

# Parts Performance Report

Jun 1, 2023 - Jun 30, 2023

## Key Business Metrics

Part Level of Service Percentage	100	Fill rate Percentage	88.77	Parts with no sale in last 9 months	\$89,55779	Emergency Purchases	
Lost sales	\$0.00						

## Sales Summary

Category	RO/SO Count	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order			\$480,570.18				\$0.00		\$0.00	\$480,570.18	\$191,233.67	39.79
Wholesale			\$352,791.43				\$3,566.84		\$3,566.84	\$349,224.59	\$64,003.03	18.14
Internal			\$9,801.80				\$0.00		\$0.00	\$9,801.80	\$1,139.41	11.62
Retail			\$57,988.15				\$1,498.03		\$1,498.03	\$56,460.12	\$17,254.25	29.77
Total			\$901,121.56				\$5,064.87		\$5,064.87	\$896,056.69	\$273,630.36	30.37
Total Demand			\$901,121.56				\$0.00		\$0.00	\$901,121.56	\$273,630.36	30.37

## Sales by Type

Sales Item	Category	RO/SO Count	MTD				MTD Pacing				May 2023 (last Month)				Jun 2022 (Month Last Year)				Year to Last Month					
			Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)	Total Unique Parts	Value (\$)	% by value of total sales	GP(%)		
Retail		381	919	\$69,673.72	6.85	0.46	2848	\$215,988.53	6.85	637	\$53,229.21	6.09	0	\$0.00	0	1901	\$282,371.10	5.1						
ROS		1452	12556	\$535,821.24	52.7	0.66	38923	\$1,661,045.8	52.7	10215	\$443,740.35	50.8	0	\$0.00	0	7675	\$2,707,807.2	51.8						
Internal		109	233	\$10,193.56	1	0.15	722	\$31,600.04	1	199	\$5,633.61	0.64	0	\$0.00	0	548	\$32,678.23	0.6						
Wholesale		1405	4601	\$401,027.09	39.44	0.22	14263	\$1,243,183.98	39.44	3721	\$370,965.45	4.247	0	\$0.00	0	7678	\$2,202,767.1	42.1						
Total		3347	18309	\$1,016,715.61	143.64		56756	\$3,151,818.39	0	14772	\$873,568.62	141	0	\$0.00	0	17802	\$5,225,623.6	140.8						
Returns		38	76	\$5,355.11	0.53	0.34	235	\$16,600.84	0.53	92	\$5,391.85	0.62	0	\$0.00	0	702	\$105,257.23	2.0						
Net		3309	18233	\$1,011,360.50	99.47		55521	\$3,135,217.55	99.47	14680	\$868,176.77	99.38	0	\$0.00	0	17100	\$5,120,366.4	97.9						

