

Parts Performance Report

Aug 1, 2023 – Aug 31, 2023

Key Business Metrics

Part Level of Service Percentage	100	Fill rate Percentage	89.5	Parts with no sale in last 9 months	\$75,030.27	Emergency Purchases	-
Lost sales	\$0.00						

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Net Sale Value (\$)	Gross Profit (\$)	GP%
Repair Order	\$344,189.58	\$0.00	\$344,189.58	\$115,868.94	33.66
Wholesale	\$69,070.60	\$2,059.16	\$67,011.44	\$15,686.91	22.71
Internal	\$0.00	\$0.00	\$0.00	\$0.00	-
Retail	\$19,096.66	\$586.76	\$18,509.90	\$5,043.64	26.41
Total	\$432,356.84	\$2,645.92	\$429,710.92	\$136,599.49	31.59
Total Demand	\$432,356.84	\$0.00	\$0.00	-	-

Sales by Type

Sales Item	Category	RO/SO Count	MTD				MTD Pacing				Jul 2023 (Last Month)				Aug 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(%)
Wholesale		215	1222	\$72,285.75	16.42	0.29	18330	\$1,084,286.2	16.42	614	\$64,254.23	18.89	-	\$0.00	-	1356	\$452,533.86	15.71	-	\$0.00	-	15.71
Total		1596	11363	\$440,285.95	145.89	-	170445	\$6,604,289.25	0	9125	\$340,107.27	145.61	-	\$0.00	-	10684	\$2,876,657.9	146.01	-	\$0.00	-	146.01
Returns		21	31	\$37,64.35	0.85	0.27	465	\$56,465.25	0.85	42	\$7,458.40	2.19	-	\$0.00	-	166	\$34,331.47	11.11	-	\$0.00	-	11.11
Net		1575	11332	\$436,521.60	99.15	-	169980	\$6,547,824.0	99.15	9083	\$332,648.87	97.81	-	\$0.00	-	10518	\$2,842,326.5	98.8	-	\$0.00	-	98.8

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Source Code	Category	RO/SO Count	MTD		MTD Pacing		Jul 2023 (Last Month)		Aug 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 (\$)	
999		635	\$22,931.34	65790	\$343,970.10	3840	\$20,199.02	0	\$0.00	4589	\$165,481.30	
106		208	\$11,940.49	28920	\$179,107.35	1088	\$7,440.61	0	\$0.00	1506	\$86,604.42	
103		15	\$5,198.21	360	\$77,973.15	51	\$5,759.88	0	\$0.00	115	\$50,469.95	
104		76	\$19,881.67	2475	\$298,225.05	137	\$19,229.21	0	\$0.00	506	\$121,784.80	
109		1	\$477.83	15	\$7,167.45	4	\$1,072.66	0	\$0.00	8	\$7,209.73	
105		345	\$18,611.76	16770	\$279,176.40	1041	\$18,868.70	0	\$0.00	2219	\$109,670.94	
102		1	\$423.24	15	\$6,348.60	5	\$1,965.47	0	\$0.00	17	\$7,179.04	
200		1	\$34.36	30	\$515.40	0	\$0.00	0	\$0.00	4	\$134.93	
108		39	\$24,925.11	1605	\$373,876.65	85	\$20,113.19	0	\$0.00	259	\$167,293.23	
900		156	\$21,683.13	5310	\$325,246.95	340	\$24,140.42	0	\$0.00	1182	\$197,849.25	
901		558	\$4,231.22	9570	\$63,468.30	487	\$3,278.30	0	\$0.00	3496	\$26,614.48	
101		696	\$264,084.48	38040	\$3,961,267.20	1935	\$172,964.57	0	\$0.00	4825	\$1,683,268.45	
100		6	\$1,012.58	75	\$15,188.70	17	\$2,995.12	0	\$0.00	84	\$14,551.20	
107		58	\$41,086.18	1005	\$616,292.70	53	\$34,621.72	0	\$0.00	328	\$204,214.78	
Total		1596	\$436,521.60	169980	\$6,547,824.00	9083	\$332,648.87	0	\$0.00	0	\$2,842,326.50	

