

Source: 100 RR BENTLEY

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 6,938 | 80,390 | 6,699 | 80,390 | 6,699 |
| Parts Pieces | 2,334 | 28,833 | 2,403 | 28,833 | 2,403 |
| Parts Cost | 106,089.39 | 1,381,225.29 | 115,102.11 | 1,381,225.29 | 115,102.11 |
| Parts With Negative OH | -2,094.04 | -9,775.38 | -814.62 | -9,775.38 | -814.62 |
| Core/Exchange | 7,659.74 | 94,580.14 | 7,881.68 | 94,580.14 | 7,881.68 |
| Gross Sales | 47,283.29 | 783,925.45 | 65,327.12 | 783,925.45 | 65,327.12 |
| Net Sales | 45,774.55 | 693,290.64 | 57,774.22 | 693,290.64 | 57,774.22 |
| Lost Sales | 18,974.07 | 107,602.86 | 8,966.91 | 107,602.86 | 8,966.91 |
| Outstanding Orders | 16,385.31 | 177,754.37 | 14,812.86 | 177,754.37 | 14,812.86 |
| Total Receipts | 47,472.64 | 768,395.77 | 64,032.98 | 768,395.77 | 64,032.98 |
| Customer Orders | 8,410.76 | 128,731.58 | 10,727.63 | 128,731.58 | 10,727.63 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 69.98 | -397.42 | -33.12 | -397.42 | -33.12 |
| Net Appreciation | 79.38 | 4,923.19 | 410.27 | 4,923.19 | 410.27 |
| NS Parts | | | | | |
| Number of Parts | 6,498 | 74,864 | 6,239 | 74,864 | 6,239 |
| Parts Pieces | 69 | 1,796 | 150 | 1,796 | 150 |
| Parts Cost | 16,000.26 | 129,280.72 | 10,773.39 | 129,280.72 | 10,773.39 |
| Gross Sales | 16,871.00 | 431,933.18 | 35,994.43 | 431,933.18 | 35,994.43 |
| Net Sales | 16,720.26 | 370,848.35 | 30,904.03 | 370,848.35 | 30,904.03 |
| Lost Sales | 18,959.05 | 96,340.08 | 8,028.34 | 96,340.08 | 8,028.34 |
| Outstanding Orders | 14,098.38 | 119,310.91 | 9,942.58 | 119,310.91 | 9,942.58 |
| Receipts | 25,837.39 | 459,041.84 | 38,253.49 | 459,041.84 | 38,253.49 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 53,592.85 | 733,185.26 | 61,098.77 | 733,185.26 | 61,098.77 |
| 4 to 6 Months | 26,700.24 | 162,859.04 | 13,571.59 | 162,859.04 | 13,571.59 |
| 7 to 12 Months | 9,694.08 | 132,649.15 | 11,054.10 | 132,649.15 | 11,054.10 |
| Over 12 Months | 11,027.53 | 273,045.80 | 22,753.82 | 273,045.80 | 22,753.82 |
| New Parts No Sales | 5,074.69 | 79,486.04 | 6,623.84 | 79,486.04 | 6,623.84 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 14,675.02 | 210,210.29 | 17,517.52 | 210,210.29 | 17,517.52 |
| Stock MNS > 11 | 12,708.99 | 256,903.81 | 21,408.65 | 256,903.81 | 21,408.65 |
| NS Parts Not Sold | 7,554.44 | 57,382.57 | 4,781.88 | 57,382.57 | 4,781.88 |
| New Obsolescence | | | | | |
| Stock 9 Months | 2,574.22 | 20,023.01 | 1,668.58 | 20,023.01 | 1,668.58 |
| NS Parts 2 Months | 3,279.78 | 18,978.95 | 1,581.58 | 18,978.95 | 1,581.58 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 1,763.34 | 6,960.07 | 580.01 | 6,960.07 | 580.01 |
| True Turn | 4.23 | | 4.90 | | 4.90 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 75.51 | | 81.67 | | 81.67 |
| By Piece | 83.84 | | 89.33 | | 89.33 |
| By Cost | 82.28 | | 83.24 | | 83.24 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 93.90 | | 95.06 | | 95.06 |
| By Piece | 98.38 | | 98.36 | | 98.36 |
| By Cost | 70.69 | | 86.56 | | 86.56 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 75.63 | | 80.52 | | 80.52 |
| By Piece | 82.93 | | 87.13 | | 87.13 |
| By Cost | 57.70 | | 70.49 | | 70.49 |
| NS Parts Sales Efficiency | 65.29 | | 94.09 | | 94.09 |

Source: 100 RR BENTLEY

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 6,408 | 6,479 | 6,513 | 6,559 | 6,604 | 6,688 |
| Parts Pieces | 2,214 | 2,134 | 2,631 | 2,513 | 2,481 | 2,475 |
| Parts Cost | 110,669.73 | 115,528.23 | 135,037.12 | 122,516.39 | 120,458.55 | 101,061.59 |
| Parts With Negative OH | -1,127.72 | -1,629.49 | -108.82 | -551.22 | -140.98 | -1,277.70 |
| Core/Exchange | 7,606.77 | 7,606.77 | 6,852.48 | 7,606.77 | 7,606.77 | 6,852.48 |
| Gross Sales | 71,240.39 | 66,114.19 | 52,792.17 | 36,987.51 | 54,241.61 | 69,138.13 |
| Net Sales | 64,762.56 | 55,621.65 | 50,346.01 | 32,517.57 | 50,140.84 | 65,910.62 |
| Lost Sales | 6,063.08 | 2,835.03 | 6,792.31 | 5,480.31 | 5,149.36 | 15,967.21 |
| Outstanding Orders | 17,030.42 | 14,533.83 | 3,074.37 | 7,284.66 | 5,475.79 | 11,606.98 |
| Total Receipts | 39,477.34 | 67,745.81 | 71,499.54 | 22,803.36 | 49,460.43 | 59,420.34 |
| Customer Orders | 1,207.13 | 14,009.02 | 5,292.50 | 240.70 | 8,532.13 | 10,060.36 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 44.83 | -1,407.18 | 188.10 | 132.00 | -174.10 | 66.00 |
| Net Appreciation | 2,262.77 | 297.04 | 292.83 | 190.26 | 61.19 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 5,972 | 6,035 | 6,044 | 6,090 | 6,135 | 6,215 |
| Parts Pieces | 100 | 111 | 91 | 121 | 151 | 229 |
| Parts Cost | 8,082.82 | 12,547.41 | 7,989.37 | 3,940.72 | 2,442.31 | 3,857.86 |
| Gross Sales | 32,234.41 | 36,292.63 | 33,544.61 | 13,949.23 | 35,183.92 | 30,036.06 |
| Net Sales | 29,833.73 | 30,022.15 | 31,853.69 | 12,356.92 | 31,557.00 | 28,200.93 |
| Lost Sales | 4,035.72 | 2,835.03 | 6,792.31 | 4,952.31 | 5,149.36 | 14,466.19 |
| Outstanding Orders | 14,581.86 | 10,611.27 | 1,904.68 | 2,326.76 | 2,871.13 | 4,433.15 |
| Receipts | 19,616.64 | 41,155.53 | 34,141.62 | 10,730.33 | 30,419.92 | 27,966.37 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 57,344.33 | 54,315.25 | 71,424.04 | 60,231.42 | 51,388.05 | 60,582.48 |
| 4 to 6 Months | 6,160.97 | 10,326.87 | 11,685.24 | 13,891.40 | 21,395.77 | 11,037.28 |
| 7 to 12 Months | 22,887.42 | 11,306.33 | 12,280.68 | 8,305.72 | 6,986.99 | 13,008.47 |
| Over 12 Months | 20,066.31 | 36,053.55 | 36,434.16 | 36,814.83 | 37,370.57 | 14,683.47 |
| New Parts No Sales | 4,210.70 | 3,526.23 | 3,213.00 | 3,273.02 | 3,317.17 | 1,749.89 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 17,624.89 | 16,069.49 | 24,461.22 | 21,454.46 | 17,270.45 | 18,360.71 |
| Stock MNS > 11 | 32,152.95 | 32,959.95 | 35,735.62 | 37,562.89 | 37,237.75 | 12,536.56 |
| NS Parts Not Sold | 6,596.49 | 6,728.89 | 2,117.19 | 1,981.09 | 1,881.19 | 1,548.59 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 2,694.54 | 1,037.10 | 483.44 | 1,925.82 | 485.02 | 1,840.48 |
| NS Parts 2 Months | 913.32 | 120.42 | 243.89 | 810.26 | 543.30 | 65.70 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 65.86 | 65.86 | 22.30 | 84.34 | 72.93 | 82.69 |
| True Turn | 6.89 | 4.32 | 4.00 | 3.16 | 4.15 | 6.63 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 84.21 | 73.54 | 81.38 | 95.34 | 76.47 | 86.36 |
| By Piece | 90.93 | 81.06 | 90.94 | 94.85 | 74.30 | 96.69 |
| By Cost | 96.94 | 79.32 | 92.59 | 98.94 | 82.74 | 83.06 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 96.40 | 97.12 | 97.36 | 92.95 | 96.77 | 94.71 |
| By Piece | 98.89 | 99.08 | 98.94 | 98.12 | 98.62 | 97.82 |
| By Cost | 91.43 | 95.15 | 88.11 | 85.57 | 90.68 | 80.49 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 85.62 | 77.51 | 78.94 | 90.14 | 76.12 | 86.05 |
| By Piece | 89.74 | 82.34 | 82.21 | 94.38 | 75.04 | 94.55 |
| By Cost | 89.73 | 71.18 | 78.84 | 84.94 | 75.25 | 68.21 |
| NS Parts Sales Efficiency | 164.32 | 88.18 | 98.25 | 129.99 | 115.66 | 107.40 |

