

Apr-18

30 points

Sales Distribution MTD		
Category	Sales	% Of Total
Repair Order	\$ 144,964	17.38%
Repair Order B.S.	\$ 316,273	37.92%
Counter Retail	\$ 57,286	6.87%
Warranty	\$ 84,126	10.09%
Internal	\$ 44,630	5.35%
Wholesale	\$ 186,863	22.40%
Accessories	\$ -	0.00%
Quick Service	\$ -	0.00%
Total Department (MTD)	\$ 834,142	100.00%

Sales Distribution YTD		
Category	Sales	% Of Total
Repair Order	\$ 561,943	17.10%
Repair Order B.S.	\$ 1,177,433	35.83%
Counter Retail	\$ 250,596	7.63%
Warranty	\$ 381,559	11.61%
Internal	\$ 213,350	6.49%
Wholesale	\$ 700,923	21.33%
Accessories	\$ -	0.00%
Quick Service	\$ -	0.00%
Total Department (MTD)	\$ 3,285,804	100.00%

Gross Profit Contribution MTD					
Category	Gross	% of Total	% of Sales	YOUR BOC	Profile %
Repair Order	\$ 46,050	20.40%	31.77%		41.00
Repair Order B.S.	\$ 100,309	44.43%	31.72%		25-35
Counter Retail	\$ 13,697	6.07%	23.91%		41.00
Warranty	\$ 26,118	11.57%	31.05%		28-40
Internal	\$ 9,922	4.40%	22.23%		41.00
Wholesale	\$ 29,654	13.14%	15.87%		20+
Accessories	\$ -	0.00%	0.00%		20.00
Quick Service	\$ -	0.00%	0.00%		20.00
Total Department (MTD)	\$ 225,750	100.00%	27.06%		38.00

Note: Above total doesn't include purchase allowances & adjustment

Gross Profit Contribution YTD					
Category	Gross	% of Total	% of Sales	YOUR BOC	Profile %
Repair Order	\$ 176,530	18.31%	31.41%		41.00
Repair Order B.S.	\$ 348,387	36.14%	29.59%		25-35
Counter Retail	\$ 176,530	18.31%	70.44%		41.00
Warranty	\$ 106,582	11.06%	27.93%		28-40
Internal	\$ 45,590	4.73%	21.37%		41.00
Wholesale	\$ 110,382	11.45%	15.75%		20+
Accessories	\$ -	0.00%	0.00%		20.00
Quick Service	\$ -	0.00%	0.00%		20.00
Total Department (MTD)	\$ 964,001	100.00%	29.34%		38.00

Parts Employee Productivity MTD					
Category	Dollar Amount	÷	# Employees	=	Per Employee
Sales (Total)	\$ 871,256	÷	8.00	=	\$ 108,907
Gross Profit	\$ 254,046	÷	8.00	=	\$ 31,756
Expenses (Total)	\$ 150,006	÷	8.00	=	\$ 18,751
Department Net Profit	\$ 104,040	÷	8.00	=	\$ 13,005

Parts Employee Productivity YTD					
Category	Dollar Amount	÷	# Employees	=	Per Employee
Sales (Total)	\$ 3,419,793	÷	8.00	=	\$ 427,474
Gross Profit	\$ 1,016,296	÷	8.00	=	\$ 127,037
Expenses (Total)	\$ 590,353	÷	8.00	=	\$ 73,794
Department Net Profit	\$ 425,943	÷	8.00	=	\$ 53,243



Monthly Cost Of Sales

Year To Date Parts & Accessories Sales \$3,419,793

Year To Date Parts & Accessories Gross - \$1,016,296

Subtotal = \$ 2,403,497

Number of Months in Year ÷ 4

Average Month Cost Of Sales = \$ 600,874

FIN

MAN

Months' Supply Of Inventory

FINANCIAL STATEMENT

Inventory			\$1,337,281
Divided by Average Month Cost-of-Sales	÷	\$	600,874
Equals Months' Supply	=		2.23

MANAGEMENT REPORT

Inventory			\$1,109,597
Divided by Average Month Cost-Of Sales	÷	\$	600,874
Equals Months' Supply	=		1.85

Total Sales Demand

Reflects the dollar value of parts the department would have been able to sell if it had been able to fill all requests. To arrive at an accurate sales demand figure you need to have an accurate lost sales amount.

