

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 8,222 | | 22,559 | | 548,136.19 | |
| Active Parts | 2,386 | 29.01 | 9,941 | 44.06 | 269,447.04 | 49.15 |
| NS Parts | 3,130 | 38.06 | 570 | 2.52 | 27,050.00 | 4.93 |
| MO Parts | 429 | 5.21 | 9,563 | 42.39 | 100,402.25 | 18.31 |
| AP Parts | 1,324 | 16.10 | 1,421 | 6.29 | 95,058.84 | 17.34 |
| DP Parts | 862 | 10.48 | 1,064 | 4.71 | 56,178.06 | 10.24 |
| SP Parts | 1 | 0.01 | | | | |
| DEL Parts | 90 | 1.09 | | | | |
| Parts With No Cost | 10 | 0.12 | 2 | 0.00 | | |
| Parts With Negative On-Hand | | | | | | |
| Core/Exchange | 64 | 0.77 | 238 | 1.05 | 7,054.00 | |
| Memos On File | 892 | | | | | |
| Parts Added | 591 | 7.18 | 87 | 0.38 | 6,217.66 | 1.13 |
| Active Parts | 3 | 0.50 | 2 | 2.29 | 22.27 | 0.35 |
| NS Parts | 169 | 28.59 | 18 | 20.68 | 546.57 | 8.79 |
| MO Parts | 7 | 1.18 | 19 | 21.83 | 282.61 | 4.54 |
| AP Parts | 83 | 14.04 | 16 | 18.39 | 1,039.85 | 16.72 |
| DP Parts | 328 | 55.49 | 32 | 36.78 | 4,326.36 | 69.58 |
| SP Parts | 1 | 0.16 | | | | |
| Parts & Memos Deleted | 820 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 4,465 | 54.30 | 19,486 | 86.37 | 377,543.85 | 68.87 |
| 4 to 6 Months | 974 | 11.84 | 673 | 2.98 | 34,140.24 | 6.22 |
| 7 to 12 Months | 1,084 | 13.18 | 686 | 3.04 | 43,455.61 | 7.92 |
| Over 12 Months | 1,000 | 12.16 | 942 | 4.17 | 34,616.26 | 6.31 |
| New Parts No Sales | 699 | 8.50 | 772 | 3.42 | 58,380.23 | 10.65 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 4,356 | 52.97 | 18,600 | 82.45 | 405,327.05 | 73.94 |
| 4 to 6 Months | 1,181 | 14.36 | 1,082 | 4.79 | 59,169.29 | 10.79 |
| 7 to 12 Months | 1,268 | 15.42 | 1,027 | 4.55 | 53,842.40 | 9.82 |
| Over 12 Months | 1,133 | 13.78 | 1,627 | 7.21 | 23,683.35 | 4.32 |
| New Parts No Receipts | 284 | 3.45 | 223 | 0.98 | 6,114.10 | 1.11 |
| Outstanding Orders | 158 | 1.92 | 242 | | 47,165.18 | |
| Stockorders | 14 | 8.86 | 15 | 6.19 | 1,833.02 | 3.88 |
| Supplemental Orders | 5 | 3.16 | 16 | 6.61 | 384.28 | 0.81 |
| Customer Orders | 24 | 15.18 | 31 | 12.80 | 11,908.95 | 25.24 |
| Backorders | 122 | 77.21 | 180 | 74.38 | 33,038.93 | 70.04 |
| Stockorder Backorders | 116 | 73.41 | 172 | 71.07 | 29,082.87 | 61.66 |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | 8 | 5.06 | 8 | 3.30 | 3,956.06 | 8.38 |
| Outstanding Forced Orders | | | | | | |

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|------------|---------|-------------|
| Gross Sales | 2,151 | 26.16 | 58,799 | | 402,612.29 | | 9,979 |
| Regular | 2,150 | 99.95 | 58,797 | 99.99 | 402,360.99 | 99.93 | 9,977 |
| No History | 2 | 0.09 | 2 | 0.00 | 251.30 | 0.06 | 2 |
| Drop Ship | | | | | | | |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Drop Ship | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Drop Ship | | | | | | | |
| Lost Sales | 8 | 0.09 | 8 | | 100.40 | | 9 |
| Return Sales | 298 | 3.62 | 17,943 | | 32,168.31 | | 504 |
| Regular | 298 | 100.00 | 17,943 | 100.00 | 32,168.31 | 100.00 | 504 |
| No History | | | | | | | |
| Defective | | | | | | | |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Defective | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Defective | | | | | | | |