Source: 100 RR BENTLEY

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 6,740 | 6,807 | 6,857 | 6,916 | 6,881 | 6,348 |
| Parts Pieces | 2,486 | 2,489 | 2,443 | 2,266 | 2,367 | 2,223 |
| Parts Cost | 97,161.48 | 117,009.18 | 111,077.92 | 135,602.47 | 109,013.24 | 134,526.35 |
| Parts With Negative OH | -45.88 | -243.53 | -113.52 | 0.00 | -2,442.48 | 0.00 |
| Core/Exchange | 7,623.74 | 6,852.48 | 8,289.77 | 12,362.63 | 7,659.74 | 8,628.59 |
| Gross Sales | 78,274.04 | 106,187.90 | 86,257.43 | 60,836.91 | 54,571.88 | 56,346.90 |
| Net Sales | 73,711.96 | 80,569.91 | 72,663.90 | 49,230.53 | 52,040.54 | 45,991.26 |
| Lost Sales | 11,665.31 | 5,215.02 | 17,779.89 | 3,094.04 | 8,587.23 | 4,088.15 |
| Outstanding Orders | 13,151.10 | 26,708.23 | 35,708.09 | 15,505.68 | 11,289.91 | 2,262.68 |
| Total Receipts | 73,405.42 | 101,976.74 | 92,121.55 | 86,931.36 | 56,081.24 | 78,932.11 |
| Customer Orders | 12,970.64 | 6,059.11 | 14,384.77 | 37,758.35 | 9,806.11 | 14,598.95 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 87.93 | -279.76 | 756.30 | 118.48 | 182.78 |
| Net Appreciation | 467.11 | 14.01 | 158.84 | 1,148.24 | -48.48 | -83.24 |
| NS Parts | | | | | | |
| Number of Parts | 6,286 | 6,343 | 6,396 | 6,407 | 6,443 | 5,913 |
| Parts Pieces | 271 | 263 | 312 | 27 | 51 | 71 |
| Parts Cost | 10,173.87 | 27,208.55 | 16,386.49 | 9,337.98 | 11,313.08 | 20,838.23 |
| Gross Sales | 45,895.86 | 79,718.06 | 51,692.44 | 25,315.62 | 31,199.34 | 21,983.15 |
| Net Sales | 42,244.59 | 56,672.64 | 41,968.66 | 18,751.47 | 30,666.31 | 16,388.33 |
| Lost Sales | 10,725.62 | 5,215.02 | 16,760.95 | 3,079.02 | 3,369.50 | 4,088.15 |
| Outstanding Orders | 4,984.41 | 19,256.03 | 31,691.49 | 6,482.92 | 6,068.83 | 747.94 |
| Receipts | 45,762.51 | 77,118.81 | 59,541.73 | 57,260.69 | 29,490.30 | 34,879.39 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 60,241.70 | 63,152.43 | 71,153.01 | 61,556.30 | 68,203.40 | 63,500.25 |
| 4 to 6 Months | 9,469.47 | 10,126.05 | 8,905.33 | 17,764.27 | 15,396.15 | 6,237.91 |
| 7 to 12 Months | 9,546.20 | 8,749.17 | 8,153.15 | 10,281.66 | 11,449.28 | 28,904.43 |
| Over 12 Months | 14,473.52 | 32,088.78 | 17,589.38 | 7,639.77 | 8,803.93 | 28,416.01 |
| New Parts No Sales | 3,430.59 | 2,892.75 | 5,277.05 | 38,360.47 | 5,160.48 | 7,467.75 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 15,956.81 | 15,084.74 | 14,639.16 | 17,972.25 | 16,641.09 | 32,697.36 |
| Stock MNS > 11 | 13,648.89 | 12,540.43 | 13,605.74 | 7,069.72 | 9,144.32 | 18,905.99 |
| NS Parts Not Sold | 2,102.33 | 4,567.27 | 6,277.35 | 7,978.49 | 8,049.25 | 9,329.53 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 559.15 | 2,046.79 | 4,146.97 | 1,544.86 | 684.62 | 2,540.11 |
| NS Parts 2 Months | 767.90 | 2,604.21 | 2,251.59 | 5,449.99 | 1,928.59 | 4,134.87 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 2,822.30 | 106.43 | 187.26 | 0.00 | 1,686.76 | 141.55 |
| True Turn | 7.50 | 7.64 | 6.30 | 1.02 | 4.65 | 2.80 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 85.91 | 84.04 | 76.35 | 84.21 | 83.67 | 76.83 |
| By Piece | 93.97 | 91.53 | 81.89 | 94.88 | 92.86 | 92.70 |
| By Cost | 82.33 | 94.05 | 84.38 | 56.56 | 82.51 | 81.50 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 95.95 | 93.71 | 91.22 | 94.26 | 96.72 | 97.40 |
| By Piece | 98.67 | 97.91 | 97.05 | 98.20 | 98.98 | 98.98 |
| By Cost | 86.33 | 93.92 | 80.34 | 94.08 | 85.83 | 91.83 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 83.80 | 81.15 | 70.17 | 80.89 | 83.60 | 70.77 |
| By Piece | 92.56 | 89.88 | 80.47 | 90.84 | 91.05 | 90.40 |
| By Cost | 71.14 | 86.85 | 64.43 | 21.92 | 69.66 | 62.68 |
| NS Parts Sales Efficiency | 100.29 | 103.37 | 86.81 | 44.21 | 105.79 | 63.02 |

