

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 32,819 | | 22,971 | | 485,036.82 | |
| Active Parts | 5,254 | 16.00 | 19,408 | 84.48 | 456,267.28 | 94.06 |
| NS Parts | 26,732 | 81.45 | 114 | 0.49 | 3,140.80 | 0.64 |
| MO Parts | 125 | 0.38 | 2,589 | 11.27 | 16,033.62 | 3.30 |
| AP Parts | 448 | 1.36 | 51 | 0.22 | 1,770.81 | 0.36 |
| DP Parts | 236 | 0.71 | 809 | 3.52 | 7,824.31 | 1.61 |
| SP Parts | 24 | 0.07 | | | | |
| DEL Parts | | | | | | |
| Parts With No Cost | | | | | | |
| Parts With Negative On-Hand | | | | | | |
| Core/Exchange | 96 | 0.29 | 125 | 0.54 | 10,620.75 | |
| Memos On File | 1,559 | | | | | |
| Parts Added | 484 | 1.47 | 301 | 1.31 | 9,618.43 | 1.98 |
| Active Parts | 17 | 3.51 | 195 | 64.78 | 8,513.93 | 88.51 |
| NS Parts | 460 | 95.04 | 72 | 23.92 | 1,038.10 | 10.79 |
| MO Parts | | | | | | |
| AP Parts | | | | | | |
| DP Parts | 7 | 1.44 | 34 | 11.29 | 66.40 | 0.69 |
| SP Parts | | | | | | |
| Parts & Memos Deleted | 267 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 4,763 | 14.51 | 19,546 | 85.08 | 348,136.55 | 71.77 |
| 4 to 6 Months | 1,999 | 6.09 | 1,021 | 4.44 | 44,339.22 | 9.14 |
| 7 to 12 Months | 3,723 | 11.34 | 1,825 | 7.94 | 78,890.26 | 16.26 |
| Over 12 Months | 20,174 | 61.47 | 414 | 1.80 | 5,254.30 | 1.08 |
| New Parts No Sales | 2,160 | 6.58 | 165 | 0.71 | 8,416.49 | 1.73 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 4,044 | 12.32 | 16,030 | 69.78 | 338,549.20 | 69.79 |
| 4 to 6 Months | 1,900 | 5.78 | 2,537 | 11.04 | 57,451.63 | 11.84 |
| 7 to 12 Months | 3,506 | 10.68 | 2,079 | 9.05 | 71,758.07 | 14.79 |
| Over 12 Months | 20,881 | 63.62 | 2,306 | 10.03 | 14,582.92 | 3.00 |
| New Parts No Receipts | 2,488 | 7.58 | 19 | 0.08 | 2,695.00 | 0.55 |
| Outstanding Orders | 179 | 0.54 | 575 | | 24,376.18 | |
| Stockorders | 95 | 53.07 | 390 | 67.82 | 10,016.30 | 41.09 |
| Supplemental Orders | | | | | | |
| Customer Orders | 75 | 41.89 | 141 | 24.52 | 10,003.68 | 41.03 |
| Backorders | 13 | 7.26 | 44 | 7.65 | 4,356.20 | 17.87 |
| Stockorder Backorders | 2 | 1.11 | 31 | 5.39 | 165.50 | 0.67 |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | 11 | 6.14 | 13 | 2.26 | 4,190.70 | 17.19 |

Outstanding Forced Orders

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|------------|---------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross Sales | 1,971 | 6.00 | 13,489 | | 417,884.10 | | 7,288 |
| Regular | 1,964 | 99.64 | 13,124 | 97.29 | 413,785.13 | 99.01 | 7,174 |
| No History | 3 | 0.15 | 250 | 1.85 | 3,395.40 | 0.81 | 6 |
| Drop Ship | 23 | 1.16 | 115 | 0.85 | 703.57 | 0.16 | 108 |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Drop Ship | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Drop Ship | | | | | | | |
| Lost Sales | 502 | 1.52 | 642 | | 109,469.50 | | 528 |
| Return Sales | 287 | 0.87 | 878 | | 39,051.55 | | 463 |
| Regular | 286 | 99.65 | 858 | 97.72 | 38,831.55 | 99.43 | 462 |
| No History | 1 | 0.34 | 20 | 2.27 | 220.00 | 0.56 | 1 |
| Defective | | | | | | | |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Defective | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Defective | | | | | | | |
