

# Parts Sales Review Report

How many different parts reports do you run per day, week or month? With the Parts Sales Review (PSR) report, you can now get many of those reports in one Excel workbook. It's easy to use and each report view is formatted to fit on just one sheet of paper!

## Invoice, Inventory and Transaction Detail

Line item detail is downloaded from your DMS and formatted in Excel. Use Filters to review the details of each part billed out or any part in inventory. Want to find all the internal parts where the gross profit was less than 30%? It's easy with the PSR report!

## Easily Summarize Inventory

View inventory quantity and value by source or by age group. Recap your dirty core inventory. Print a list by bin location. Your entire inventory is downloaded into Excel making any report possible.

## Track Counterperson Productivity

The PSR report tracks sales, gross profit, documents and lines for each counterperson and can compare these to prior year numbers. Tire and accessory sales tracking is easy because you can set-up part groups to link sales by source, manufacturer group or similar part number.

## Simplifies Group Reporting

Most dealer groups require Parts Managers to prepare monthly reports of inventory levels and values, sales and open documents. The PSR report gives you this information and because it's in Excel, can even be linked to other Excel workbooks.

***A flexible tool that gives you the information you want to see at a glance.***

## Simple to Use - Run as Often as You Like!

1. **Run** our program to extract data from your system.
2. **Open** the report to update the numbers.
3. **Analyze** and **Print** the results!

You can run the report at any time of day, as often as you want. The data comes from the Parts area...depending on your DMS, there's no need to wait for Accounting to update the Repair Orders or Invoices.

For more information on the  
**Parts Sales Review Report**  
or other products and services we offer  
please contact:  
**perry.stackelberg@dmspro.net**

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STACKELBERG,  
INC.**

**DEALER  
MANAGEMENT  
SOLUTIONS  
& CONSULTING**

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# Parts Sales Review Report

## YOU CAN:

- ✓ Track Retail, Wholesale and Internal parts sales.
- ✓ Track C/P, Warranty and Internal RO sales.
- ✓ Track accessory or tire sales by counterperson.
- ✓ Analyze inventory using Excel Filters.
- ✓ Compare parts vs RO sales by counterperson.

## PLUS:

- ✓ Compare current to prior year sales by counterperson.
- ✓ Drill-down into problem areas or detail on a particular counterperson.

Click to Reset AutoFilters		Click to Print Parts Detail		ABC Motors																						
																	Parts Invoice Detail									
0										Last Update							Totals					24				
Type	Inv. #	Ctr. #	Adv. #	Cust. #	Open Date	Print Date	Void Date	Parts Sale Type	Dept	Service Sale Type	Price Level	O/R Flag	Trans. Code	Src	Part #	Description	Mfr Group									
IN	263244	8562		6091	02/28/17	03/01/17		W			20			350	57010724-AE	ABSORBER	23-034-002									
IN	263244	8562		6091	02/28/17	03/01/17		W			20		S	230	68217340-AA	NAMEPLATE	23-054-011									
IN	263244	8562		6091	02/28/17	03/01/17		W			20			230	55157303-AF	NAMEPLATE	23-023-011									
IN	263284	8562		36234	02/28/17	03/01/17		W			2		S	160	05142586-AA	ROTOR	08-027-300									
IN	263284	8562		36234	02/28/17	03/01/17		W			2			230	56028172-AC	COIL/IGN	08-035-004									
IN	263286	8562		52847	03/01/17																					
IN	263292	8562		100131	03/01/17																					
IN	263292	8562		100131	03/01/17																					
IN	263295	8562		6113	03/01/17																					
IN	263296	8562		100131	03/01/17																					
IN	263337	8562		35201	03/01/17																					
IN	263338	8562		7007	03/01/17																					
IN	263340	8562		7007	03/01/17																					
IN	263340	8562		7007	03/01/17																					
IN	263340	8562		7007	03/01/17																					
IN	263340	8562		7007	03/01/17																					
IN	263341	8562		6003	03/01/17																					
IN	263341	8562		6003	03/01/17																					
IN	263341	8562		6003	03/01/17																					
RO	RO398792	8562	125	62246	03/01/17																					
RO	RO398794	8562	125	110904	03/01/17																					
RO	RO398794	8562	125	110904	03/01/17																					
RO	RO398794	8562	125	110904	03/01/17																					
RO	RO398798	8562	125	19951	03/01/17																					
RO	RO398798	8562	125	19951	03/01/17																					

  