Sort Source: 100

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 6,938 | 80,390 | 6,699 | 80,390 | 6,699 |
| Parts Pieces | 2,334 | 28,833 | 2,403 | 28,833 | 2,403 |
| Parts Cost | 106,089.39 | 1,381,225.29 | 115,102.11 | 1,381,225.29 | 115,102.11 |
| Parts With Negative OH | -2,094.04 | -9,775.38 | -814.62 | -9,775.38 | -814.62 |
| Core/Exchange | 7,659.74 | 94,580.14 | 7,881.68 | 94,580.14 | 7,881.68 |
| Gross Sales | 47,283.29 | 783,925.45 | 65,327.12 | 783,925.45 | 65,327.12 |
| Net Sales | 45,774.55 | 693,290.64 | 57,774.22 | 693,290.64 | 57,774.22 |
| Lost Sales | 18,974.07 | 107,602.86 | 8,966.91 | 107,602.86 | 8,966.91 |
| Outstanding Orders | 16,385.31 | 177,754.37 | 14,812.86 | 177,754.37 | 14,812.86 |
| Total Receipts | 47,472.64 | 768,395.77 | 64,032.98 | 768,395.77 | 64,032.98 |
| Customer Orders | 8,410.76 | 128,731.58 | 10,727.63 | 128,731.58 | 10,727.63 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 69.98 | -397.42 | -33.12 | -397.42 | -33.12 |
| Net Appreciation | 79.38 | 4,923.19 | 410.27 | 4,923.19 | 410.27 |
| NS Parts | | | | | |
| Number of Parts | 6,498 | 74,864 | 6,239 | 74,864 | 6,239 |
| Parts Pieces | 69 | 1,796 | 150 | 1,796 | 150 |
| Parts Cost | 16,000.26 | 129,280.72 | 10,773.39 | 129,280.72 | 10,773.39 |
| Gross Sales | 16,871.00 | 431,933.18 | 35,994.43 | 431,933.18 | 35,994.43 |
| Net Sales | 16,720.26 | 370,848.35 | 30,904.03 | 370,848.35 | 30,904.03 |
| Lost Sales | 18,959.05 | 96,340.08 | 8,028.34 | 96,340.08 | 8,028.34 |
| Outstanding Orders | 14,098.38 | 119,310.91 | 9,942.58 | 119,310.91 | 9,942.58 |
| Receipts | 25,837.39 | 459,041.84 | 38,253.49 | 459,041.84 | 38,253.49 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 53,592.85 | 733,185.26 | 61,098.77 | 733,185.26 | 61,098.77 |
| 4 to 6 Months | 26,700.24 | 162,859.04 | 13,571.59 | 162,859.04 | 13,571.59 |
| 7 to 12 Months | 9,694.08 | 132,649.15 | 11,054.10 | 132,649.15 | 11,054.10 |
| Over 12 Months | 11,027.53 | 273,045.80 | 22,753.82 | 273,045.80 | 22,753.82 |
| New Parts No Sales | 5,074.69 | 79,486.04 | 6,623.84 | 79,486.04 | 6,623.84 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 14,675.02 | 210,210.29 | 17,517.52 | 210,210.29 | 17,517.52 |
| Stock MNS > 11 | 12,708.99 | 256,903.81 | 21,408.65 | 256,903.81 | 21,408.65 |
| NS Parts Not Sold | 7,554.44 | 57,382.57 | 4,781.88 | 57,382.57 | 4,781.88 |
| New Obsolescence | | | | | |
| Stock 9 Months | 2,574.22 | 20,023.01 | 1,668.58 | 20,023.01 | 1,668.58 |
| NS Parts 2 Months | 3,279.78 | 18,978.95 | 1,581.58 | 18,978.95 | 1,581.58 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 1,763.34 | 6,960.07 | 580.01 | 6,960.07 | 580.01 |
| True Turn | 4.23 | | 4.90 | | 4.90 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 75.51 | | 81.67 | | 81.67 |
| By Piece | 83.84 | | 89.33 | | 89.33 |
| By Cost | 82.28 | | 83.24 | | 83.24 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 93.90 | | 95.06 | | 95.06 |
| By Piece | 98.38 | | 98.36 | | 98.36 |
| By Cost | 70.69 | | 86.56 | | 86.56 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 75.63 | | 80.52 | | 80.52 |
| By Piece | 82.93 | | 87.13 | | 87.13 |
| By Cost | 57.70 | | 70.49 | | 70.49 |
| NS Parts Sales Efficiency | 65.29 | | 94.09 | | 94.09 |

Sort Source: 100

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|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 6,408 | 6,479 | 6,513 | 6,559 | 6,604 | 6,688 |
| Parts Pieces | 2,214 | 2,134 | 2,631 | 2,513 | 2,481 | 2,475 |
| Parts Cost | 110,669.73 | 115,528.23 | 135,037.12 | 122,516.39 | 120,458.55 | 101,061.59 |
| Parts With Negative OH | -1,127.72 | -1,629.49 | -108.82 | -551.22 | -140.98 | -1,277.70 |
| Core/Exchange | 7,606.77 | 7,606.77 | 6,852.48 | 7,606.77 | 7,606.77 | 6,852.48 |
| Gross Sales | 71,240.39 | 66,114.19 | 52,792.17 | 36,987.51 | 54,241.61 | 69,138.13 |
| Net Sales | 64,762.56 | 55,621.65 | 50,346.01 | 32,517.57 | 50,140.84 | 65,910.62 |
| Lost Sales | 6,063.08 | 2,835.03 | 6,792.31 | 5,480.31 | 5,149.36 | 15,967.21 |
| Outstanding Orders | 17,030.42 | 14,533.83 | 3,074.37 | 7,284.66 | 5,475.79 | 11,606.98 |
| Total Receipts | 39,477.34 | 67,745.81 | 71,499.54 | 22,803.36 | 49,460.43 | 59,420.34 |
| Customer Orders | 1,207.13 | 14,009.02 | 5,292.50 | 240.70 | 8,532.13 | 10,060.36 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 44.83 | -1,407.18 | 188.10 | 132.00 | -174.10 | 66.00 |
| Net Appreciation | 2,262.77 | 297.04 | 292.83 | 190.26 | 61.19 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 5,972 | 6,035 | 6,044 | 6,090 | 6,135 | 6,215 |
| Parts Pieces | 100 | 111 | 91 | 121 | 151 | 229 |
| Parts Cost | 8,082.82 | 12,547.41 | 7,989.37 | 3,940.72 | 2,442.31 | 3,857.86 |
| Gross Sales | 32,234.41 | 36,292.63 | 33,544.61 | 13,949.23 | 35,183.92 | 30,036.06 |
| Net Sales | 29,833.73 | 30,022.15 | 31,853.69 | 12,356.92 | 31,557.00 | 28,200.93 |
| Lost Sales | 4,035.72 | 2,835.03 | 6,792.31 | 4,952.31 | 5,149.36 | 14,466.19 |
| Outstanding Orders | 14,581.86 | 10,611.27 | 1,904.68 | 2,326.76 | 2,871.13 | 4,433.15 |
| Receipts | 19,616.64 | 41,155.53 | 34,141.62 | 10,730.33 | 30,419.92 | 27,966.37 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 57,344.33 | 54,315.25 | 71,424.04 | 60,231.42 | 51,388.05 | 60,582.48 |
| 4 to 6 Months | 6,160.97 | 10,326.87 | 11,685.24 | 13,891.40 | 21,395.77 | 11,037.28 |
| 7 to 12 Months | 22,887.42 | 11,306.33 | 12,280.68 | 8,305.72 | 6,986.99 | 13,008.47 |
| Over 12 Months | 20,066.31 | 36,053.55 | 36,434.16 | 36,814.83 | 37,370.57 | 14,683.47 |
| New Parts No Sales | 4,210.70 | 3,526.23 | 3,213.00 | 3,273.02 | 3,317.17 | 1,749.89 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 17,624.89 | 16,069.49 | 24,461.22 | 21,454.46 | 17,270.45 | 18,360.71 |
| Stock MNS > 11 | 32,152.95 | 32,959.95 | 35,735.62 | 37,562.89 | 37,237.75 | 12,536.56 |
| NS Parts Not Sold | 6,596.49 | 6,728.89 | 2,117.19 | 1,981.09 | 1,881.19 | 1,548.59 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 2,694.54 | 1,037.10 | 483.44 | 1,925.82 | 485.02 | 1,840.48 |
| NS Parts 2 Months | 913.32 | 120.42 | 243.89 | 810.26 | 543.30 | 65.70 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 65.86 | 65.86 | 22.30 | 84.34 | 72.93 | 82.69 |
| True Turn | 6.89 | 4.32 | 4.00 | 3.16 | 4.15 | 6.63 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 84.21 | 73.54 | 81.38 | 95.34 | 76.47 | 86.36 |
| By Piece | 90.93 | 81.06 | 90.94 | 94.85 | 74.30 | 96.69 |
| By Cost | 96.94 | 79.32 | 92.59 | 98.94 | 82.74 | 83.06 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 96.40 | 97.12 | 97.36 | 92.95 | 96.77 | 94.71 |
| By Piece | 98.89 | 99.08 | 98.94 | 98.12 | 98.62 | 97.82 |
| By Cost | 91.43 | 95.15 | 88.11 | 85.57 | 90.68 | 80.49 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 85.62 | 77.51 | 78.94 | 90.14 | 76.12 | 86.05 |
| By Piece | 89.74 | 82.34 | 82.21 | 94.38 | 75.04 | 94.55 |
| By Cost | 89.73 | 71.18 | 78.84 | 84.94 | 75.25 | 68.21 |
| NS Parts Sales Efficiency | 164.32 | 88.18 | 98.25 | 129.99 | 115.66 | 107.40 |