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## Sales by Source Code

Source Code	Category	RO/SO Count	MTD		MTD Pacing		May 2023 (Last Month)		Jun 2022 (Month Last Year)		Year to Last Month	
			Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	
601		1	\$2.00	3	\$6.20	1	\$2.00	1	\$2.00	19	\$34.00	
201		106	\$2,620.49	527	\$8,123.52	206	\$27,415	164	\$2,420.62	554	\$13,852.42	
099		884	\$35,596.59	19077	\$10,349.43	5163	\$29,688.82	4792	\$25,570.56	4490	\$178,929.40	
170		19	\$1,099.22	111	\$3,407.58	18	\$367.58	12	\$478.54	107	\$6,870.39	
101		174	\$13,595.94	722	\$42,147.41	219	\$12,496.44	85	\$3,487.16	839	\$54,658.91	
204		14	\$104.49	117	\$323.92	16	\$56.96	24	\$91.67	77	\$594.56	
162		335	\$40,114.75	2244	\$124,355.72	712	\$43,966.18	580	\$32,443.05	1861	\$240,743.54	
175		140	\$13,294.08	548	\$4,211.65	170	\$13,353.83	175	\$11,327.21	675	\$72,439.75	
121		0	\$0.00	0	\$0.00	0	\$0.00	4	\$18771.44	2	\$15,470.15	
160		121	\$46,576.16	635	\$144,386.10	129	\$34,266.58	142	\$31,899.82	605	\$219,696.38	
108		19	\$3,232.32	170	\$10,020.19	33	\$2,132.67	1	\$61.50	106	\$14,759.79	
203		425	\$18,139.12	1739	\$56,231.27	517	\$17,273.69	767	\$20,562.79	2556	\$94,970.8	
181		265	\$78,265.10	1422	\$242,621.81	314	\$93,302.08	279	\$55,019.85	1427	\$460,825.58	
171		0	\$0.00	0	\$0.00	0	\$0.00	14	\$133.40	0	\$0.00	
107		15	\$5,081.48	49	\$15,752.59	4	\$274.79	22	\$1,682.09	257	\$30,375.57	
600		3	\$80.07	9	\$248.22	1	\$23.87	2	\$43.80	11	\$424.46	
105		133	\$3770.120	852	\$16,873.72	188	\$30,765.67	139	\$9,130.78	712	\$156,483.80	
153		16	\$3,093.87	49	\$9,591.00	19	\$3,518.10	13	\$2,188.44	110	\$21,592.69	
125		6	\$36,907.58	18	\$114,413.50	3	\$19,539.16	0	\$0.00	29	\$156,512.36	
161		126	\$41,945.21	886	\$130,030.45	225	\$46,909.86	196	\$42,072.11	700	\$249,335.79	
104		115	\$19,427.56	517	\$60,225.44	119	\$17,350.06	74	\$6,681.27	592	\$92,653.49	
152		77	\$22,810.47	1140	\$70,712.46	195	\$15,511.08	243	\$14,353.25	409	\$105,487.34	
324		2	\$11.22	18	\$34.78	2	\$3.50	4	\$7.00	7	\$32.40	
214		11	\$475.30	46	\$1,473.43	35	\$908.46	48	\$1,321.54	64	\$3,973.60	
102		1937	\$251,339.46	16287	\$779,152.33	4003	\$201,523.34	3744	\$187,143.72	10189	\$1,238,406.46	



# Parts Performance Report

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Source Code	Category	RO/SO Count	MTD		May 2023 (Last Month)		Jun 2022 (Month Last Year)		Year to Last Month	
			Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	% of parts value
400		4	\$141.79	31	\$439.55	\$170.43	105	\$187.13	16	\$662.91
180		5	\$2,778.63	37	\$8,613.75	\$1,834.90	15	\$1,226.96	14	\$11,653.19
100		0	\$0.00	0	\$0.00	\$0.00	125	\$4,308.56	5	\$183.17
151		329	\$17,482.36	4650	\$54,195.32	\$13,441.20	935	\$10,719.03	1668	\$84,279.25
95		3	\$1,068.09	24	\$3,311.08	\$699.50	4	\$320.06	9	\$3,192.49
020		27	\$16,002.17	213	\$49,606.73	\$24,908.43	48	\$12,459.68	200	\$128,126.44
158		0	\$0.00	0	\$0.00	\$858.88	0	\$0.00	1	\$858.88
001		56	\$16,498.50	294	\$51,145.35	\$21,415.59	67	\$22,689.23	345	\$110,820.33
119		418	\$205,826.14	2461	\$638,061.03	\$129,117.49	704	\$115,816.29	2097	\$809,870.27
109		117	\$10,419.88	499	\$32,301.63	\$12,925.99	15	\$2,896.23	658	\$70,248.49
126		13	\$49,693.10	40	\$154,048.61	\$57,129.85	10	\$34,348.20	96	\$332,677.13
010		104	\$19,929.21	1069	\$61,780.55	\$19,598.64	356	\$24,133.51	429	\$138,830.08
Total		3348	\$1,013,563.55	56504	\$3,135,196.02	\$868,176.77	13909	\$695,998.49	0	\$5,120,352.54

## SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	5948	21643	\$7,318,314.87	86.16
invoiced	224	358	\$977,365.53	1.15
Voided	1687	4143	\$667,156.08	7.86
Filled	284	1047	\$103,797.93	1.22
Partially Filled	141	1267	\$285,887.77	3.37
Reopened	23	115	\$20,491.95	0.24
Total	8307	24430	\$8,493,385.13	100