Click to Update Summary		ABC Motors																			
																	Parts Counterperson Summary - Front vs Back Counter by Sale Type				
Start Date		03/01/17					Counterperson Count		2												
End Date		03/31/17					Last Update		6/20/18 7:07 PM												
Last DMS Update																					
Number	Name	Sale Type	# Docs	Ratio	# Lines	Ratio	Parts Sale	Ratio	Parts Gross	Ratio	Parts GP%										
8562	Jim	R-Retail	9	5.7%	16	3.9%	8,893.80	18.3%	1,985.73	39.9%	22.3%										
		W-Wholesale	125	79.6%	334	81.1%	28,500.99	58.6%	-470.22	-9.5%	-1.6%										
		I-Internal	6	3.8%	8	1.9%	-503.45	-1.0%	-13.91	-0.3%											
		Front Total	140	89.2%	358	86.9%	36,891.34	75.9%	1,501.60	30.2%	4.1%										
		C-Customer	5	3.2%	23	5.6%	8,126.19	16.7%	2,804.57	56.4%	34.5%										
		W-Warranty	8	5.1%	25	6.1%	1,564.05	3.2%	511.71	10.3%	32.7%										
		I-Internal	5	3.2%	6	1.5%	2,032.87	4.2%	153.49	3.1%	7.6%										
Back Total	17	10.8%	54	13.1%	11,723.11	24.1%	3,469.77	69.8%	29.6%												
Total	157	100.0%	412	100.0%	48,614.45	100.0%	4,971.37	100.0%	33.7%												
3258	Bob	R-Retail	53	11.3%	68	8.0%	1,805.06	2.2%	677.25	3.1%	37.5%										
		W-Wholesale	300	63.7%	486	57.4%	42,460.23	51.0%	9,007.45	40.9%	21.2%										
		I-Internal																			
		Front Total	353	74.9%	554	65.4%	44,265.29	53.1%	9,684.70	44.0%	21.9%										
		C-Customer	50	10.6%	144	17.0%	19,478.93	23.4%	5,840.93	26.5%	30.0%										
		W-Warranty	62	13.2%	127	15.0%	18,335.38	22.0%	5,988.99	27.2%	32.7%										
		I-Internal	10	2.1%	22	2.6%	1,221.67	1.5%	496.17	2.3%	40.6%										
Back Total	118	25.1%	293	34.6%	39,035.98	46.9%	12,326.09	56.0%	31.6%												
Total	471	100.0%	847	100.0%	83,301.27	100.0%	22,010.79	100.0%	53.5%												

Click to Reset AutoFilters		Click to Print Parts Detail		ABC Motors																				
										Parts Inventory Detail														
54										Totals					191					2,083.24				
Part No.	Description	Source	Group	QOH	Base Cost	Extended Cost	Base List	Months No Sale																
4787961AA	BLADE-FRONT WIPER	10	23-067-025	1	17.82	17.82	29.70	1																
4787963AA	BLADE-FRONT WIPER	10	23-067-025	2	16.54	33.08	27.60	23																
5139835AC	BLADE-REAR WIPER	10	23-067-025	1	14.04	14.04	23.40	6																
5140655AB	BLADE-REAR WIPER	10	23-067-025	2	17.21	34.42	28.70	3																
5174876AA	BLADE-REAR WIPER	10	23-067-025	1	17.21	17.21	28.70	14																
5182439AA	BLADE-FRONT WIPER	10	23-067-025	2	17.21	34.42	28.70	3																
55277446AB	BLADE-FRONT WIPER	10	23-067-025	2	17.21	34.42	28.70	2																
55277446AC	BLADE-FRONT WIPER	10	23-067-025	1	17.21	17.21	28.70																	
68002390AA	BLADE-FRONT WIPER	10	23-067-025	1	17.21	17.21	28.70	10																
68018929AA	BLADE-WIPER BLADE	10	23-067-025	2	17.21	34.42	28.70	1																
68028442AA	BLADE-FRONT WIPER	10	23-067-025	5	17.21	86.05	28.70																	
68040372AA	BLADE-REAR WIPER	10	23-067-025	3	17.21	51.63	28.70																	
68078307AA	BLADE-REAR WIPER	10	23-067-025	1	17.21	17.21	28.70	3																

Utilizes data from your system and gives you the flexibility to track what you want.  
The result...information you want to see at a glance.

**PARTS SALES REVIEW REPORT PRICING:**  
One time licence, setup and installation: \$549  
Support: \$59 per month