Sort Source: 100

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 6,740 | 6,807 | 6,857 | 6,916 | 6,881 | 6,348 |
| Parts Pieces | 2,486 | 2,489 | 2,443 | 2,266 | 2,367 | 2,223 |
| Parts Cost | 97,161.48 | 117,009.18 | 111,077.92 | 135,602.47 | 109,013.24 | 134,526.35 |
| Parts With Negative OH | -45.88 | -243.53 | -113.52 | 0.00 | -2,442.48 | 0.00 |
| Core/Exchange | 7,623.74 | 6,852.48 | 8,289.77 | 12,362.63 | 7,659.74 | 8,628.59 |
| Gross Sales | 78,274.04 | 106,187.90 | 86,257.43 | 60,836.91 | 54,571.88 | 56,346.90 |
| Net Sales | 73,711.96 | 80,569.91 | 72,663.90 | 49,230.53 | 52,040.54 | 45,991.26 |
| Lost Sales | 11,665.31 | 5,215.02 | 17,779.89 | 3,094.04 | 8,587.23 | 4,088.15 |
| Outstanding Orders | 13,151.10 | 26,708.23 | 35,708.09 | 15,505.68 | 11,289.91 | 2,262.68 |
| Total Receipts | 73,405.42 | 101,976.74 | 92,121.55 | 86,931.36 | 56,081.24 | 78,932.11 |
| Customer Orders | 12,970.64 | 6,059.11 | 14,384.77 | 37,758.35 | 9,806.11 | 14,598.95 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 87.93 | -279.76 | 756.30 | 118.48 | 182.78 |
| Net Appreciation | 467.11 | 14.01 | 158.84 | 1,148.24 | -48.48 | -83.24 |
| NS Parts | | | | | | |
| Number of Parts | 6,286 | 6,343 | 6,396 | 6,407 | 6,443 | 5,913 |
| Parts Pieces | 271 | 263 | 312 | 27 | 51 | 71 |
| Parts Cost | 10,173.87 | 27,208.55 | 16,386.49 | 9,337.98 | 11,313.08 | 20,838.23 |
| Gross Sales | 45,895.86 | 79,718.06 | 51,692.44 | 25,315.62 | 31,199.34 | 21,983.15 |
| Net Sales | 42,244.59 | 56,672.64 | 41,968.66 | 18,751.47 | 30,666.31 | 16,388.33 |
| Lost Sales | 10,725.62 | 5,215.02 | 16,760.95 | 3,079.02 | 3,369.50 | 4,088.15 |
| Outstanding Orders | 4,984.41 | 19,256.03 | 31,691.49 | 6,482.92 | 6,068.83 | 747.94 |
| Receipts | 45,762.51 | 77,118.81 | 59,541.73 | 57,260.69 | 29,490.30 | 34,879.39 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 60,241.70 | 63,152.43 | 71,153.01 | 61,556.30 | 68,203.40 | 63,500.25 |
| 4 to 6 Months | 9,469.47 | 10,126.05 | 8,905.33 | 17,764.27 | 15,396.15 | 6,237.91 |
| 7 to 12 Months | 9,546.20 | 8,749.17 | 8,153.15 | 10,281.66 | 11,449.28 | 28,904.43 |
| Over 12 Months | 14,473.52 | 32,088.78 | 17,589.38 | 7,639.77 | 8,803.93 | 28,416.01 |
| New Parts No Sales | 3,430.59 | 2,892.75 | 5,277.05 | 38,360.47 | 5,160.48 | 7,467.75 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 15,956.81 | 15,084.74 | 14,639.16 | 17,972.25 | 16,641.09 | 32,697.36 |
| Stock MNS > 11 | 13,648.89 | 12,540.43 | 13,605.74 | 7,069.72 | 9,144.32 | 18,905.99 |
| NS Parts Not Sold | 2,102.33 | 4,567.27 | 6,277.35 | 7,978.49 | 8,049.25 | 9,329.53 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 559.15 | 2,046.79 | 4,146.97 | 1,544.86 | 684.62 | 2,540.11 |
| NS Parts 2 Months | 767.90 | 2,604.21 | 2,251.59 | 5,449.99 | 1,928.59 | 4,134.87 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 2,822.30 | 106.43 | 187.26 | 0.00 | 1,686.76 | 141.55 |
| True Turn | 7.50 | 7.64 | 6.30 | 1.02 | 4.65 | 2.80 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 85.91 | 84.04 | 76.35 | 84.21 | 83.67 | 76.83 |
| By Piece | 93.97 | 91.53 | 81.89 | 94.88 | 92.86 | 92.70 |
| By Cost | 82.33 | 94.05 | 84.38 | 56.56 | 82.51 | 81.50 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 95.95 | 93.71 | 91.22 | 94.26 | 96.72 | 97.40 |
| By Piece | 98.67 | 97.91 | 97.05 | 98.20 | 98.98 | 98.98 |
| By Cost | 86.33 | 93.92 | 80.34 | 94.08 | 85.83 | 91.83 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 83.80 | 81.15 | 70.17 | 80.89 | 83.60 | 70.77 |
| By Piece | 92.56 | 89.88 | 80.47 | 90.84 | 91.05 | 90.40 |
| By Cost | 71.14 | 86.85 | 64.43 | 21.92 | 69.66 | 62.68 |
| NS Parts Sales Efficiency | 100.29 | 103.37 | 86.81 | 44.21 | 105.79 | 63.02 |

Source: 200 UT ROLLS-ROYCE

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 2,167 | 24,117 | 2,010 | 24,117 | 2,010 |
| Parts Pieces | 1,293 | 15,368 | 1,281 | 15,368 | 1,281 |
| Parts Cost | 55,022.68 | 517,190.80 | 43,099.23 | 517,190.80 | 43,099.23 |
| Parts With Negative OH | -21,602.04 | -26,079.51 | -2,173.29 | -26,079.51 | -2,173.29 |
| Core/Exchange | 54.00 | 324.00 | 27.00 | 324.00 | 27.00 |
| Gross Sales | 56,749.40 | 350,011.81 | 29,167.65 | 350,011.81 | 29,167.65 |
| Net Sales | 51,297.01 | 313,507.42 | 26,125.62 | 313,507.42 | 26,125.62 |
| Lost Sales | 0.00 | 37,903.85 | 3,158.65 | 37,903.85 | 3,158.65 |
| Outstanding Orders | 25,001.81 | 137,600.05 | 11,466.67 | 137,600.05 | 11,466.67 |
| Total Receipts | 34,696.98 | 332,326.00 | 27,693.83 | 332,326.00 | 27,693.83 |
| Customer Orders | 3,008.79 | 36,321.54 | 3,026.80 | 36,321.54 | 3,026.80 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 222.15 | 18.51 | 222.15 | 18.51 |
| Net Appreciation | 0.00 | 227.75 | 18.98 | 227.75 | 18.98 |
| NS Parts | | | | | |
| Number of Parts | 1,928 | 21,379 | 1,782 | 21,379 | 1,782 |
| Parts Pieces | 110 | 534 | 45 | 534 | 45 |
| Parts Cost | 13,059.11 | 87,683.82 | 7,306.99 | 87,683.82 | 7,306.99 |
| Gross Sales | 37,020.16 | 265,068.57 | 22,089.05 | 265,068.57 | 22,089.05 |
| Net Sales | 35,699.76 | 239,619.86 | 19,968.32 | 239,619.86 | 19,968.32 |
| Lost Sales | 0.00 | 37,903.85 | 3,158.65 | 37,903.85 | 3,158.65 |
| Outstanding Orders | 22,068.42 | 104,017.15 | 8,668.10 | 104,017.15 | 8,668.10 |
| Receipts | 23,708.79 | 254,173.50 | 21,181.13 | 254,173.50 | 21,181.13 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 10,211.28 | 189,153.06 | 15,762.76 | 189,153.06 | 15,762.76 |
| 4 to 6 Months | 13,451.61 | 60,930.94 | 5,077.58 | 60,930.94 | 5,077.58 |
| 7 to 12 Months | 10,615.99 | 72,953.60 | 6,079.47 | 72,953.60 | 6,079.47 |
| Over 12 Months | 12,978.48 | 127,829.13 | 10,652.43 | 127,829.13 | 10,652.43 |
| New Parts No Sales | 7,765.32 | 66,324.07 | 5,527.01 | 66,324.07 | 5,527.01 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,810.65 | 97,126.21 | 8,093.85 | 97,126.21 | 8,093.85 |
| Stock MNS > 11 | 10,274.81 | 109,136.53 | 9,094.71 | 109,136.53 | 9,094.71 |
| NS Parts Not Sold | 5,915.55 | 40,449.05 | 3,370.75 | 40,449.05 | 3,370.75 |
| New Obsolescence | | | | | |
| Stock 9 Months | 2,804.96 | 18,523.61 | 1,543.63 | 18,523.61 | 1,543.63 |
| NS Parts 2 Months | 4,388.72 | 20,452.62 | 1,704.39 | 20,452.62 | 1,704.39 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 17.60 | 392.44 | 32.70 | 392.44 | 32.70 |
| True Turn | 10.53 | | 6.43 | | 6.43 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 91.46 | | 91.33 | | 91.33 |
| By Piece | 78.32 | | 91.50 | | 91.50 |
| By Cost | 91.32 | | 89.07 | | 89.07 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 96.38 | | 96.38 |
| By Piece | 100.00 | | 98.63 | | 98.63 |
| By Cost | 100.00 | | 89.21 | | 89.21 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 93.39 | | 89.67 | | 89.67 |
| By Piece | 78.39 | | 90.26 | | 90.26 |
| By Cost | 94.13 | | 78.87 | | 78.87 |
| NS Parts Sales Efficiency | 156.14 | | 104.28 | | 104.28 |