| Receipts | 1,755 | 21.34 | 11,518 | | 373,681.00 | | 2,866 |
| Stockorders | 1,670 | 95.15 | 8,193 | 71.13 | 288,349.94 | 77.16 | 2,709 |
| Supplemental Orders | 54 | 3.07 | 3,195 | 27.73 | 62,287.42 | 16.66 | 76 |
| Customer Orders | 53 | 3.01 | 109 | 0.94 | 21,021.25 | 5.62 | 64 |
| Emergency Purchases | 17 | 0.96 | 21 | 0.18 | 2,022.39 | 0.54 | 17 |
| Other Receipts | | | | | | | |
| Overages | | | | | | | |
| Net Adjustments | 78 | 0.94 | 28,932 | | -2,028.22 | | 98 |
| Plus | 49 | 62.82 | 28,052 | 96.95 | 20,410.29 | | 62 |
| Minus | 29 | 37.17 | 880 | 3.04 | -22,438.51 | | 36 |
| Factory Returns | 3 | 0.03 | 3 | | -789.33 | | 3 |
| Net Appreciation | 76 | 0.92 | 162 | 0.71 | 659.38 | | 164 |
| Positive | 74 | 97.36 | 160 | 98.76 | 727.18 | | 162 |
| Negative | 2 | 2.63 | 2 | 1.23 | -67.80 | | 2 |
| Parts Updated With Cost | 8 | 0.09 | | | | | 8 |
| Parts With Comments | 2 | | | | | | |
| Misc & Sublet Items | | | | | | | |
| Gross Sales | | | 7 | | 22.00 | | 7 |
| Lost Sales | | | | | | | |
| Return Sales | | | | | | | |
| Parts Not On File, But Sold | | | | | | | |
| Gross Sales | | | 436 | | 16,069.92 | | 283 |
| Lost Sales | | | | | | | |
| Return Sales | | | 38 | | 299.64 | | 12 |

ARROWHEAD HONDA
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

| | JUNE 2024 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 8,222 | 50,690 | 8,448 | 107,644 | 8,970 |
| Parts Pieces | 22,559 | 129,678 | 21,613 | 269,735 | 22,478 |
| Parts Cost | 548,136.19 | 3,211,074.40 | 535,179.07 | 6,520,148.10 | 543,345.68 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 7,054.00 | 45,163.03 | 7,527.17 | 102,824.03 | 8,568.67 |
| Gross Sales | 402,612.29 | 3,397,692.56 | 566,282.09 | 6,652,300.31 | 554,358.36 |
| Net Sales | 370,443.98 | 3,099,386.95 | 516,564.49 | 6,072,345.39 | 506,028.78 |
| Lost Sales | 100.40 | 4,051.73 | 675.29 | 14,254.72 | 1,187.89 |
| Outstanding Orders | 47,165.18 | 468,589.73 | 78,098.29 | 1,001,753.86 | 83,479.49 |
| Total Receipts | 373,681.00 | 3,145,164.21 | 524,194.04 | 6,099,281.80 | 508,273.48 |
| Customer Orders | 21,021.25 | 201,313.40 | 33,552.23 | 367,414.60 | 30,617.88 |
| Emergency Purchases | 2,022.39 | 18,427.29 | 3,071.22 | 42,586.45 | 3,548.87 |
| Net Adjustments | -2,028.22 | 7,667.59 | 1,277.93 | 64,774.48 | 5,397.87 |
| Net Appreciation | 659.38 | 27,598.09 | 4,599.68 | 32,231.30 | 2,685.94 |
| NS Parts | | | | | |
| Number of Parts | 3,130 | 18,372 | 3,062 | 41,912 | 3,493 |
| Parts Pieces | 570 | 3,322 | 554 | 6,718 | 560 |
| Parts Cost | 27,050.00 | 145,270.28 | 24,211.71 | 317,514.36 | 26,459.53 |
| Gross Sales | 35,873.09 | 247,917.23 | 41,319.54 | 477,649.68 | 39,804.14 |
| Net Sales | 34,428.76 | 224,838.10 | 37,473.02 | 432,065.89 | 36,005.49 |
| Lost Sales | 0.00 | 502.41 | 83.74 | 1,819.19 | 151.60 |
| Outstanding Orders | 8,126.86 | 51,211.20 | 8,535.20 | 147,388.43 | 12,282.37 |
| Receipts | 36,884.71 | 239,501.67 | 39,916.95 | 462,335.64 | 38,527.97 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 377,543.85 | 2,139,851.35 | 356,641.89 | 4,408,858.64 | 367,404.89 |