# Parts Performance Report

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WIP		Orders	RO/SO Count	Value (\$)	% of parts value
Category		682	1169	\$201,547.24	59.23
SO		1364	2896	\$138,704.58	40.77
RO		2046	4065	\$340,251.82	100
Total					

## Purchases by Type

Category	Orders	Pieces	Value (\$)	% of total purchases	MTD		MTD Pacing		May 2023 (Last Month)		Jun 2022 (Month Last Year)		Year to Last Month	
					Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
Purchases														
RIM/ASR Orders	4	441	\$16,312.58	8.73	1470	\$54,375.27	355	-	4	\$56.52	108	\$688,825.44		
OEM Special Order	81	1129	\$113,764.15	60.9	3763	\$379,213.83	1371	-	1065	\$91,964.97	526	\$1,078,545.76		
OEM Stock Order	-	-	-	-	-	-	-	-	2	\$6.86	-	-		
Vendor Stock Order	1	89	\$1,802.75	0.97	296	\$6,009.17	89	-	-	-	1	\$1,802.75		
Vendor Special Order	-	-	-	-	-	-	-	-	1	\$145.23	-	-		
Misc Order	71	0	\$47,839.45	25.61	0	\$159,464.83	0	-	0	\$167,394.96	2177	\$719,622.88		
Sublet Orders	30	0	\$7,089.75	3.8	0	\$23,632.50	0	-	0	\$12,604.99	242	\$60,722.56		
Total	187	1659	\$186,808.68	100	5529	\$622,695.60	1815	-	1072	\$272,173.53	3054	\$2,549,519.39		
Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-		
Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	-		
Net	187	1659	\$186,808.68	0	5529	\$622,695.60	1815	-	1072	\$272,173.53	3054	\$2,549,519.39		

## Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	297	34166	\$1,964,624.64	60.15
Submitted	6043	489853	\$237,723.07	7.28
Received	1193	110696	\$1,063,878.12	32.57

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## Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Total	7533	634715	\$3,266,225.83	100

## Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	206	367	\$87,676.72	24.91
Requested	75	170	\$13,687.16	3.89
Received	653	1546	\$154,001.54	43.75
Partially Received	154	1018	\$96,624.77	27.45
Total	1088	3101	\$351,990.19	100

## Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	57	122	\$12,579.47	3.57
>25	847	2535	\$290,917.62	82.65
5-25 days	184	444	\$48,493.10	13.78
Total	1088	3101	\$351,990.19	100

## Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	297	34166	\$1,964,624.64	64.23
Pending	492	778	\$30,387.60	0.99
Received	193	110696	\$1,063,878.12	34.78
Total	1982	145640	\$3,058,890.36	100

## Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	914	2687	\$298,548.18	84.82
Prepaid	254	414	\$53,442.01	15.18
Total	1168	3101	\$351,990.19	100

# Parts Performance Report

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Open Returns by Type		Orders	Pieces	Value (\$)	% of parts value
Category					
Misc. Core Return		210	2666	\$399,415.89	96.19
OEM Controlled Stock Return		6	808	\$35,592.40	3.81
Total		216	3474	\$935,008.29	100

Detailed Inventory Changes		Unique Parts	Pieces	Value (\$)	% of parts value
Category					
Purchased parts		2753	18517	\$538,231.65	40.2
Sold parts		3154	15908	\$607,573.18	45.4
Used Core Returns		0	0	\$0.00	0
Parts Material Returns		205	261	-\$19,134.19	-1.4
Positive On Hand Adjustments		479	1263	\$209,217.38	15.6
Negative On Hand Adjustments		73	314	-\$33,082.13	-2.5
Part Appreciation/Depreciation		110	1106	\$1,541.75	0.1
Core Appreciation/Depreciation		79	104	\$34,864.51	2.6
Manual Update		2	0	\$0.00	0
Total		6855	35473	\$1,339,212.15	100

Monthly Inventory Change			Value (\$)
Category			
Opening Inventory			\$803,594.18
Closing Inventory			\$773,035.82
Percent change			-3.8%

Inventory by stocking status		Unique Parts	Pieces	Value (\$)	% of Total Investment
Stocking Status					
Inactive Parts		63771	27347	\$54,445.87	6.2
Non-Stocking Parts		9223	6794	\$197,326.47	22.5
Active Stocking Parts		9276	21429	\$535,648.27	61.2