Source: 200 UT ROLLS-ROYCE

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 1,911 | 1,927 | 1,918 | 1,947 | 1,955 | 1,976 |
| Parts Pieces | 1,252 | 1,169 | 1,393 | 1,382 | 1,280 | 1,333 |
| Parts Cost | 35,404.13 | 33,720.31 | 38,356.33 | 43,837.19 | 40,133.71 | 39,887.19 |
| Parts With Negative OH | 0.00 | -785.84 | -1,434.57 | -154.01 | 0.00 | -184.34 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 19,240.88 | 27,627.92 | 54,738.80 | 25,216.22 | 18,795.22 | 28,822.60 |
| Net Sales | 17,537.76 | 22,734.60 | 43,376.61 | 22,925.02 | 18,631.63 | 26,975.94 |
| Lost Sales | 1,191.75 | 1,598.66 | 9,074.05 | 6,934.32 | 4,128.91 | 0.00 |
| Outstanding Orders | 10,283.93 | 2,461.06 | 4,986.09 | 1,999.44 | 15,136.16 | 8,217.80 |
| Total Receipts | 19,644.96 | 25,392.87 | 49,457.93 | 31,680.36 | 20,172.06 | 26,706.62 |
| Customer Orders | 168.37 | 3,016.55 | 8,646.11 | 0.00 | 197.28 | 623.73 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 1,135.88 | 0.00 | 0.00 | -1,993.92 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 1,674 | 1,690 | 1,695 | 1,726 | 1,734 | 1,756 |
| Parts Pieces | 29 | 36 | 24 | 25 | 35 | 43 |
| Parts Cost | 4,509.40 | 9,650.64 | 9,710.57 | 7,195.73 | 4,897.31 | 2,675.48 |
| Gross Sales | 15,278.86 | 20,928.81 | 45,602.39 | 23,803.31 | 16,047.72 | 23,310.69 |
| Net Sales | 13,988.83 | 16,178.66 | 34,542.38 | 23,803.31 | 16,010.88 | 21,509.69 |
| Lost Sales | 1,191.75 | 1,598.66 | 9,074.05 | 6,934.32 | 4,128.91 | 0.00 |
| Outstanding Orders | 10,268.83 | 1,852.23 | 4,360.90 | 1,932.18 | 14,952.28 | 5,117.90 |
| Receipts | 15,231.80 | 21,044.49 | 35,220.78 | 24,660.13 | 18,839.75 | 19,223.60 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 12,810.95 | 13,029.20 | 21,102.81 | 23,412.71 | 17,576.24 | 20,075.44 |
| 4 to 6 Months | 2,754.89 | 3,055.46 | 2,694.33 | 4,523.48 | 2,994.32 | 2,671.55 |
| 7 to 12 Months | 5,129.73 | 5,585.46 | 2,017.37 | 3,002.10 | 4,120.19 | 4,244.38 |
| Over 12 Months | 11,444.99 | 7,897.67 | 8,912.29 | 9,359.54 | 9,425.24 | 9,325.07 |
| New Parts No Sales | 3,263.57 | 4,152.52 | 3,629.53 | 3,539.36 | 6,017.72 | 3,570.75 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 3,687.55 | 3,162.95 | 4,698.94 | 4,090.88 | 5,912.88 | 8,878.32 |
| Stock MNS > 11 | 12,270.86 | 7,173.58 | 7,779.24 | 7,969.13 | 8,004.75 | 8,042.15 |
| NS Parts Not Sold | 1,562.09 | 4,429.21 | 1,596.60 | 7,109.04 | 2,222.45 | 2,056.15 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 586.56 | 32.32 | 173.38 | 1,220.29 | 260.31 | 1,054.02 |
| NS Parts 2 Months | 541.56 | 2,867.12 | 31.39 | 5,512.44 | 86.69 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 3.20 | 303.32 | 0.00 | 0.00 | 0.00 | 15.89 |
| True Turn | 5.89 | 7.02 | 10.87 | 6.28 | 5.51 | 7.93 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 96.29 | 81.63 | 93.75 | 100.00 | 91.30 | 96.00 |
| By Piece | 97.72 | 72.57 | 99.29 | 100.00 | 95.12 | 99.16 |
| By Cost | 99.14 | 88.12 | 82.51 | 100.00 | 99.02 | 97.66 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 93.75 | 93.54 | 92.95 | 78.26 | 88.88 | 100.00 |
| By Piece | 98.76 | 98.39 | 98.27 | 93.81 | 93.84 | 100.00 |
| By Cost | 93.63 | 93.43 | 82.69 | 76.77 | 81.85 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 89.58 | 79.03 | 87.32 | 78.26 | 81.48 | 97.36 |
| By Piece | 96.70 | 79.11 | 97.11 | 93.81 | 92.30 | 99.06 |
| By Cost | 92.73 | 81.03 | 66.21 | 76.77 | 80.99 | 97.68 |
| NS Parts Sales Efficiency | 100.30 | 99.45 | 129.47 | 96.52 | 85.18 | 121.26 |