| 4 to 6 Months | 34,140.24 | 285,080.58 | 47,513.43 | 577,492.25 | 48,124.35 |
| 7 to 12 Months | 43,455.61 | 253,683.98 | 42,280.66 | 465,602.95 | 38,800.25 |
| Over 12 Months | 34,616.26 | 190,796.56 | 31,799.43 | 401,968.06 | 33,497.34 |
| New Parts No Sales | 58,380.23 | 341,661.93 | 56,943.66 | 666,226.20 | 55,518.85 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 147,768.99 | 996,285.20 | 166,047.53 | 2,047,627.20 | 170,635.60 |
| Stock MNS > 11 | 33,975.62 | 185,548.10 | 30,924.68 | 394,844.14 | 32,903.68 |
| NS Parts Not Sold | 22,608.66 | 121,990.94 | 20,331.82 | 259,489.08 | 21,624.09 |
| New Obsolescence | | | | | |
| Stock 9 Months | 10,470.39 | 64,132.97 | 10,688.83 | 118,210.73 | 9,850.89 |
| NS Parts 2 Months | 2,123.83 | 19,184.59 | 3,197.43 | 42,054.76 | 3,504.56 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 997.95 | 3,925.65 | 654.28 | 14,044.13 | 1,170.34 |
| True Turn | 7.61 | | 10.76 | | 10.42 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 96.01 | | 94.86 | | 94.62 |
| By Piece | 98.87 | | 86.39 | | 84.72 |
| By Cost | 93.83 | | 93.01 | | 93.27 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 99.57 | | 99.60 | | 99.58 |
| By Piece | 99.98 | | 99.96 | | 99.97 |
| By Cost | 99.97 | | 99.86 | | 99.76 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 95.80 | | 94.60 | | 94.34 |
| By Piece | 99.66 | | 93.61 | | 92.75 |
| By Cost | 93.75 | | 92.78 | | 93.02 |
| NS Parts Sales Efficiency | 97.25 | | 103.51 | | 103.31 |

Grand Total

| | JANUARY 2024 | FEBRUARY 2024 | MARCH 2024 | APRIL 2024 | MAY 2024 | JUNE 2023 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 8,497 | 8,413 | 8,460 | 8,647 | 8,451 | 10,596 |
| Parts Pieces | 24,510 | 22,342 | 17,494 | 20,969 | 21,804 | 21,487 |
| Parts Cost | 529,520.52 | 529,834.66 | 525,402.19 | 533,726.11 | 544,454.73 | 550,957.04 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 9,234.03 | 8,041.00 | 7,304.00 | 7,493.00 | 6,037.00 | 10,695.00 |
| Gross Sales | 566,093.94 | 556,515.48 | 624,260.09 | 632,676.72 | 615,534.04 | 613,484.36 |
| Net Sales | 511,527.92 | 500,720.50 | 572,803.12 | 586,159.30 | 557,732.13 | 551,102.33 |
| Lost Sales | 225.49 | 577.92 | 831.33 | 1,624.42 | 692.17 | 2,870.75 |
| Outstanding Orders | 93,362.69 | 105,016.55 | 66,542.43 | 79,316.88 | 77,186.00 | 108,336.60 |
| Total Receipts | 521,344.65 | 516,653.97 | 573,068.66 | 592,068.20 | 568,347.73 | 563,336.53 |
| Customer Orders | 33,994.40 | 25,406.32 | 46,169.27 | 42,639.14 | 32,083.02 | 35,784.59 |
| Emergency Purchases | 2,236.30 | 2,357.72 | 4,154.11 | 4,298.34 | 3,358.43 | 7,298.40 |
| Net Adjustments | -2,098.73 | 624.26 | 1,296.28 | -573.29 | 10,447.29 | 9,822.59 |
| Net Appreciation | 3,787.47 | 6,781.82 | 4,085.77 | 11,706.94 | 576.71 | 1,078.72 |
| NS Parts | | | | | | |
| Number of Parts | 3,014 | 3,008 | 3,028 | 3,117 | 3,075 | 5,004 |
| Parts Pieces | 589 | 543 | 545 | 508 | 567 | 672 |
| Parts Cost | 21,490.10 | 21,444.34 | 25,016.48 | 24,826.63 | 25,442.73 | 38,671.02 |
