1	449.95
105		2321	30,201.63	7731	53,296.99	2470	17,088.02	1479	11,657.28	5004	64,934.77	5004	64,934.77
123		188	6,805	2668	12,008.82	696	3,132	277	1,526.07	381	13,681	381	13,681
114		110	18,253.36	204	32,211.81	91	13,853.15	29	5,173.26	286	44,703.18	286	44,703.18
223		5	46.44	7	81.95	2	35.55	9	48.87	10	107.93	10	107.93
Total		4259	705,740.01	49294	1,245,423.54	15402	392,726.27	8819	206,901.26	0	1,504,783.87	244	0

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Quoted	60	602	46,754.99	6
Invoiced	71	100	11,100.57	1.42

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

SO By Status

Status	Orders	Pieces	Value (\$)	%age of parts value
Voided	1643	6586	7027487.5	90.13
Filled	47	151	11764.03	1.51
Partially Filled	25	153	6,672.91	0.86
Reopened	11	9	670.88	0.09
Total	1857	1015	779712.13	100

WIP

Category	Orders	Pieces	Value (\$)	%age of parts value
SO	140	234	10,686.24	25.09
RO	475	921	31,904.31	74.91
Total	615	1155	42,590.55	100

Purchases by Type

Category	Orders	Pieces	Value (\$)	%age by total purchases	MTD		MTD Pacing		Feb 2023 (last Month)		Mar 2022 (Month Last Year)		YTD		2022 (last Year YTD)	
					Orders	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces
PICKED_ORDE R	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non OEM Stock Order	33	114	6,849.58	2.9	201	12,087.49	85	5,389.5	1262	5,389.5	107	38363.26	11	5,389.5	-	-
RIM/ASR Orders	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
OEM Special Order	76	1253	83,795.23	35.45	2211	147,873.94	501	101,332	2	101,332	180	171725.72	1	101,332	-	-
OEM stock order	47	5067	65,919.85	27.89	8941	116,329.15	1807	-	-	-	86	105040.71	-	-	-	-
Misc Order	85	0	12,938.58	5.47	0	22,832.79	0	12,214.51	0	12,214.51	274	41,071.31	32	12,214.51	-	-

Parts Performance Report

Mar 1, 2023 - Mar 31, 2023

Purchases by Type

Purchases	MTD		MTD Pacing		Feb 2023 (Last Month)		Mar 2022 (Month Last Year)		YTD		2022 (Last Year YTD)	
	Orders	Pieces	Value (\$)	%age by value of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Sublet Orders	542	0	64,774.1	27.4	0	114,307.24	0	12,577.95	0	12,577.95	1190	140,332.89
Total	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5
Credit PO	-	-	-	-	-	-	-	-	-	-	-	-
Credit PO (Misc)	-	-	-	-	-	-	-	-	-	-	-	-
Net	801	6467	236,389.15	-	11411	417,157.33	2395	30,283.28	1264	30,283.28	1857	499,702.5

Open PO by Status

Category	Orders		Pieces		Value (\$)		%age of parts value	
	Orders	Pieces	Value (\$)	%age of parts value	Value (\$)	%age of parts value	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	40.21				
Submitted	642	1071	137,169.75	4.19				
Received	2519	132131	1,818,755.08	55.6				
Total	3603	168433	3,271,429.54	100				

Open SORs by Order Status

Category	Orders		Pieces		Value (\$)		%age of parts value	
	Orders	Pieces	Value (\$)	%age of parts value	Value (\$)	%age of parts value	Value (\$)	%age of parts value
Ordered	412	684	111,657.7	37.01				
Received	126	307	40,944.24	13.57				
Requested	55	45	12,141.34	4.02				
Partially Received	226	2382	136,939.15	45.39				
Total	819	3418	301,682.43	100				

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Open SORs by age

Category	Orders	Pieces	Value (\$)	%age of parts value
<5 days	85	151	10,527.13	3.6
5-25 days	136	363	34,110.89	11.66
>25	598	2877	247,918.93	84.74
Total	819	3391	292,556.95	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	%age of parts value
Partially Received	442	35231	1,315,504.71	41.37
Pending	140	529	45,570.88	1.43
Received	2519	132131	1,818,755.08	57.2
Total	3101	167891	3,179,830.67	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	%age of parts value
Prepaid	80	161	19,526.93	6.67
Not Paid	791	3230	273,030.02	93.33
Total	861	3391	292,556.95	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	%age of parts value
Toyota Returns	19	864	112,283.76	100
Total	19	864	112,283.76	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Positive Adjustments	297	3780	62,376.38	9.4
Negative Adjustments	321	4217	-66,079.57	-10
Parts Returns	58	1893	-13,398.31	-2
Core Returns	0	0	0	0