SO By Status	Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	Quoted	100	516	\$126,567.83	15.8
Invoiced	Invoiced	48	180	\$16,344.21	2.04
Voided	Voided	901	3133	\$637,999.83	79.63
Filled	Filled	5	18	\$444.61	0.06
Partially Filled	Partially Filled	13	327	\$12,294.71	1.53
Reopened	Reopened	5	30	\$7,561.64	0.94
Total	Total	1072	1071	\$801,212.83	100

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WIP		Orders	RO/SO Count	Value (\$)	% of parts value
Category	SO	41	98	\$3,366.67	5.27
Category	RO	775	2117	\$60,554.38	94.73
Total		816	2215	\$63,921.05	100

Purchases by Type	Category	Orders	Pieces	Value (\$)	% of total purchases	MTD		MTD Pacing		Jul 2023 (Last Month)		Aug 2022 (Month Last Year)		Year to Last Month	
						Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
RIM/ASR Orders		7	621	\$10,916.83	9.38	15525	\$272,920.75	1017	-	-	-	135	\$311,515.74		
OEM Special Order		39	822	\$90,576.68	77.85	20550	\$2,264,417.00	406	-	-	-	186	\$320,589.09		
OEM Stock Order		-	-	-	-	-	-	-	-	-	-	-	-		
Vendor Stock Order		9	738	\$9,926.93	8.53	18450	\$248,173.25	-	-	-	-	27	\$12,197.76		
Vendor Special Order		2	6	\$1,196.39	1.03	150	\$29,909.75	-	-	-	-	5	\$1,183.00		
Misc Order		1	0	\$92.49	0.08	0	\$2,312.25	0	-	-	-	10	\$1,361.35		
Sublet Orders		3	0	\$3,637.88	3.13	0	\$90,947.00	0	-	-	-	13	\$8,429.58		
Total		61	2187	\$116,347.20	100	54675	\$2,908,680.00	1423	-	-	-	376	\$655,276.52		
Vendor Credit PO		-	-	-	-	-	-	-	-	-	-	-	-		
Misc Credit PO		-	-	-	-	-	-	-	-	-	-	-	-		
Net		61	2187	\$116,347.20	0	54675	\$2,908,680.00	1423	-	-	-	376	\$655,276.52		

Open PO by Status		Orders	Pieces	Value (\$)	% of parts value
Category	Partially Received	140	8192	\$387,417.31	22.72
Category	Submitted	1163	1112	\$262,241.81	15.38
Category	Received	1733	60065	\$1,055,242.82	61.89

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Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Total	3036	69369	\$1704,901.94	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	163	208	\$42,239.39	38.6
Requested	4	6	\$667.60	0.61
Received	228	388	\$41,243.37	37.69
Partially Received	58	535	\$25,267.41	23.09
Total	453	1137	\$109,417.77	100

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	51	84	\$8,777.57	8.02
>25	298	845	\$82,147.85	75.08
5-25 days	104	208	\$18,492.35	16.9
Total	453	1137	\$109,417.77	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	140	8192	\$387,417.31	26.44
Pending	99	449	\$22,585.40	1.54
Received	1733	60065	\$1,055,242.82	72.02
Total	1972	68706	\$1,465,245.53	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	453	1137	\$109,417.77	100
Prepaid	0	0	\$0.00	0
Total	453	1137	\$109,417.77	100

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Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Misc. Core Return	15	218	\$71,296.00	77.25
11 - CSO Returns	4	57	\$6,186.18	6.7
01 - Monthly Returns	4	56	\$5,670.07	6.14
OEM Controlled Stock Return	8	299	\$9,135.03	9.9
Total	31	630	\$92,287.28	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	1075	11738	\$351,591.65	46.3
Sold parts	1237	12255	\$389765.31	51.3
Used Core Returns	0	0	\$0.00	0
Parts Material Returns	24	25	-\$1,926.11	-0.3
Positive On Hand Adjustments	115	1532	\$18,847.82	2.5
Negative On Hand Adjustments	130	371	-\$14,238.30	-1.9
Part Appreciation/Depreciation	2390	5399	\$5,804.98	0.8
Core Appreciation/Depreciation	6	6	\$9,565.00	1.3
Manual Update	24	137	\$2467.2	0
Total	5001	31463	\$759,657.07	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$508,945.55
Closing Inventory	\$527,476.47
Percent change	3.6 %

