

Parts Performance Report

Aug 1, 2023 – Aug 31, 2023

Key Business Metrics

Part Level of Service Percentage	99.91	Fill rate Percentage	96.66	Parts with no sale in last 9 months	\$90,104.53	Emergency Purchases	-
Lost sales	\$7,084.25						

Sales Summary

Category	Gross Sales (\$)	Return For Credit (\$)	Margin on Return (%)	Net Sale Value (\$)	Gr
Repair Order	\$134,415.65	\$0.00	0	\$134,415.65	
Wholesale	\$1,864.74	\$0.00	0	\$1,864.74	
Internal	\$6,863.99	\$0.00	0	\$6,863.99	
Retail	\$6,528.96	\$0.00	0	\$6,528.96	
Total	\$149,673.34	\$0.00	0	\$149,673.34	
Total Demand	\$149,673.34	\$0.00	0	\$0.00	

Sales by Type

Category	RO/SO Count	Total Unique Parts	MTD			MTD Pacing			Jul 2023 (Last Month)			Aug 2022 (Month Last Year)			Year to Last Month		
			Value (\$)	% by value of total sales	GP(%)	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 sale
Retail	91	161	\$14,537.07	5.89	0.33	185	\$16,773.54	5.89	66	\$10,648.10	7.98	-	\$0.00	-	437	\$69,206.68	5.1
ROs	760	5813	\$219,513.11	88.88	0.47	6707	\$253,284.36	88.88	3270	\$116,891.28	87.56	-	\$0.00	-	3641	\$1,041,723.8	88.8
Internal	75	138	\$9,335.70	3.78	0.26	159	\$10,771.96	3.78	66	\$3,618.46	2.71	-	\$0.00	-	270	\$35,759.86	3.01
Wholesale	21	75	\$3,580.81	1.45	0.25	86	\$4,131.70	1.45	40	\$2,334.87	1.75	-	\$0.00	-	163	\$25,555.80	2.1
Total	947	6187	\$246,966.69	144.6	-	7137	\$284,961.56	0	3442	\$133,492.71	153.57	-	\$0.00	-	4511	\$1,172,246.22	146.1
Returns	2	2	\$272.26	0.11	0.36	2	\$314.15	0.11	3	\$354.10	0.27	-	\$0.00	-	13	\$1,479.73	0.1
Net	945	6185	\$246,694.43	99.89	-	7135	\$284,647.41	99.89	3439	\$133,138.61	99.73	-	\$0.00	-	4498	\$1,170,766.49	99.8

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Sales by Source Code

Source Code	MTD		MTD Pacing		Jul 2023 (Last Month)		Aug 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
	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 (\$)
101	840	\$169,772.92	2858	\$195,891.83	1319	\$90,123.32	0	\$0.00	3987	\$815,811.19	-	-
900	29	\$19,211.60	99	\$22,167.23	26	\$7,415.40	0	\$0.00	94	\$62,506.90	-	-
100	550	\$31,889.95	3946	\$36,796.10	1956	\$19,387.97	0	\$0.00	2683	\$158,532.15	-	-
200	99	\$25,819.96	233	\$29,792.26	138	\$16,211.92	0	\$0.00	485	\$133,916.25	-	-
Total	949	\$246,694.43	7136	\$284,647.42	3439	\$133,138.61	0	\$0.00	0	\$1170,766.49	-	-

SO By Status

Status	RO/SO Count	Value (\$)	Orders	RO/SO Count	Value (\$)	% of parts value
Quoted	0	\$0.00	0	0	\$0.00	0
Invoiced	0	\$0.00	0	0	\$0.00	0
Voided	53	\$17,776.28	53	66	\$1,255.50	90.41
Filled	4	\$1,255.50	4	10	\$629.60	6.39
Partially Filled	2	\$629.60	2	3	\$0.00	3.2
Reopened	0	\$0.00	0	0	\$0.00	0
Total	59	\$19,661.38	59	13	\$19,661.38	100

WIP

Category	Orders	RO/SO Count	Value (\$)	% of parts value
SO	12	12	\$1,317.61	2.91
RO	444	1069	\$44,021.79	97.09
Total	456	1081	\$45,339.40	100

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Purchases by Type

Purchases	Category	Orders	Pieces	MTD		MTD Pacing		Jul 2023 (Last Month)		Aug 2022 (Month Last Year)		Year to Last Month		2022 (Last Year YTD)	
				Value (\$)	% of total purchases	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)	Pieces	Value (\$)
	RIM/ASR Orders	18	505	\$9,812.04	8.32	585	\$11,381.97	295	-	-	117	\$68,503.80	-	-	
	OEM Special Order	29	422	\$30,382.14	25.76	489	\$35,243.28	250	-	-	167	\$134,968.30	-	-	
	OEM Stock Order	34	2405	\$30,776.08	26.1	2789	\$35,700.25	127	-	-	183	\$179,527.94	-	-	
	Vendor Stock Order	166	312	\$45,562.58	38.64	361	\$52,852.59	293	-	-	638	\$188,129.86	-	-	
	Vendor Special Order	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Misc Order	3	0	\$1,026.15	0.87	0	\$1,190.33	-	-	-	26	\$15,029.52	-	-	
	Sublet Orders	2	0	\$370.00	0.31	0	\$429.20	0	-	-	10	\$1,804.43	-	-	
	Total	252	3644	\$117,928.99	100	4224	\$136,797.62	965	-	\$0.00	1141	\$587,963.85	-	-	
	Vendor Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Misc Credit PO	-	-	-	-	-	-	-	-	-	-	-	-	-	
	Net	252	3644	\$117,928.99	0	4224	\$136,797.62	965	-	\$0.00	1141	\$587,963.85	-	-	