| Gross Sales | 44,440.85 | 41,807.96 | 35,743.75 | 49,399.27 | 40,652.31 | 60,267.33 |
| Net Sales | 39,029.33 | 38,873.47 | 30,236.87 | 45,054.84 | 37,214.83 | 48,970.14 |
| Lost Sales | 43.19 | 154.69 | 0.00 | 304.53 | 0.00 | 0.00 |
| Outstanding Orders | 11,742.24 | 9,947.01 | 5,528.66 | 7,775.36 | 8,091.07 | 16,431.14 |
| Receipts | 41,185.05 | 42,458.70 | 34,068.17 | 45,610.65 | 39,294.39 | 54,645.70 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 347,153.62 | 345,432.43 | 344,840.92 | 350,361.91 | 374,518.62 | 382,587.54 |
| 4 to 6 Months | 58,734.37 | 58,153.77 | 51,239.76 | 45,064.06 | 37,748.38 | 40,342.15 |
| 7 to 12 Months | 41,124.50 | 36,013.00 | 39,298.67 | 49,690.73 | 44,101.47 | 35,248.82 |
| Over 12 Months | 34,958.08 | 32,489.43 | 31,337.01 | 27,950.85 | 29,444.93 | 37,040.54 |
| New Parts No Sales | 47,549.95 | 57,746.03 | 58,685.83 | 60,658.56 | 58,641.33 | 55,737.99 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 178,479.50 | 172,822.18 | 157,179.94 | 164,418.10 | 175,616.49 | 173,306.33 |
| Stock MNS > 11 | 34,258.43 | 32,227.83 | 29,909.46 | 26,578.76 | 28,598.00 | 35,042.52 |
| NS Parts Not Sold | 18,411.96 | 16,759.39 | 20,933.97 | 21,043.83 | 22,233.13 | 32,625.50 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 7,740.69 | 14,456.86 | 11,848.48 | 10,765.01 | 8,851.54 | 6,575.54 |
| NS Parts 2 Months | 3,487.27 | 2,666.10 | 4,917.22 | 2,195.75 | 3,794.42 | 4,435.39 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 887.17 | 878.73 | 528.59 | 335.00 | 298.21 | 2,217.05 |
| True Turn | 10.77 | 10.71 | 11.93 | 12.12 | 11.51 | 11.06 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 94.88 | 94.59 | 94.35 | 94.36 | 95.33 | 94.35 |
| By Piece | 94.22 | 98.47 | 74.08 | 71.58 | 94.58 | 63.31 |
| By Cost | 93.05 | 94.62 | 91.21 | 92.07 | 93.76 | 92.35 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 99.75 | 99.74 | 99.42 | 99.48 | 99.65 | 99.50 |
| By Piece | 99.96 | 99.95 | 99.96 | 99.95 | 99.97 | 99.97 |
| By Cost | 99.95 | 99.88 | 99.85 | 99.72 | 99.87 | 99.48 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 94.92 | 94.47 | 93.72 | 94.11 | 94.94 | 93.69 |
| By Piece | 96.04 | 99.15 | 87.05 | 85.89 | 97.78 | 81.47 |
| By Cost | 92.87 | 94.34 | 91.08 | 91.73 | 93.52 | 91.70 |
| NS Parts Sales Efficiency | 107.90 | 98.46 | 104.91 | 108.30 | 103.45 | 110.28 |

Grand Total

| | JULY 2023 | AUGUST 2023 | SEPTEMBER 2023 | OCTOBER 2023 | NOVEMBER 2023 | DECEMBER 2023 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 10,567 | 10,542 | 10,422 | 8,891 | 8,301 | 8,231 |
| Parts Pieces | 24,323 | 24,488 | 23,742 | 24,330 | 20,492 | 22,682 |
| Parts Cost | 568,673.60 | 582,753.45 | 582,952.71 | 535,515.36 | 526,698.32 | 512,480.26 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 9,090.00 | 10,471.00 | 9,798.00 | 10,759.00 | 8,798.00 | 8,745.00 |
| Gross Sales | 564,069.66 | 627,172.68 | 541,088.79 | 515,489.59 | 514,915.02 | 491,872.01 |
| Net Sales | 516,557.37 | 582,709.29 | 491,892.13 | 476,076.62 | 460,267.70 | 445,455.33 |
| Lost Sales | 4,342.30 | 2,048.95 | 739.12 | 1,580.63 | 969.33 | 522.66 |
