

Parts Performance Report

Sep 1, 2023 - Sep 30, 2023

Key Business Metrics

Part Level of Service Percentage
100

Fill rate Percentage
92.82

Parts with no sale in last 9 months
\$97,661.74

Emergency Purchases

Lost sales
\$0.00

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Margin on Return (%age)	Net Sale Value (\$)	Gn
Repair Order	\$254,958.57	\$0.00	0	\$254,958.57	
Wholesale	\$32,068.85	\$832.15	13.41	\$31,236.70	
Internal	\$7,631.37	\$0.00	0	\$7,631.37	
Retail	\$17,224.03	\$17,778	40.97	\$17,046.25	
Total	\$311,882.82	\$1,009.93	18.26	\$310,872.89	
Total Demand	\$311,882.82	\$0.00	0	\$0.00	

Sales by Type

Sales Item	Category	RO/SO Count	Total Unique Parts	MTD			MTD Pacing			Aug 2023 (Last Month)			Sep 2022 (Month Last Year)			Year to Last Month		
				Value (\$)	GR(%)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sales	Total Unique Parts	Value (\$)	% by value of total sales
Retail		1022	1666	\$17,224.03	0.37	5.52	2380	\$24,605.76	5.52	3180	\$35,465.07	5.31	0	\$0.00	0	13914	\$295,251.46	6.11
ROS		766	8260	\$254,958.57	0.63	81.75	11800	\$364,226.53	81.75	15376	\$537,980.03	80.6	0	\$0.00	0	11271	\$3,969,445.11	82.81
Internal		65	948	\$7,631.37	3.99	2.45	1354	\$10,901.96	2.45	2576	\$23,612.95	3.54	0	\$0.00	0	1122	\$145,244.22	3.01
Wholesale		142	367	\$32,068.85	0.18	10.28	524	\$45,812.64	10.28	847	\$70,382.23	10.55	0	\$0.00	0	1889	\$381,111.83	7.91
Total		1995	11241	\$311,882.82		157.82	16058	\$445,546.89	0	21979	\$667,440.28	159.83	0	\$0.00	0	28196	\$4,791,055.6	161.41
Returns		18	127	\$3,511.53	0.59	1.13	181	\$5,016.47	1.13	258	\$10,066.10	1.51	0	\$0.00	0	370	\$84,222.87	1.71
Net		1977	11114	\$308,371.29		98.87	15877	\$440,530.42	98.87	21721	\$657,374.18	98.49	0	\$0.00	0	27826	\$4,706,832.7	98.25

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Sales by Source Code

Source Code	MTD		MTD Pacing		Aug 2023 (Last Month)		Sep 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
Category	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)
116	2	\$941.42	2	\$1,344.89	8	\$308.09	9	\$1,127.93	32	\$4,603.84	-	-
Inactive												
310	69	\$5,460.84	151	\$7,801.20	188	\$10,030.30	164	\$4,251.01	1016	\$75,980.39	-	-
602	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	1	\$3.27	-	-
Inactive												
700	30	\$5,440.23	111	\$7,771.76	126	\$18,838.28	77	\$3,592.44	319	\$73,383.23	-	-
101	0	\$0.00	0	\$0.00	15	\$415.82	5	\$289.56	62	\$3,426.32	-	-
Inactive												
119	459	\$30,818.04	4594	\$44,025.77	5520	\$53,110.93	5350	\$49,387.55	6592	\$450,767.40	-	-
100	1059	\$242,578.29	5781	\$346,540.41	8376	\$523,891.29	5593	\$425,515.91	15491	\$3,677,702.95	-	-
113	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	4	\$477.11	-	-
Inactive												
SNACK BAR	907	\$1,723.06	2072	\$2,461.51	2742	\$3,218.62	1935	\$2,129.61	12286	\$22,454.04	-	-
111	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	1	\$76.76	-	-
Inactive												
112	1	\$26.54	1	\$37.91	0	\$0.00	0	\$0.00	3	\$97.93	-	-
Inactive												
500	0	\$0.00	0	\$0.00	1	\$10.00	0	\$0.00	7	\$94.92	-	-
303	0	\$0.00	0	\$0.00	0	\$0.00	1	\$91.43	0	\$0.00	-	-
Inactive												