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Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Non-Stocking Parts	4737	4263	\$145,964.48	21.8
Active Stocking Parts	3514	17839	\$234,849.38	35.1
Inactive Parts	10305	4132	\$142,973.56	21.4
Total	18556	26234	\$523,787.42	78.4
Used Cores	123	436	\$144,624.00	21.6
Total Investment	0	0	\$668,411.42	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	94	1109	\$35,418.70
Parts with multiple bins	14	215	\$8,018.07
Total	108	11324	\$43,436.77

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	\$43,481.65	\$24,520.47	\$10,069.54	\$5,156.00	\$3,512.29	\$6,433.63	\$93,173.58
0-3 months	\$7,182.05	\$156,281.60	\$18,171.8	\$8,874.85	\$2,388.06	\$3,020.42	\$195,864.16
4-6 months	\$4,441.93	\$9,209.27	\$43,194.55	\$1,927.79	\$919.54	\$748.98	\$60,443.06
7-9 months	\$2,623.66	\$2,163.89	\$2,987.54	\$25,496.79	\$2,776.73	\$2,733.95	\$38,782.56
10-12 months	\$3,564.82	\$390.83	\$1,429.30	\$2,528.25	\$24,938.87	\$1,444.80	\$34,296.87
Greater than 12 months	\$74,516.50	\$4,794.67	\$434.40	\$697.62	\$2,833.58	\$17,950.42	\$101,227.19
Total	\$135,810.61	\$197,360.73	\$76,232.51	\$44,681.30	\$37,369.07	\$32,333.20	\$523,787.42

Purchase (\$)

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)
100	106	\$8,861.30
101	2684	\$261,867.27
102	13	\$5,357.95
103	77	\$18,106.86
104	410	\$44,805.62
105	104	\$17,416.19
106	164	\$13,871.82
107	114	\$38,398.92
108	121	\$62,498.40
109	9	\$401.46
200	10	\$611.73
900	290	\$31,050.48
901	28	\$3,171.57
999	5	\$17,367.85
Total	4135	\$523,787.42

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 (%)
Romy Davidson	\$24,279.16	\$37711.82	\$585.19	\$13,432.66	35.62	\$0.00	0	\$2,167.91	35.54	\$2,810.62	21.98	\$32,733.29	36.8
RONALD BOREN	\$67,478.37	\$99,320.77	\$958.16	\$31,842.40	32.06	\$0.00	0	\$1,129.04	31.3	\$14,593.24	23.59	\$83,598.49	33.55
MARK SLATTON	\$108.89	\$181.91	\$0.00	\$73.02	40.14	\$0.00	0	\$0.00	0	\$32.48	28.69	\$149.43	42.63
Wesley Cooley	\$20,360.56	\$30,217.42	\$17.39	\$9,856.86	32.62	\$0.00	0	\$63.10	48.42	\$385.49	24.33	\$23,768.83	32.69
JOSH HOLLIMAN	\$53,047.26	\$74,238.07	\$184.57	\$21,910.81	28.54	\$0.00	0	\$3,083.60	22.75	\$19,272.72	21.16	\$51,881.75	31.63
AJ Whitehead	\$14.15	\$31.84	\$0.00	\$17.69	55.56	\$0.00	0	\$31.84	55.56	\$0.00	0	\$0.00	0
BRYAN POWELL	\$63,754.15	\$92,197.14	\$111.34	\$28,442.99	30.85	\$0.00	0	\$6,203.23	15.25	\$9,206.24	24.92	\$76,787.67	32.82

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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 (%)
Erik Rodriguez	\$131.34	\$251.21	\$0.00	\$119.87	47.72	\$0.00	0	\$236.19	48.02	\$0.00	0	\$15.02	43.01
Christopher Morgan	\$57,787.83	\$86,417.80	\$69870	\$28,629.97	33.13	\$0.00	0	\$2,969.53	36.56	\$14,485.10	23.03	\$68,963.17	35.1