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## Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Total	82270	55570	\$787,430.61	89.9
Used Cores	174	227	\$88,286.50	10.1
Total Investment	0	0	\$875,717.11	100

## Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	\$0.00
OEM parts with no master update	23	4970	\$24,754.06
Parts with multiple bins	0	0	\$0.00
Total	23	4970	\$24,754.06

## Inventory by age

Category	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	Greater than 12 months	Total
Never Sold	\$2702.38	\$8,501.06	\$3,608.66	\$4,446.47	\$942.43	\$444.77	\$20,645.77
0-3 months	-\$2,137.97	\$441,002.56	\$17,568.82	\$10,273.45	\$7,412.08	\$7,442.55	\$481,561.49
4-6 months	\$7,546.05	\$19,394.22	\$79,325.82	\$4,166.04	\$3,195.23	\$5,801.38	\$119,428.54
7-9 months	\$1,252.48	\$3,241.98	\$15,688.76	\$37,688.17	\$2,355.97	\$4,615.82	\$64,843.18
10-12 months	\$406.26	\$982.42	\$1,413.47	\$3,174.58	\$30,599.90	\$6,469.02	\$43,045.65
Greater than 12 months	\$4,554.39	\$5,330.90	\$1,946.49	\$865.08	\$3,401.36	\$41,807.76	\$57,905.98
Total	\$14,323.59	\$478,453.14	\$119,552.02	\$60,613.79	\$47,906.97	\$66,581.10	\$787,430.61

## Inventory by source code

Source Code	Total Unique Parts	Value (\$)
001	30	\$1,814.55
010	41	\$1,996.98
020	27	\$19,734.44

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## Inventory by source code

Source Code	Total Unique Parts	Value (\$)
021	22	\$363.19
099	6	\$22741.67
101	50	\$3,048.42
102	2804	\$301,075.48
104	751	\$70,738.81
105	607	\$54,209.53
107	7	\$47.27
108	14	\$1,271.28
109	83	\$13,111.88
119	74	\$1,563.45
125	1	\$7,585.32
126	3	\$16,575.76
151	73	\$14,259.43
152	43	\$5,700.32
153	7	\$3,798.75
160	61	\$10,829.27
161	277	\$46,517.10
162	1452	\$108,312.23
170	24	\$1,812.68
175	339	\$50,182.85
180	2	\$143.07
181	109	\$3,852.12
201	35	\$4,561.30
203	24	\$13,361.35
204	5	\$160.25
214	2	\$3,112.13

# Parts Performance Report

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## Inventory by source code

Source Code	Total Unique Parts	Value (\$)
400	312	\$5,009.34
601	1	\$0.00
95	3	-\$559.61
<b>Total</b>	<b>7289</b>	<b>\$787,430.61</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 (%)
ALAN J DOBBINS	\$34,459.89	\$40,785.64	\$2,427.52	\$6,325.75	15.51	\$0.00	0	\$4,075.92	27.12	\$31,984.39	10.04	\$4,725.33	42.51
MIGUEL A FIGUEROA	\$37,153.90	\$53,287.41	\$3,057.45	\$16,133.51	30.28	\$4,277.3	45.71	\$30,317.23	33.72	\$19,248.29	23.62	\$3,294.16	35.5
JUAN MERCADO	\$94,705.06	\$130,293.25	\$5,016.71	\$35,588.19	27.31	\$169.62	39.39	\$10,802.22	20.57	\$66,939.99	20.01	\$52,381.42	37.99
BRENT M KELLER	\$160,423.49	\$256,890.07	\$2,016.83	\$96,466.58	37.55	\$1,231.86	35.35	\$17,463.99	47.34	\$28,196.77	17.72	\$225,714.45	39.96
SHAUN R THOMPSON	\$141,470.30	\$173,207.79	\$10,209.90	\$31,737.49	18.32	\$0.00	0	\$4,736.79	19.33	\$165,394.25	18.08	\$3,076.75	29.77
BO HORSLEY	\$140,304.20	\$222,498.24	\$429.33	\$82,194.04	36.94	\$7,972.59	5.54	\$3,164.74	25.66	\$20,997.83	20.63	\$190,363.08	40.24