Source: 200 UT ROLLS-ROYCE

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 2,002 | 2,028 | 2,053 | 2,103 | 2,130 | 1,890 |
| Parts Pieces | 1,313 | 1,317 | 1,202 | 1,145 | 1,289 | 1,274 |
| Parts Cost | 37,105.85 | 42,245.85 | 47,290.58 | 50,394.59 | 53,792.39 | 32,725.92 |
| Parts With Negative OH | -557.75 | -1,180.76 | -47.58 | 0.00 | -132.62 | -575.20 |
| Core/Exchange | 72.00 | 54.00 | 54.00 | 36.00 | 54.00 | 0.00 |
| Gross Sales | 22,212.32 | 13,266.68 | 20,546.16 | 32,049.62 | 30,745.99 | 16,601.34 |
| Net Sales | 21,527.27 | 11,862.70 | 19,475.48 | 26,808.04 | 30,355.36 | 15,360.21 |
| Lost Sales | 2,939.76 | 0.00 | 11,352.15 | 580.86 | 103.39 | 313.25 |
| Outstanding Orders | 8,616.52 | 8,892.02 | 19,867.24 | 23,422.68 | 8,715.30 | 891.04 |
| Total Receipts | 19,080.47 | 17,006.85 | 25,653.55 | 29,212.81 | 33,620.54 | 16,370.22 |
| Customer Orders | 2,208.51 | 297.78 | 1,951.78 | 15,745.54 | 457.10 | 459.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | -1.16 | 222.31 | 0.00 | 0.00 |
| Net Appreciation | -190.33 | -.32 | 0.00 | 1,276.44 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 1,781 | 1,806 | 1,834 | 1,864 | 1,891 | 1,656 |
| Parts Pieces | 54 | 62 | 83 | 18 | 15 | 15 |
| Parts Cost | 3,471.13 | 8,863.45 | 11,710.85 | 4,720.39 | 7,219.76 | 4,047.77 |
| Gross Sales | 12,917.80 | 3,735.45 | 15,035.92 | 28,895.39 | 22,492.07 | 10,269.47 |
| Net Sales | 12,232.75 | 3,670.75 | 15,013.87 | 24,476.91 | 22,492.07 | 10,269.47 |
| Lost Sales | 2,939.76 | 0.00 | 11,352.15 | 580.86 | 103.39 | 313.25 |
| Outstanding Orders | 3,188.55 | 3,464.05 | 16,276.79 | 18,131.40 | 2,403.62 | 88.55 |
| Receipts | 13,147.73 | 9,419.67 | 18,199.18 | 26,969.71 | 28,507.87 | 10,672.98 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 14,071.70 | 14,373.80 | 13,678.60 | 15,942.73 | 12,867.60 | 12,486.05 |
| 4 to 6 Months | 4,242.71 | 9,309.94 | 5,791.38 | 3,760.62 | 5,680.65 | 2,672.42 |
| 7 to 12 Months | 4,589.77 | 4,980.53 | 8,079.54 | 9,782.38 | 10,806.16 | 2,087.19 |
| Over 12 Months | 9,660.59 | 9,579.93 | 10,674.33 | 12,808.99 | 15,762.01 | 10,299.80 |
| New Parts No Sales | 4,541.08 | 4,001.65 | 9,066.73 | 8,099.87 | 8,675.97 | 5,180.46 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 9,894.19 | 9,166.49 | 9,747.41 | 12,282.55 | 14,793.40 | 5,840.90 |
| Stock MNS > 11 | 8,437.72 | 8,161.26 | 8,970.00 | 10,879.91 | 11,173.12 | 9,545.72 |
| NS Parts Not Sold | 1,648.73 | 3,176.28 | 7,542.13 | 1,136.17 | 2,054.65 | 3,532.05 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,266.70 | 387.98 | 7,148.61 | 8.11 | 3,580.37 | 922.80 |
| NS Parts 2 Months | 99.62 | 1,527.55 | 4,387.90 | 24.25 | 985.38 | 3,019.66 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 15.89 | 15.89 | 20.65 | 0.00 | 0.00 | 0.00 |
| True Turn | 6.25 | 3.29 | 4.45 | 2.63 | 6.67 | 5.46 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 94.23 | 94.11 | 88.88 | 79.62 | 93.61 | 96.22 |
| By Piece | 97.90 | 97.50 | 92.92 | 75.00 | 87.33 | 99.03 |
| By Cost | 88.42 | 98.24 | 92.39 | 46.10 | 98.64 | 97.19 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 98.59 | 100.00 | 93.75 | 98.88 | 98.68 | 97.14 |
| By Piece | 99.38 | 100.00 | 97.81 | 99.57 | 99.36 | 98.36 |
| By Cost | 87.98 | 100.00 | 63.17 | 97.87 | 99.66 | 98.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 94.36 | 93.75 | 85.93 | 86.66 | 94.73 | 94.28 |
| By Piece | 97.54 | 97.26 | 94.32 | 85.95 | 75.31 | 97.70 |
| By Cost | 78.95 | 97.48 | 56.84 | 40.39 | 98.15 | 95.06 |
| NS Parts Sales Efficiency | 98.25 | 39.65 | 82.61 | 107.14 | 78.89 | 96.21 |

Sort Source: 200

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 2,167 | 24,117 | 2,010 | 24,117 | 2,010 |
| Parts Pieces | 1,293 | 15,368 | 1,281 | 15,368 | 1,281 |
| Parts Cost | 55,022.68 | 517,190.80 | 43,099.23 | 517,190.80 | 43,099.23 |
| Parts With Negative OH | -21,602.04 | -26,079.51 | -2,173.29 | -26,079.51 | -2,173.29 |
| Core/Exchange | 54.00 | 324.00 | 27.00 | 324.00 | 27.00 |
| Gross Sales | 56,749.40 | 350,011.81 | 29,167.65 | 350,011.81 | 29,167.65 |
| Net Sales | 51,297.01 | 313,507.42 | 26,125.62 | 313,507.42 | 26,125.62 |
| Lost Sales | 0.00 | 37,903.85 | 3,158.65 | 37,903.85 | 3,158.65 |
| Outstanding Orders | 25,001.81 | 137,600.05 | 11,466.67 | 137,600.05 | 11,466.67 |
| Total Receipts | 34,696.98 | 332,326.00 | 27,693.83 | 332,326.00 | 27,693.83 |
| Customer Orders | 3,008.79 | 36,321.54 | 3,026.80 | 36,321.54 | 3,026.80 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 222.15 | 18.51 | 222.15 | 18.51 |
| Net Appreciation | 0.00 | 227.75 | 18.98 | 227.75 | 18.98 |
| NS Parts | | | | | |
| Number of Parts | 1,928 | 21,379 | 1,782 | 21,379 | 1,782 |
| Parts Pieces | 110 | 534 | 45 | 534 | 45 |
| Parts Cost | 13,059.11 | 87,683.82 | 7,306.99 | 87,683.82 | 7,306.99 |
| Gross Sales | 37,020.16 | 265,068.57 | 22,089.05 | 265,068.57 | 22,089.05 |
| Net Sales | 35,699.76 | 239,619.86 | 19,968.32 | 239,619.86 | 19,968.32 |
| Lost Sales | 0.00 | 37,903.85 | 3,158.65 | 37,903.85 | 3,158.65 |
| Outstanding Orders | 22,068.42 | 104,017.15 | 8,668.10 | 104,017.15 | 8,668.10 |
| Receipts | 23,708.79 | 254,173.50 | 21,181.13 | 254,173.50 | 21,181.13 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 10,211.28 | 189,153.06 | 15,762.76 | 189,153.06 | 15,762.76 |
| 4 to 6 Months | 13,451.61 | 60,930.94 | 5,077.58 | 60,930.94 | 5,077.58 |
| 7 to 12 Months | 10,615.99 | 72,953.60 | 6,079.47 | 72,953.60 | 6,079.47 |
| Over 12 Months | 12,978.48 | 127,829.13 | 10,652.43 | 127,829.13 | 10,652.43 |
| New Parts No Sales | 7,765.32 | 66,324.07 | 5,527.01 | 66,324.07 | 5,527.01 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,810.65 | 97,126.21 | 8,093.85 | 97,126.21 | 8,093.85 |
| Stock MNS > 11 | 10,274.81 | 109,136.53 | 9,094.71 | 109,136.53 | 9,094.71 |
| NS Parts Not Sold | 5,915.55 | 40,449.05 | 3,370.75 | 40,449.05 | 3,370.75 |
| New Obsolescence | | | | | |
| Stock 9 Months | 2,804.96 | 18,523.61 | 1,543.63 | 18,523.61 | 1,543.63 |
| NS Parts 2 Months | 4,388.72 | 20,452.62 | 1,704.39 | 20,452.62 | 1,704.39 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 17.60 | 392.44 | 32.70 | 392.44 | 32.70 |
| True Turn | 10.53 | | 6.43 | | 6.43 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 91.46 | | 91.33 | | 91.33 |
| By Piece | 78.32 | | 91.50 | | 91.50 |
| By Cost | 91.32 | | 89.07 | | 89.07 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 96.38 | | 96.38 |
| By Piece | 100.00 | | 98.63 | | 98.63 |
| By Cost | 100.00 | | 89.21 | | 89.21 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 93.39 | | 89.67 | | 89.67 |
| By Piece | 78.39 | | 90.26 | | 90.26 |
| By Cost | 94.13 | | 78.87 | | 78.87 |
| NS Parts Sales Efficiency | 156.14 | | 104.28 | | 104.28 |