| Outstanding Orders | 113,831.76 | 92,790.13 | 66,135.93 | 94,972.21 | 86,856.53 | 78,577.57 |
| Total Receipts | 520,337.69 | 593,885.15 | 501,933.05 | 453,058.76 | 453,397.15 | 431,505.79 |
| Customer Orders | 24,461.56 | 29,805.09 | 35,131.27 | 28,544.81 | 24,552.68 | 23,605.79 |
| Emergency Purchases | 3,298.03 | 3,079.23 | 5,041.71 | 3,704.20 | 4,311.59 | 4,724.40 |
| Net Adjustments | 6,448.25 | 19,074.77 | -5,674.53 | 14,993.71 | 10,119.30 | 12,145.39 |
| Net Appreciation | 947.91 | 1,224.63 | 460.91 | 345.79 | 1,041.16 | 612.81 |
| NS Parts | | | | | | |
| Number of Parts | 4,872 | 4,807 | 4,713 | 3,451 | 2,826 | 2,871 |
| Parts Pieces | 626 | 599 | 604 | 499 | 445 | 623 |
| Parts Cost | 40,471.24 | 35,645.76 | 30,673.60 | 21,697.56 | 21,203.52 | 22,552.40 |
| Gross Sales | 41,845.38 | 51,169.33 | 35,190.75 | 33,683.26 | 35,399.27 | 32,444.46 |
| Net Sales | 38,720.51 | 46,881.42 | 30,163.84 | 31,478.52 | 30,303.68 | 29,679.82 |
| Lost Sales | 372.80 | 594.80 | 63.31 | 233.46 | 0.00 | 52.41 |
| Outstanding Orders | 14,895.61 | 19,395.62 | 11,504.33 | 23,280.97 | 17,089.18 | 10,011.52 |
| Receipts | 39,677.68 | 49,869.73 | 34,254.46 | 32,137.52 | 33,490.64 | 33,403.94 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 375,421.44 | 400,109.13 | 394,147.10 | 380,219.61 | 366,080.74 | 353,029.27 |
| 4 to 6 Months | 45,965.22 | 47,152.42 | 46,607.35 | 44,696.55 | 52,363.58 | 55,626.55 |
| 7 to 12 Months | 38,163.45 | 31,240.23 | 40,278.68 | 31,998.68 | 32,923.27 | 37,314.66 |
| Over 12 Months | 47,980.78 | 39,520.11 | 43,764.32 | 32,562.64 | 26,809.74 | 20,533.91 |
| New Parts No Sales | 61,142.71 | 64,731.56 | 58,155.26 | 46,037.88 | 48,520.99 | 45,975.87 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 185,730.73 | 179,148.44 | 169,082.22 | 174,756.40 | 176,157.15 | 166,467.06 |
| Stock MNS > 11 | 45,161.60 | 41,040.07 | 46,189.64 | 31,839.92 | 25,104.41 | 19,960.40 |
| NS Parts Not Sold | 34,051.14 | 28,199.96 | 24,749.31 | 17,443.57 | 15,782.47 | 17,271.69 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 9,107.12 | 7,596.05 | 8,861.11 | 5,808.69 | 11,533.92 | 11,170.87 |
| NS Parts 2 Months | 4,968.69 | 4,878.82 | 3,710.04 | 2,902.50 | 2,575.85 | 3,834.27 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 1,202.68 | 1,186.54 | 1,504.42 | 1,079.20 | 2,030.42 | 3,115.22 |
| True Turn | 10.31 | 11.32 | 9.30 | 9.95 | 9.83 | 9.77 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 95.38 | 94.36 | 93.80 | 94.16 | 94.09 | 94.41 |
| By Piece | 87.28 | 97.71 | 69.17 | 74.03 | 94.06 | 79.01 |
| By Cost | 94.66 | 94.46 | 91.99 | 92.88 | 93.63 | 93.43 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 99.27 | 99.50 | 99.64 | 99.42 | 99.69 | 99.82 |
| By Piece | 99.97 | 99.98 | 99.98 | 99.95 | 99.95 | 99.98 |
| By Cost | 99.16 | 99.64 | 99.84 | 99.66 | 99.78 | 99.88 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 94.81 | 93.97 | 93.48 | 93.77 | 93.96 | 94.46 |
| By Piece | 96.23 | 98.92 | 84.52 | 83.89 | 96.54 | 86.55 |
| By Cost | 93.83 | 94.02 | 91.69 | 92.91 | 93.53 | 93.53 |
| NS Parts Sales Efficiency | 105.46 | 102.60 | 102.73 | 104.80 | 105.69 | 97.12 |