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Sales by Source Code

Source Code	MTD	MTD Pacing	Aug 2023 (Last Month)	Sep 2022 (Month Last Year)	Year to Last Month	2022 (Last Year YTD)
Category	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)	RO/SO Count	Gross Profit (\$)
616	0	\$0.00	6	\$351.89	4	\$543.20
Inactive	0	\$0.00	6	\$351.89	4	\$543.20
601	4	\$1,698.99	1	\$112.08	0	\$0.00
114	0	\$0.00	3	\$19.41	0	\$0.00
Inactive	0	\$0.00	3	\$19.41	0	\$0.00
302	0	\$0.00	0	\$0.00	0	\$0.00
Inactive	0	\$0.00	0	\$0.00	0	\$0.00
MANUAL	3	\$650.40	4540	\$1,654.80	4334	\$1,912.02
600	34	\$18,963.27	112	\$27,090.39	154	\$33,650.93
106	4	\$70.21	5	\$100.30	0	\$0.00
Inactive	4	\$70.21	5	\$100.30	0	\$0.00
Total	2005	\$308,371.29	15871	\$440,530.41	17626	\$522,491.59

SO By Status

Status	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	104	1088	\$118,264.95	4.56
Invoiced	119	179	\$34,000.25	1.31
Voided	3047	14464	\$2,424,406.65	93.4
Filled	14	22	\$2785.56	0.11
Partially Filled	18	66	\$15,912.61	0.61
Reopened	2	3	\$274.77	0.01
Total	3304	1358	\$2,595,744.79	100

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Category	Orders	RO/ISO Count	Value (\$)	% of parts value
SO	42	58	\$4,997.83	7.37
RO	534	3427	\$62,812.07	92.63
Total	576	3485	\$67,809.90	100

Purchases by Type

Category	Orders	MTD			Aug 2023 (Last Month)			Sep 2022 (Month Last Year)			2022 (Last Year YTD)		
		Pieces	Value (\$)	% of total purchases	Pieces	Value (\$)		Pieces	Value (\$)		Pieces	Value (\$)	
RIM/ASR Orders	13	1693	\$55,099.39	17.54	2489	\$81,028.51	2513	370	\$9,790.54	156	\$425,672.84		
OEM Special Order	28	522	\$23,597.35	7.51	767	\$34,701.99	745	837	\$81,492.84	390	\$588,504.16		
OEM Stock Order	34	3158	\$31,425.76	10.01	4644	\$46,214.35	11240			321	\$442,749.49		
Vendor Stock Order	81	1209	\$125,803.97	40.05	1777	\$185,005.84	5361	477	\$39,693.91	556	\$570,463.26		
Vendor Special Order	337	488	\$74,886.02	23.84	717	\$110,126.50	572	150	\$18,539.61	2069	\$460,644.41		
Misc Order	3	0	\$774.85	0.25	0	\$1,139.49	0	0	\$2,812.61	234	\$54,848.92		
Sublet Orders	5	0	\$2,512.00	0.8	0	\$3,694.12	0	0	\$48,387.14	58	\$234,007.04		
Total	501	7070	\$314,099.34	100	10394	\$461,910.80	20431	1834	\$200,716.65	3884	\$2,776,890.12		
Vendor Credit PO													
Misc Credit PO													
Net	501	7070	\$314,099.34	0	10394	\$461,910.80	20431	1834	\$200,716.65	3884	\$2,776,890.12		

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Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	310	30605	\$1,234,908.24	59.47
Submitted	232	1014	\$188,294.68	9.07
Received	921	54863	\$653,474.90	31.47
Total	1463	86482	\$2,076,677.82	100

Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	226	321	\$63,103.07	16.35
Requested	83	183	\$12,784.85	3.31
Received	631	1447	\$130,866.18	33.9
Partially Received	86	4434	\$179,314.25	46.45
Total	1026	6385	\$386,068.35	100

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	60	153	\$7,194.85	4.45
>25	863	4419	\$30,5415.00	79.11
5-25 days	103	1813	\$63,458.50	16.44
Total	1026	6385	\$386,068.35	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	310	30605	\$1,234,908.24	64.24
Pending	83	511	\$34,071.24	1.77
Received	921	54863	\$653,474.90	33.99
Total	1314	85979	\$1,922,454.38	100

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Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	952	6231	\$377,466.73	97.77
Prepaid	79	154	\$8,601.62	2.23
Total	1031	6385	\$386,068.35	100

Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Misc. Core Return	275	809	\$874,202.51	91.57
01 - Monthly Returns	2	81	\$5,588.52	0.59
OEM Controlled Stock Return	14	1529	\$74,913.33	7.85
Total	291	2419	\$954,704.36	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	1048	7465	\$245,656.04	1.8
Sold parts	1067	12940	\$251,819.53	1.8
Used Core Returns	0	0	\$0.00	0
Parts Material Returns	21	130	-\$2,308.00	0
Positive On Hand Adjustments	43	5184	\$27,869.20	0.2
Negative On Hand Adjustments	74	1320	-\$18,779.38	-0.1
Part Appreciation/Depreciation	31	89	\$22,112	0
Core Appreciation/Depreciation	13	14	\$267,883.00	0.2
Manual Update	97	24731	\$13,153,761.52	96.1
Total	2394	51873	\$13,685,023.03	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$673,898.32
Closing Inventory	\$662,515.01

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Monthly Inventory Change

Category	Value (\$)
Percent change	-1.7 %

Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	55809	787	\$38,765.43	5.6
Non-Stocking Parts	7400	4833	\$203,467.65	29.4
Active Stocking Parts	4185	39178	\$420,445.40	60.8
Total	67394	44798	\$562,678.48	95.8
Used Cores	36	39	\$28868.00	4.2
Total Investment	0	0	\$691,546.48	100

Exceptions

Category	Unique Parts	Inventory Qty (OH Qty + On hold)	Value (\$)
Parts pending replacements	0	0	\$0.00
OEI parts with no master update	38	20180	\$4,325.74
Parts with multiple bins	4	17	\$1,337.76
Total	42	20197	\$5,663.50

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	\$47789	\$12,885.43	\$2,223.96	\$2,710.58	\$955.04	\$1,867.13	\$21,120.03
0-3 months	-\$41,052.01	\$412,731.34	\$2,924.08	\$9,694.47	\$4,775.97	\$3,708.44	\$412,782.29
4-6 months	\$403.60	\$8,065.51	\$4,540.25	\$13,402.13	\$2,129.00	\$5,921.58	\$72,462.07
7-9 months	\$55.17	\$1,053.82	\$7,466.16	\$39,187.88	\$7,407.49	\$499.92	\$55,670.44
10-12 months	\$426.95	\$893.97	\$1,197.90	\$13,360.82	\$22,582.53	\$3,678.96	\$42,141.13
Greater than 12 months	\$2,596.47	\$9,045.75	\$1,448.56	\$910.11	\$10,022.19	\$34,315.97	\$58,339.05

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Inventory by age

Category	Purchase (\$)					Total
	Never Purchased	0-3 months	4-6 months	7-9 months	10-12 months	
Sales						
Total	-\$37,091.93	\$444,675.82	\$77,800.91	\$79,265.99	\$47,872.22	\$662,515.01

Inventory by source code

Source Code	Total Unique Parts	Value (\$)	% of parts value
100	3643	\$578,470.11	87.3
101	19	\$932.44	0.1
106	4	\$450.03	0.1
112	1	\$3.67	0
113	3	\$220.11	0
114	1	\$38.85	0
116	12	\$765.46	0.1
119	4	\$19,602.04	3
302	1	\$27.09	0
310	72	\$11,405.05	17
600	47	\$38,753.64	5.8
616	16	\$1,086.29	0.2
700	4	\$4,989.55	0.8
MANUAL	1	\$2,826.00	0.4
SNACK BAR	29	\$3,108.15	0.5
Total	3857	\$662,678.48	100

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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 (%)
MICHAEL DEMARTINO	\$49,384.62	\$71,850.06	\$372.94	\$22,465.44	31.27	\$22.21	49.98	\$1,085.12	15.93	\$9,473.90	13.05	\$61,268.83	34.35
TIMOTHY SHRECKENGOST	\$7,573.05	\$10,360.84	\$0.00	\$2,787.79	26.91	\$0.00	0	\$276.30	11.8	\$5,511.45	11.23	\$4,573.09	46.71
BLAKE MOSES	\$7,967.35	\$13,838.53	\$0.00	\$5,871.18	42.43	\$0.00	0	\$691.83	11.63	\$1,388.16	18.25	\$11,758.54	47.09
DARREL COZART	\$0.00	\$0.00	\$71.38	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0	\$0.00	0
MARK ONEAL	\$29,441.18	\$51,357.09	\$0.00	\$21,915.91	42.67	\$7,265.99	82.31	\$0.00	0	\$0.00	0	\$44,091.10	36.14
KRISTOPHER CRUZ	\$62,059.00	\$99,062.20	\$384.70	\$37,003.20	37.35	\$63.29	40.51	\$11,880.94	26.01	\$5,452.15	22.17	\$81,665.82	40.02
AARON JARVIS	\$40,363.91	\$64,404.17	\$180.91	\$24,040.26	37.33	\$279.88	29.89	\$3,112.06	37.42	\$9,411.04	15.89	\$51,601.19	41.27