Open PO by Status

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	66	2081	\$59,905.53	32.25
Submitted	260	289	\$78,323.88	42.16
Received	98	286	\$47,541.64	25.59
Total	424	2656	\$185,771.05	100

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Open SORs by Order Status

Category	Orders	Pieces	Value (\$)	% of parts value
Ordered	33	173	\$6,149.09	27.28
Requested	1	11	\$500.38	2.22
Received	74	185	\$14,028.15	62.23
Partially Received	6	103	\$1,865.91	8.28
Total	114	472	\$22,543.53	100

Open SORs by age

Category	Orders	Pieces	Value (\$)	% of parts value
<5 days	24	149	\$4,857.17	21.59
>25	59	106	\$11,591.84	51.42
5-25 days	31	217	\$6,084.52	26.99
Total	114	472	\$22,543.53	100

Outstanding Orders

Category	Orders	Pieces	Value (\$)	% of parts value
Partially Received	66	2081	\$59,905.53	48.9
Pending	37	241	\$15,062.33	12.29
Received	98	286	\$47,541.64	38.81
Total	201	2608	\$122,509.50	100

Open SORs by Payment Status

Category	Orders	Pieces	Value (\$)	% of parts value
Not Paid	113	471	\$22,260.57	98.74
Prepaid	1	1	\$282.96	1.26
Total	114	472	\$22,543.53	100

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Open Returns by Type

Category	Orders	Pieces	Value (\$)	% of parts value
Misc. Core Return	30	61	\$35,190.00	90.44
OEM Controlled Stock Return	3	123	\$3,717.72	9.56
Total	33	184	\$38,907.72	100

Detailed Inventory Changes

Category	Unique Parts	Pieces	Value (\$)	% of parts value
Purchased parts	419	3259	\$108,996.20	45.3
Sold parts	561	4122	\$133,259.38	55.3
Used Core Returns	0	0	\$0.00	0
Parts Material Returns	1	1	-\$69.47	0
Positive On Hand Adjustments	40	85	\$3,621.73	1.5
Negative On Hand Adjustments	64	234	-\$8,941.04	-3.7
Part Appreciation/Depreciation	1714	4870	\$2,160.74	0.9
Core Appreciation/Depreciation	2	2	\$2,125.00	0.9
Manual Update	3	11	-\$299.74	-0.1
Total	2804	12584	\$240,852.80	100

Monthly Inventory Change

Category	Value (\$)
Opening Inventory	\$289,721.99
Closing Inventory	\$280,449.96
Percent change	-3.2%

Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Inactive Parts	5061	2882	\$56,499.40	18.6
Non-Stocking Parts	5104	3666	\$82,848.55	27.3
Active Stocking Parts	1917	8688	\$146,679.25	48.3

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Inventory by stocking status

Stocking Status	Unique Parts	Pieces	Value (\$)	% of Total Investment
Total	12082	15236	\$286,027.20	94.2
Used Cores	24	32	\$17,706.00	5.8
Total Investment	0	0	\$303,733.20	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	6	396	\$1,016.82
Parts with multiple bins	223	3703	\$26,635.59
Total	229	4099	\$27,652.41

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	\$35,889.47	\$9,975.73	\$2,914.31	\$8,879.86	\$0.00	\$0.00	\$57,659.37
0-3 months	\$117,612.8	\$88,727.50	\$35,990.96	\$730.17	\$0.00	\$0.00	\$137,209.91
4-6 months	\$2,783.26	\$2,819.09	\$14,713.36	\$1,232.30	\$0.00	\$0.00	\$21,548.01
7-9 months	\$2,635.76	\$81.24	\$1,313.00	\$7,346.25	\$0.00	\$0.00	\$11,376.25
10-12 months	\$14,783.63	\$28.15	\$343.78	\$444.22	\$0.00	\$0.00	\$15,599.78
Greater than 12 months	\$41,601.34	\$301.19	\$321.49	\$249.82	\$0.00	\$0.00	\$42,473.84
Total	\$109,454.74	\$101,932.90	\$55,596.90	\$18,882.62	\$0.00	\$0.00	\$285,867.16

Inventory by source code

Source Code	Total Unique Parts	Value (\$)	% of parts value
100	445	\$40,177.94	14
101	2689	\$233,988.00	81.8
200	57	\$6,269.04	2.2

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Inventory by source code

Source Code	Total Unique Parts	Value (\$)	% of parts value
900	11	\$5,592.22	2
Total	3202	\$286,027.20	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 (%)
Bob Kornaus	\$49,151.98	\$69,774.66	\$0.00	\$20,622.68	29.56	\$4,403.18	211	\$2,856.34	25.79	\$1,192.83	17.34	\$61,322.31	30.58
Lorrie Miller	\$55,010.92	\$79,898.68	\$0.00	\$24,887.76	31.15	\$2,460.81	20	\$3,672.62	32.87	\$671.91	22.34	\$73,095.34	31.52