\$	2,403,497	+	\$	16,501	=	\$	2,419,998
Cost of Parts Sold (Sales - Gross)			Cost of Lost Sales			Total Sales Demand	

LOST SALES CAN BE FOUND ON THE DMS SUMMARY REPORT

Level Of Service

Level of service is an indication of how well the parts inventory is able to meet the needs of the customers. Think of it as a batting average. If 100 customer a part, how many times are you able to fill the request? The following calc gives you that answer. Current NADA guide is 82% to 92%. The hardest p

Total Demand		\$	2,419,998	
Emergency Purchases	-	\$	68,241	
Lost Sales	-	\$	16,501	(LOL!!!)
			Subtotal =	\$ 2,335,256
	Total Demand ÷	\$	2,419,998	
			Level of Service =	96.50%

meet the
s request
ulation
part of this

— | **C**
| **B**
| **E**
| **G**
| **D**
| **H**
| **V**
| **"**

Gross Turn

Annualized Cost-Of Sales ÷ Inventory

<div style="border: 1px solid black; padding: 2px; display: inline-block;">\$ 3,419,793</div> YTD Sales	-	<div style="border: 1px solid black; padding: 2px; display: inline-block;">\$ 1,016,296</div> YTD Gross	=	<div style="background-color: yellow; padding: 2px; display: inline-block;">\$ 2,403,497</div> YTD COS
--	---	--	---	---

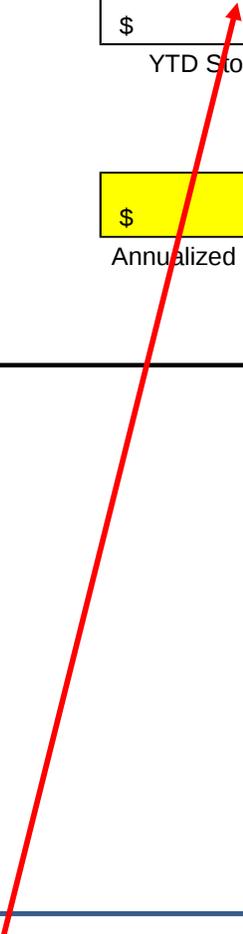
<div style="background-color: yellow; padding: 2px; display: inline-block;">\$ 2,403,497</div> YTD COS	÷	<div style="border: 1px solid black; padding: 2px; display: inline-block;">4</div> # of Months	=	<div style="background-color: yellow; padding: 2px; display: inline-block;">\$ 600</div> Average Monthly Cost-Of-Sale
---	---	---	---	---

<div style="background-color: yellow; padding: 2px; display: inline-block;">\$ 7,210,491</div> Annualized Cost-Of-Sales	÷	<div style="border: 1px solid black; padding: 2px; display: inline-block;">\$ 1,337,281</div> Parts Inventory (W/O LIFO adj.)	=	<div style="background-color: yellow; padding: 2px; display: inline-block;">5.4</div> Gross Turns
---	---	---	---	--

Christopher Michael Davis:
 Emergency Purchases can be found on your IMS Summary in the "Receipt" section. Any value there except for Stock Order"

		Annualized Stock
	\$ 1,109,597	÷
	YTD Stock Purchases	
	\$ 3,328,791	÷
	Annualized Stock Purchases	

874
nth
es



THE BEST SOURCE FOR THIS VALUE I

True Turn

3x Purchases ÷ Inventory

4	=	\$ 277,000
# of Months		Average Month Stc

\$ 1,337,281	=	1.5
Parts Inventory (W/O LIFO adj.)		True Turns

If the true
than the "1.5"

IS FROM YOUR FACTS

399

3
Jck

2.5

turn number is more than the gross number
Stock Order"number is incorrect

DRY REPRESENTATIVE

Monthly Reconciliation Of Parts To General Ledger

Dollar value of parts on dealership management report	\$	1,109,196
Minus		
Dollar value of packing lists for parts received, but not invoiced	\$	37,418
Dollar Value of bulk oil, gear lube, trans fluid in stock	\$	3,753
Plus		
Credits due for parts returned	\$	3,001
Inventory Core Value - clean	\$	37,064
Cores to be returned for credit - dirty	\$	10,255
Work in Process - Repair Orders & Invoices	\$	155,729
Dollar Value of NPN parts	\$	15,517
Dollar value of parts with no cost record	\$	-
Plus / Minus		
Other Adjustments (shortage claims, damage, etc.)	\$	(2,000)

Total Inventory	\$	1,287,591
Inventory Per Financial Statement	\$	1,337,281
Difference	\$	(49,690)

-3.72%