Sort Source: 200

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 1,911 | 1,927 | 1,918 | 1,947 | 1,955 | 1,976 |
| Parts Pieces | 1,252 | 1,169 | 1,393 | 1,382 | 1,280 | 1,333 |
| Parts Cost | 35,404.13 | 33,720.31 | 38,356.33 | 43,837.19 | 40,133.71 | 39,887.19 |
| Parts With Negative OH | 0.00 | -785.84 | -1,434.57 | -154.01 | 0.00 | -184.34 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 19,240.88 | 27,627.92 | 54,738.80 | 25,216.22 | 18,795.22 | 28,822.60 |
| Net Sales | 17,537.76 | 22,734.60 | 43,376.61 | 22,925.02 | 18,631.63 | 26,975.94 |
| Lost Sales | 1,191.75 | 1,598.66 | 9,074.05 | 6,934.32 | 4,128.91 | 0.00 |
| Outstanding Orders | 10,283.93 | 2,461.06 | 4,986.09 | 1,999.44 | 15,136.16 | 8,217.80 |
| Total Receipts | 19,644.96 | 25,392.87 | 49,457.93 | 31,680.36 | 20,172.06 | 26,706.62 |
| Customer Orders | 168.37 | 3,016.55 | 8,646.11 | 0.00 | 197.28 | 623.73 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 1,135.88 | 0.00 | 0.00 | -1,993.92 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 1,674 | 1,690 | 1,695 | 1,726 | 1,734 | 1,756 |
| Parts Pieces | 29 | 36 | 24 | 25 | 35 | 43 |
| Parts Cost | 4,509.40 | 9,650.64 | 9,710.57 | 7,195.73 | 4,897.31 | 2,675.48 |
| Gross Sales | 15,278.86 | 20,928.81 | 45,602.39 | 23,803.31 | 16,047.72 | 23,310.69 |
| Net Sales | 13,988.83 | 16,178.66 | 34,542.38 | 23,803.31 | 16,010.88 | 21,509.69 |
| Lost Sales | 1,191.75 | 1,598.66 | 9,074.05 | 6,934.32 | 4,128.91 | 0.00 |
| Outstanding Orders | 10,268.83 | 1,852.23 | 4,360.90 | 1,932.18 | 14,952.28 | 5,117.90 |
| Receipts | 15,231.80 | 21,044.49 | 35,220.78 | 24,660.13 | 18,839.75 | 19,223.60 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 12,810.95 | 13,029.20 | 21,102.81 | 23,412.71 | 17,576.24 | 20,075.44 |
| 4 to 6 Months | 2,754.89 | 3,055.46 | 2,694.33 | 4,523.48 | 2,994.32 | 2,671.55 |
| 7 to 12 Months | 5,129.73 | 5,585.46 | 2,017.37 | 3,002.10 | 4,120.19 | 4,244.38 |
| Over 12 Months | 11,444.99 | 7,897.67 | 8,912.29 | 9,359.54 | 9,425.24 | 9,325.07 |
| New Parts No Sales | 3,263.57 | 4,152.52 | 3,629.53 | 3,539.36 | 6,017.72 | 3,570.75 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 3,687.55 | 3,162.95 | 4,698.94 | 4,090.88 | 5,912.88 | 8,878.32 |
| Stock MNS > 11 | 12,270.86 | 7,173.58 | 7,779.24 | 7,969.13 | 8,004.75 | 8,042.15 |
| NS Parts Not Sold | 1,562.09 | 4,429.21 | 1,596.60 | 7,109.04 | 2,222.45 | 2,056.15 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 586.56 | 32.32 | 173.38 | 1,220.29 | 260.31 | 1,054.02 |
| NS Parts 2 Months | 541.56 | 2,867.12 | 31.39 | 5,512.44 | 86.69 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 3.20 | 303.32 | 0.00 | 0.00 | 0.00 | 15.89 |
| True Turn | 5.89 | 7.02 | 10.87 | 6.28 | 5.51 | 7.93 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 96.29 | 81.63 | 93.75 | 100.00 | 91.30 | 96.00 |
| By Piece | 97.72 | 72.57 | 99.29 | 100.00 | 95.12 | 99.16 |
| By Cost | 99.14 | 88.12 | 82.51 | 100.00 | 99.02 | 97.66 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 93.75 | 93.54 | 92.95 | 78.26 | 88.88 | 100.00 |
| By Piece | 98.76 | 98.39 | 98.27 | 93.81 | 93.84 | 100.00 |
| By Cost | 93.63 | 93.43 | 82.69 | 76.77 | 81.85 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 89.58 | 79.03 | 87.32 | 78.26 | 81.48 | 97.36 |
| By Piece | 96.70 | 79.11 | 97.11 | 93.81 | 92.30 | 99.06 |
| By Cost | 92.73 | 81.03 | 66.21 | 76.77 | 80.99 | 97.68 |
| NS Parts Sales Efficiency | 100.30 | 99.45 | 129.47 | 96.52 | 85.18 | 121.26 |

Sort Source: 200

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 2,002 | 2,028 | 2,053 | 2,103 | 2,130 | 1,890 |
| Parts Pieces | 1,313 | 1,317 | 1,202 | 1,145 | 1,289 | 1,274 |
| Parts Cost | 37,105.85 | 42,245.85 | 47,290.58 | 50,394.59 | 53,792.39 | 32,725.92 |
| Parts With Negative OH | -557.75 | -1,180.76 | -47.58 | 0.00 | -132.62 | -575.20 |
| Core/Exchange | 72.00 | 54.00 | 54.00 | 36.00 | 54.00 | 0.00 |
| Gross Sales | 22,212.32 | 13,266.68 | 20,546.16 | 32,049.62 | 30,745.99 | 16,601.34 |
| Net Sales | 21,527.27 | 11,862.70 | 19,475.48 | 26,808.04 | 30,355.36 | 15,360.21 |
| Lost Sales | 2,939.76 | 0.00 | 11,352.15 | 580.86 | 103.39 | 313.25 |
| Outstanding Orders | 8,616.52 | 8,892.02 | 19,867.24 | 23,422.68 | 8,715.30 | 891.04 |
| Total Receipts | 19,080.47 | 17,006.85 | 25,653.55 | 29,212.81 | 33,620.54 | 16,370.22 |
| Customer Orders | 2,208.51 | 297.78 | 1,951.78 | 15,745.54 | 457.10 | 459.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | -1.16 | 222.31 | 0.00 | 0.00 |
| Net Appreciation | -190.33 | -.32 | 0.00 | 1,276.44 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 1,781 | 1,806 | 1,834 | 1,864 | 1,891 | 1,656 |
| Parts Pieces | 54 | 62 | 83 | 18 | 15 | 15 |
| Parts Cost | 3,471.13 | 8,863.45 | 11,710.85 | 4,720.39 | 7,219.76 | 4,047.77 |
| Gross Sales | 12,917.80 | 3,735.45 | 15,035.92 | 28,895.39 | 22,492.07 | 10,269.47 |
| Net Sales | 12,232.75 | 3,670.75 | 15,013.87 | 24,476.91 | 22,492.07 | 10,269.47 |
| Lost Sales | 2,939.76 | 0.00 | 11,352.15 | 580.86 | 103.39 | 313.25 |
| Outstanding Orders | 3,188.55 | 3,464.05 | 16,276.79 | 18,131.40 | 2,403.62 | 88.55 |
| Receipts | 13,147.73 | 9,419.67 | 18,199.18 | 26,969.71 | 28,507.87 | 10,672.98 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 14,071.70 | 14,373.80 | 13,678.60 | 15,942.73 | 12,867.60 | 12,486.05 |
| 4 to 6 Months | 4,242.71 | 9,309.94 | 5,791.38 | 3,760.62 | 5,680.65 | 2,672.42 |
| 7 to 12 Months | 4,589.77 | 4,980.53 | 8,079.54 | 9,782.38 | 10,806.16 | 2,087.19 |
| Over 12 Months | 9,660.59 | 9,579.93 | 10,674.33 | 12,808.99 | 15,762.01 | 10,299.80 |
| New Parts No Sales | 4,541.08 | 4,001.65 | 9,066.73 | 8,099.87 | 8,675.97 | 5,180.46 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 9,894.19 | 9,166.49 | 9,747.41 | 12,282.55 | 14,793.40 | 5,840.90 |
| Stock MNS > 11 | 8,437.72 | 8,161.26 | 8,970.00 | 10,879.91 | 11,173.12 | 9,545.72 |
| NS Parts Not Sold | 1,648.73 | 3,176.28 | 7,542.13 | 1,136.17 | 2,054.65 | 3,532.05 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,266.70 | 387.98 | 7,148.61 | 8.11 | 3,580.37 | 922.80 |
| NS Parts 2 Months | 99.62 | 1,527.55 | 4,387.90 | 24.25 | 985.38 | 3,019.66 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 15.89 | 15.89 | 20.65 | 0.00 | 0.00 | 0.00 |
| True Turn | 6.25 | 3.29 | 4.45 | 2.63 | 6.67 | 5.46 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 94.23 | 94.11 | 88.88 | 79.62 | 93.61 | 96.22 |
| By Piece | 97.90 | 97.50 | 92.92 | 75.00 | 87.33 | 99.03 |
| By Cost | 88.42 | 98.24 | 92.39 | 46.10 | 98.64 | 97.19 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 98.59 | 100.00 | 93.75 | 98.88 | 98.68 | 97.14 |
| By Piece | 99.38 | 100.00 | 97.81 | 99.57 | 99.36 | 98.36 |
| By Cost | 87.98 | 100.00 | 63.17 | 97.87 | 99.66 | 98.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 94.36 | 93.75 | 85.93 | 86.66 | 94.73 | 94.28 |
| By Piece | 97.54 | 97.26 | 94.32 | 85.95 | 75.31 | 97.70 |
| By Cost | 78.95 | 97.48 | 56.84 | 40.39 | 98.15 | 95.06 |
| NS Parts Sales Efficiency | 98.25 | 39.65 | 82.61 | 107.14 | 78.89 | 96.21 |