Parts Performance Report

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Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Part Appreciation/Depreciation	17	48	197	0
Core Appreciation/Depreciation	1	2	36	0
Manual Update	0	0	0	0
Purchased parts	1406	18157	316,283.68	47.9
Sold parts	1594	20365	361,472.74	54.7
Total	3694	48462	660,887.92	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	496,543.01
Closing Inventory	492,679
Percent change	-0.8%

Inventory by stocking status

Category	Unique Parts	Pieces	Value (\$)	%age of parts value
Seeking parts	2942	23353	270,267.52	57.5
Non-stocking parts	6764	1944	119,036.74	25.3
Phased out parts	5939	975	80,391.01	17.1
Total	15645	26272	469,695.27	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	0
OEM parts with no master update	13	2718	1,095.44
Parts with multiple bins	54	3333	25,578.9
Total	67	6051	26,674.34

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Inventory by age

Category	Purchase (\$)						Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	
Never Sold	772276	20,26073	16,480.57	24,672.13	9,068.97	6,522.73	84,727.89
0-3 months	6745.5	229,272.06	13,232.55	16,865.16	9,543.75	5699.6	281,358.62
4-6 months	199.56	10,325.62	32,344.7	5,932.23	4,006.73	3155.61	55,964.45
7-9 months	24813	3769.44	3183.5	20,958.33	7,116.97	1,723.35	36,999.72
10-12 months	0	360.19	2,078.72	0	1,977.22	677.76	5,093.89
Greater than 12 months	47177	3,657.5	132.16	0.45	0	0	4,261.88
Total	15,38772	267,645.54	67,452.2	68,428.3	31,713.64	17,779.05	468,406.45

Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
100	1298	200,639.571	42.7
101	279	36,010.96	7.7
102	115	14,083.08	3
103	53	9,734.3	2
104	43	12,174.61	2.6
105	9	8,681.47	1.8
110	53	7,856.9	1.7
114	14	17,484.78	3.7
116	12	33,027.69	7
117	8	1,455.67	0.3
120	55	5,825.16	1.2
121	5	2,543.49	0.5
122	8	4,820.58	1
123	4	1,775.44	0.4
124	17	1,486.81	0.3

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Inventory by source code

Source Code	Pieces	Value (\$)	%age of parts value
125	29	3,443.2	0.7
150	16	965.55	0.2
190	115	76,044	16.2
201	19	8,436.96	1.8
202	1	20.19	0
206	3	616.63	0.1
209	1	699.3	0.1
212	1	1,128	0.2
217	4	1,301.92	0.3
223	6	148.16	0
225	2	1,195.8	0.3
229	81	2,949.78	0.6
248	46	9,117.6	1.9
304	10	4,567.67	1
400	2	1,760	0.4
Total	2309	469,695.27	100

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 (%)
Weston Wallace	13.19	30.21	0	17.02	56.34	0	0	0	0	0	0	30.21	56.34
Andrew Palencia	16,996.98	22,737	9,972.85	5,740.02	25.25	8.29	0	448.34	9.09	3,079.9	16.34	19,200.47	27.06
Alejandro Mayoiga	12,401.78	15,782.57	3,201.67	3,380.79	21.42	0	0	15,627.62	21.39	154.95	24.25	0	0
Kenneth James	740.44	900.16	0	159.72	17.74	0	0	0	0	0	0	900.16	17.74
System	67,433.22	97,606.79	0	30,173.57	30.91	0	0	0	0	0	0	97,606.79	30.91

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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 (%)
Doug Ranzer	28.44	39.33	0	10.89	27.69	0	0	0	0	0	0	39.33	27.69
Mark Bennett	45,292.08	67,050.97	0	21,758.89	32.45	0	0	171.82	9.09	564.4	19.63	66,314.75	32.62
Brandon Maradiaga	46,861.86	69,631.13	3,641.4	22,769.27	32.7	1,082.36	27.61	23,427.09	26.45	1,814.43	25.87	43,307.25	36.5
Marvin Anderson	88,603.08	134,939.8	3087.4	46,336.72	34.34	0	0	1,484.1	21.45	229.4	13.04	133,226.3	34.52
Danny Meador	50,232.04	75,235.79	1,064	25,003.75	33.23	3367.3	38.32	12,689.99	27.39	*5,205.86	20.52	57,003.21	35.67