| Receipts | 1,614 | 4.91 | 12,874 | | 403,125.81 | | 2,875 |
| Stockorders | 815 | 50.49 | 6,513 | 50.59 | 148,920.53 | 36.94 | 1,772 |
| Supplemental Orders | | | | | | | |
| Customer Orders | 839 | 51.98 | 2,335 | 18.13 | 211,822.45 | 52.54 | 1,006 |
| Emergency Purchases | 7 | 0.43 | 8 | 0.06 | 112.90 | 0.02 | 7 |
| Other Receipts | 78 | 4.83 | 4,018 | 31.21 | 42,269.93 | 10.48 | 90 |
| Overages | | | | | | | |
| Net Adjustments | 44 | 0.13 | 243 | | -7,429.89 | | 51 |
| Plus | 13 | 29.54 | 150 | 61.72 | 1,373.65 | | 16 |
| Minus | 31 | 70.45 | 93 | 38.27 | -8,803.54 | | 35 |
| Factory Returns | 122 | 0.37 | 223 | | -15,908.98 | | 123 |
| Net Appreciation | 29 | 0.08 | 675 | 2.93 | 81.95 | | 124 |
| Positive | 19 | 65.51 | 626 | 92.74 | 231.39 | | 42 |
| Negative | 10 | 34.48 | 49 | 7.25 | -149.44 | | 82 |
| Parts Updated With Cost | 3 | 0.00 | | | | | 3 |
| Parts With Comments | 48 | | | | | | |
| Misc & Sublet Items | | | | | | | |
| Gross Sales | | | 6 | | 5,780.50 | | 6 |
| Lost Sales | | | | | | | |
| Return Sales | | | | | | | |
| Parts Not On File, But Sold | | | | | | | |
| Gross Sales | | | 65 | | 2,326.23 | | 60 |
| Lost Sales | | | | | | | |
| Return Sales | | | 5 | | 497.24 | | 5 |

| Grand Total | | | | | |
|--------------------------------|----------------|-----------------------|-------------------------|-------------------------|---------------------------|
| | SEPTEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
| Number of Parts | 32,819 | 284,651 | 31,628 | 372,845 | 31,070 |
| Parts Pieces | 22,971 | 196,124 | 21,792 | 260,091 | 21,674 |
| Parts Cost | 485,036.82 | 4,572,532.57 | 508,059.17 | 6,222,746.56 | 518,562.21 |
| Parts With Negative OH | 0.00 | -1,788.31 | -198.70 | -1,824.81 | -152.07 |
| Core/Exchange | 10,620.75 | 94,159.25 | 10,462.14 | 130,100.75 | 10,841.73 |
| Gross Sales | 416,906.60 | 3,721,404.28 | 413,489.36 | 5,082,279.59 | 423,523.30 |
| Net Sales | 379,478.55 | 3,287,691.01 | 365,299.00 | 4,506,305.36 | 375,525.45 |
| Lost Sales | 67,506.62 | 533,602.79 | 59,289.20 | 668,649.79 | 55,720.82 |
| Outstanding Orders | 24,376.18 | 215,453.38 | 23,939.26 | 271,292.36 | 22,607.70 |
| Total Receipts | 402,222.81 | 3,398,437.69 | 377,604.19 | 4,677,328.17 | 389,777.35 |
| Customer Orders | 211,773.45 | 1,666,190.41 | 185,132.27 | 2,258,127.06 | 188,177.26 |
| Emergency Purchases | 112.90 | 7,192.47 | 799.16 | 14,750.08 | 1,229.17 |
| Net Adjustments | -7,429.89 | -41,230.43 | -4,581.16 | -56,324.54 | -4,693.71 |
| Net Appreciation | 81.95 | 245.20 | 27.24 | -683.18 | -56.93 |
| NS Parts | | | | | |
| Number of Parts | 26,732 | 231,596 | 25,733 | 302,912 | 25,243 |
| Parts Pieces | 114 | 745 | 83 | 1,043 | 87 |
| Parts Cost | 3,140.80 | 35,569.61 | 3,952.18 | 61,116.32 | 5,093.03 |
| Gross Sales | 147,302.10 | 1,001,305.08 | 111,256.12 | 1,381,288.78 | 115,107.40 |
| Net Sales | 134,517.27 | 905,567.83 | 100,618.65 | 1,246,471.97 | 103,872.66 |
| Lost Sales | 47,976.65 | 392,289.74 | 43,587.75 | 483,720.54 | 40,310.05 |
| Outstanding Orders | 10,986.68 | 90,928.47 | 10,103.16 | 112,583.37 | 9,381.95 |
| Receipts | 144,540.90 | 982,640.47 | 109,182.27 | 1,352,008.42 | 112,667.37 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 348,136.55 | 3,283,911.90 | 364,879.10 | 4,465,163.53 | 372,096.96 |
| 4 to 6 Months | 44,339.22 | 564,141.60 | 62,682.40 | 758,259.95 | 63,188.33 |
| 7 to 12 Months | 78,890.26 | 615,629.31 | 68,403.26 | 842,618.06 | 70,218.17 |
| Over 12 Months | 5,254.30 | 47,268.54 | 5,252.06 | 72,527.23 | 6,043.94 |
| New Parts No Sales | 8,416.49 | 61,581.22 | 6,842.36 | 84,177.79 | 7,014.82 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 144,762.29 | 1,385,457.31 | 153,939.70 | 1,851,562.52 | 154,296.88 |
| Stock MNS > 11 | 13,658.94 | 108,840.66 | 12,093.41 | 154,699.47 | 12,891.62 |
| NS Parts Not Sold | 625.30 | 7,735.64 | 859.52 | 14,933.82 | 1,244.49 |
| New Obsolescence | | | | | |
| Stock 9 Months | 10,288.68 | 107,811.45 | 11,979.05 | 150,733.38 | 12,561.12 |
| NS Parts 2 Months | 533.00 | 6,134.90 | 681.66 | 8,817.98 | 734.83 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 968.40 | 6,651.88 | 739.10 | 9,863.88 | 821.99 |
| True Turn | 4.15 | | 4.24 | | 4.31 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 47.58 | | 48.90 | | 48.80 |
| By Piece | 81.72 | | 86.48 | | 86.75 |
| By Cost | 47.32 | | 50.76 | | 51.40 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 77.03 | | 82.03 | | 83.23 |
| By Piece | 96.99 | | 97.44 | | 97.66 |
| By Cost | 84.89 | | 86.03 | | 87.07 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 38.33 | | 41.90 | | 41.94 |
| By Piece | 78.98 | | 84.41 | | 84.59 |
| By Cost | 37.49 | | 42.24 | | 43.15 |
| NS Parts Sales Efficiency | 101.91 | | 101.89 | | 102.16 |

Grand Total

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 30,215 | 30,625 | 31,054 | 31,291 | 31,599 | 32,074 |
| Parts Pieces | 22,320 | 20,563 | 21,499 | 22,017 | 20,404 | 21,729 |
| Parts Cost | 546,433.49 | 529,441.11 | 538,477.46 | 518,959.58 | 494,100.57 | 494,135.87 |
| Parts With Negative OH | -172.00 | 0.00 | -35.50 | -24.91 | -541.20 | -124.70 |
| Core/Exchange | 10,279.00 | 10,236.25 | 10,526.75 | 10,520.50 | 10,800.75 | 10,502.50 |
| Gross Sales | 545,543.14 | 446,972.04 | 487,056.53 | 263,479.04 | 361,356.10 | 403,751.41 |
| Net Sales | 493,096.97 | 405,785.18 | 361,960.78 | 237,653.80 | 334,301.03 | 356,010.28 |
| Lost Sales | 78,100.78 | 64,673.26 | 44,452.89 | 27,613.30 | 49,652.89 | 63,473.68 |
| Outstanding Orders | 24,332.80 | 33,600.69 | 24,864.52 | 16,241.82 | 6,948.70 | 26,741.97 |
| Total Receipts | 497,656.95 | 406,347.22 | 396,010.98 | 250,835.80 | 322,558.32 | 374,013.99 |
| Customer Orders | 237,059.53 | 201,442.53 | 180,487.66 | 110,908.56 | 144,892.68 | 173,643.49 |
| Emergency Purchases | 1,861.57 | 778.50 | 485.70 | 114.20 | 1,193.26 | 1,107.90 |
| Net Adjustments | -5,625.63 | -2,644.19 | -4,173.49 | -6,842.83 | -4,643.25 | -3,073.84 |
| Net Appreciation | 2,644.24 | -447.44 | -230.16 | 17.62 | -255.15 | -183.29 |
| NS Parts | | | | | | |
| Number of Parts | 24,496 | 24,787 | 25,169 | 25,329 | 25,816 | 26,285 |
| Parts Pieces | 136 | 73 | 64 | 43 | 89 | 74 |
| Parts Cost | 7,709.83 | 4,722.70 | 3,279.00 | 1,256.10 | 3,129.38 | 3,335.60 |
| Gross Sales | 120,620.80 | 115,554.45 | 120,392.94 | 70,390.68 | 83,354.57 | 89,241.83 |
| Net Sales | 111,177.89 | 105,509.67 | 105,553.80 | 63,569.95 | 79,510.11 | 77,003.23 |
| Lost Sales | 56,424.89 | 46,426.50 | 32,703.82 | 24,427.60 | 40,614.57 | 51,077.90 |
| Outstanding Orders | 7,215.20 | 13,874.87 | 9,562.70 | 7,847.88 | 3,968.60 | 9,801.90 |
| Receipts | 119,583.40 | 110,760.92 | 120,210.86 | 70,839.63 | 82,930.86 | 87,877.72 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 402,362.08 | 392,662.00 | 399,941.11 | 381,708.63 | 344,408.95 | 338,442.23 |
| 4 to 6 Months | 56,527.00 | 58,867.93 | 58,960.88 | 64,538.65 | 73,701.14 | 78,006.89 |
| 7 to 12 Months | 69,720.18 | 66,293.13 | 68,663.04 | 62,135.92 | 65,620.25 | 68,713.73 |
| Over 12 Months | 11,098.45 | 5,712.66 | 3,145.89 | 2,064.55 | 3,399.69 | 3,739.39 |
| New Parts No Sales | 6,725.78 | 5,905.39 | 7,766.54 | 8,511.83 | 6,970.54 | 5,233.63 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 156,560.36 | 148,289.96 | 159,260.70 | 159,584.73 | 159,833.52 | 157,818.17 |
| Stock MNS > 11 | 15,252.08 | 12,604.49 | 14,806.38 | 7,251.41 | 8,765.64 | 11,089.97 |
| NS Parts Not Sold | 1,518.20 | 2,074.60 | 1,370.90 | 409.00 | 498.34 | 1,000.50 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 10,973.65 | 13,753.27 | 10,550.98 | 11,014.03 | 12,600.28 | 12,703.44 |
| NS Parts 2 Months | 1,043.30 | 1,992.30 | 749.40 | 398.00 | 372.60 | 895.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 733.40 | 0.00 | 454.40 | 0.00 | 913.58 | 886.00 |
| True Turn | 5.58 | 4.61 | 4.03 | 2.93 | 4.57 | 4.40 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 49.23 | 48.39 | 50.24 | 51.01 | 48.65 | 50.38 |
| By Piece | 87.53 | 85.99 | 87.90 | 87.41 | 86.55 | 88.86 |
| By Cost | 51.99 | 50.23 | 54.30 | 55.73 | 54.71 | 53.27 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 80.25 | 81.77 | 87.31 | 90.08 | 84.36 | 83.38 |
| By Piece | 97.91 | 97.35 | 98.20 | 98.55 | 97.69 | 97.51 |
| By Cost | 86.32 | 86.25 | 89.06 | 89.59 | 87.06 | 84.86 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 40.21 | 43.63 | 42.66 | 47.89 | 44.57 | 43.79 |
| By Piece | 86.30 | 85.90 | 85.74 | 85.61 | 86.16 | 85.72 |
| By Cost | 44.49 | 43.26 | 44.53 | 47.73 | 49.02 | 43.20 |
| NS Parts Sales Efficiency | 100.86 | 104.32 | 100.15 | 99.36 | 100.51 | 101.55 |

| Grand Total | JULY 2020 | AUGUST 2020 | SEPTEMBER 2019 | OCTOBER 2019 | NOVEMBER 2019 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 32,351 | 32,623 | 28,521 | 29,035 | 29,363 | 29,796 |
| Parts Pieces | 21,969 | 22,652 | 19,532 | 19,723 | 21,646 | 22,598 |
| Parts Cost | 483,699.86 | 482,247.81 | 541,609.27 | 540,029.18 | 554,110.81 | 556,074.00 |
| Parts With Negative OH | -647.00 | -243.00 | -1.50 | -14.00 | 0.00 | -22.50 |
| Core/Exchange | 10,534.00 | 10,138.75 | 12,301.75 | 12,474.25 | 12,192.50 | 11,274.75 |
| Gross Sales | 390,587.28 | 405,752.14 | 366,713.70 | 457,337.81 | 447,779.65 | 455,757.85 |
| Net Sales | 352,014.32 | 367,390.10 | 323,929.18 | 409,952.86 | 398,126.02 | 410,535.47 |
| Lost Sales | 63,164.64 | 74,964.73 | 35,467.30 | 94,859.40 | 5,943.20 | 34,244.40 |
| Outstanding Orders | 24,342.78 | 34,003.92 | 26,968.08 | 26,725.40 | 11,534.28 | 17,579.30 |
| Total Receipts | 366,460.98 | 382,330.64 | 326,038.61 | 424,047.49 | 422,287.71 | 432,555.28 |
| Customer Orders | 181,323.34 | 224,659.17 | 169,301.31 | 193,296.95 | 197,813.76 | 200,825.94 |
| Emergency Purchases | 289.30 | 1,249.14 | 0.00 | 267.00 | 3,334.11 | 3,956.50 |
| Net Adjustments | -542.67 | -6,254.64 | 2,192.18 | -5,966.40 | -2,343.64 | -6,784.07 |
| Net Appreciation | -598.40 | -784.17 | -448.20 | -833.39 | 256.52 | -351.51 |
| NS Parts | | | | | | |
| Number of Parts | 26,515 | 26,467 | 23,141 | 23,462 | 23,737 | 24,117 |
| Parts Pieces | 114 | 38 | 248 | 99 | 129 | 70 |
| Parts Cost | 4,472.30 | 4,523.90 | 11,492.44 | 7,117.18 | 10,625.68 | 7,803.85 |
| Gross Sales | 104,100.45 | 150,347.26 | 98,673.78 | 124,015.90 | 133,390.68 | 122,577.12 |
| Net Sales | 94,304.45 | 134,421.46 | 84,760.58 | 108,309.05 | 121,121.45 | 111,473.64 |
| Lost Sales | 43,006.98 | 49,630.83 | 26,287.50 | 59,461.10 | 4,890.30 | 27,079.40 |
| Outstanding Orders | 12,065.60 | 15,605.04 | 9,678.10 | 12,858.40 | 2,969.40 | 5,827.10 |
| Receipts | 103,835.69 | 142,060.49 | 89,509.96 | 118,033.12 | 130,682.14 | 120,652.69 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 336,277.93 | 339,972.42 | 378,977.06 | 377,928.83 | 400,127.95 | 403,194.85 |
| 4 to 6 Months | 72,060.70 | 57,139.19 | 83,906.82 | 70,894.45 | 64,470.22 | 58,753.68 |
| 7 to 12 Months | 64,013.03 | 71,579.77 | 66,815.07 | 76,403.10 | 75,007.70 | 75,577.95 |
| Over 12 Months | 5,768.27 | 7,085.34 | 6,490.43 | 6,638.63 | 7,108.73 | 11,511.33 |
| New Parts No Sales | 5,579.93 | 6,471.09 | 5,419.89 | 8,164.17 | 7,396.21 | 7,036.19 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 146,586.53 | 152,761.05 | 162,362.02 | 157,673.05 | 153,093.76 | 155,338.40 |
| Stock MNS > 11 | 11,952.80 | 13,458.95 | 9,637.33 | 10,420.33 | 18,544.43 | 16,894.05 |
| NS Parts Not Sold | 154.90 | 83.90 | 3,439.70 | 2,617.80 | 2,475.68 | 2,104.70 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 12,143.76 | 13,783.36 | 9,079.52 | 11,532.62 | 16,393.24 | 14,996.07 |
| NS Parts 2 Months | 67.40 | 83.90 | 1,707.20 | 1,045.60 | 1,111.88 | 525.60 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 771.10 | 1,925.00 | 2,034.80 | 253.00 | 1,544.80 | 1,414.20 |
| True Turn | 4.23 | 3.52 | 3.43 | 4.81 | 4.27 | 4.44 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 47.85 | 47.15 | 50.47 | 50.58 | 48.00 | 46.84 |
| By Piece | 86.14 | 86.07 | 81.08 | 85.33 | 88.98 | 87.80 |
| By Cost | 50.44 | 40.91 | 48.07 | 54.35 | 52.36 | 52.65 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 81.97 | 76.25 | 86.07 | 78.75 | 96.59 | 87.91 |
| By Piece | 97.05 | 95.69 | 98.29 | 96.60 | 99.69 | 98.56 |
| By Cost | 84.78 | 83.05 | 90.13 | 81.20 | 98.52 | 92.30 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 41.90 | 36.99 | 46.97 | 39.20 | 44.70 | 43.02 |
| By Piece | 83.27 | 81.47 | 81.46 | 82.40 | 87.21 | 85.80 |
| By Cost | 41.04 | 31.98 | 43.02 | 42.86 | 48.74 | 46.25 |
| NS Parts Sales Efficiency | 100.25 | 105.83 | 110.23 | 105.06 | 102.07 | 101.59 |