Source: 400 GZ NON-MANUFACTURE

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 7,072 | 95,076 | 7,923 | 95,076 | 7,923 |
| Parts Pieces | 2,128 | 32,278 | 2,690 | 32,278 | 2,690 |
| Parts Cost | 49,321.69 | 549,433.60 | 45,786.13 | 549,433.60 | 45,786.13 |
| Parts With Negative OH | 0.00 | -1,312.96 | -109.41 | -1,312.96 | -109.41 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 5,014.99 | 81,547.42 | 6,795.62 | 81,547.42 | 6,795.62 |
| Net Sales | 3,670.30 | 69,105.01 | 5,758.75 | 69,105.01 | 5,758.75 |
| Lost Sales | 0.00 | 160.76 | 13.40 | 160.76 | 13.40 |
| Outstanding Orders | 501.00 | 904.49 | 75.37 | 904.49 | 75.37 |
| Total Receipts | 3,891.32 | 80,827.14 | 6,735.60 | 80,827.14 | 6,735.60 |
| Customer Orders | 2,275.90 | 56,139.29 | 4,678.27 | 56,139.29 | 4,678.27 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -21.50 | 222.00 | 18.50 | 222.00 | 18.50 |
| Net Appreciation | 0.00 | -24.06 | -2.01 | -24.06 | -2.01 |
| NS Parts | | | | | |
| Number of Parts | 6,704 | 90,309 | 7,526 | 90,309 | 7,526 |
| Parts Pieces | 25 | 682 | 57 | 682 | 57 |
| Parts Cost | 1,194.77 | 12,666.93 | 1,055.58 | 12,666.93 | 1,055.58 |
| Gross Sales | 1,088.41 | 50,971.83 | 4,247.65 | 50,971.83 | 4,247.65 |
| Net Sales | 704.62 | 43,201.98 | 3,600.17 | 43,201.98 | 3,600.17 |
| Lost Sales | 0.00 | 58.79 | 4.90 | 58.79 | 4.90 |
| Outstanding Orders | 501.00 | 904.49 | 75.37 | 904.49 | 75.37 |
| Receipts | 2,189.05 | 55,363.94 | 4,613.66 | 55,363.94 | 4,613.66 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 10,370.86 | 115,107.20 | 9,592.27 | 115,107.20 | 9,592.27 |
| 4 to 6 Months | 6,160.33 | 24,006.55 | 2,000.55 | 24,006.55 | 2,000.55 |
| 7 to 12 Months | 173.56 | 10,011.86 | 834.32 | 10,011.86 | 834.32 |
| Over 12 Months | 31,734.18 | 392,925.24 | 32,743.77 | 392,925.24 | 32,743.77 |
| New Parts No Sales | 882.76 | 7,382.75 | 615.23 | 7,382.75 | 615.23 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 8,191.14 | 80,793.62 | 6,732.80 | 80,793.62 | 6,732.80 |
| Stock MNS > 11 | 31,672.15 | 393,720.12 | 32,810.01 | 393,720.12 | 32,810.01 |
| NS Parts Not Sold | 296.73 | 8,714.96 | 726.25 | 8,714.96 | 726.25 |
| New Obsolescence | | | | | |
| Stock 9 Months | 48.48 | 1,482.08 | 123.51 | 1,482.08 | 123.51 |
| NS Parts 2 Months | 280.04 | 7,926.61 | 660.55 | 7,926.61 | 660.55 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 105.00 | 619.82 | 51.65 | 619.82 | 51.65 |
| True Turn | 0.34 | | 0.28 | | 0.28 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 19.51 | | 20.51 | | 20.51 |
| By Piece | 61.30 | | 78.83 | | 78.83 |
| By Cost | 41.51 | | 30.54 | | 30.54 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.61 | | 99.61 |
| By Piece | 100.00 | | 99.91 | | 99.91 |
| By Cost | 100.00 | | 99.76 | | 99.76 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 15.38 | | 33.91 | | 33.91 |
| By Piece | 82.66 | | 80.88 | | 80.88 |
| By Cost | 37.99 | | 18.71 | | 18.71 |
| NS Parts Sales Efficiency | 49.72 | | 92.06 | | 92.06 |

Source: 400 GZ NON-MANUFACTURE

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 8,790 | 8,564 | 8,478 | 8,361 | 8,269 | 8,033 |
| Parts Pieces | 3,321 | 3,316 | 3,103 | 2,993 | 2,781 | 2,844 |
| Parts Cost | 44,496.75 | 43,420.37 | 44,684.36 | 43,270.25 | 42,924.37 | 44,054.21 |
| Parts With Negative OH | 0.00 | -11.98 | 0.00 | -403.49 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 20,813.68 | 2,438.44 | 8,447.55 | 3,687.84 | 11,753.28 | 4,047.90 |
| Net Sales | 19,852.53 | 2,215.19 | 7,759.18 | 3,316.26 | 11,011.69 | 3,702.95 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 403.49 | 0.00 | 0.00 |
| Total Receipts | 22,031.20 | 1,110.83 | 8,809.52 | 1,585.51 | 14,168.51 | 4,857.55 |
| Customer Orders | 16,366.01 | 804.94 | 5,577.08 | 1,200.12 | 12,500.86 | 4,368.73 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 25.60 | 0.00 | 252.48 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | -19.29 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 8,279 | 8,205 | 8,122 | 8,007 | 7,788 | 7,613 |
| Parts Pieces | 14 | 13 | 14 | 9 | 10 | 187 |
| Parts Cost | 247.09 | 209.14 | 891.30 | 809.09 | 290.52 | 1,671.45 |
| Gross Sales | 16,157.54 | 936.78 | 5,584.14 | 1,516.43 | 10,243.66 | 2,999.39 |
| Net Sales | 16,126.59 | 890.82 | 5,042.21 | 1,414.48 | 9,581.01 | 2,759.10 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 403.49 | 0.00 | 0.00 |
| Receipts | 16,064.83 | 824.89 | 5,577.08 | 995.20 | 12,565.14 | 4,232.77 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 9,948.50 | 5,449.70 | 6,827.21 | 8,282.87 | 8,740.56 | 8,539.75 |
| 4 to 6 Months | 550.27 | 4,122.72 | 3,259.36 | 392.73 | 422.29 | 386.34 |
| 7 to 12 Months | 868.15 | 940.07 | 1,119.61 | 1,234.57 | 1,252.13 | 531.75 |
| Over 12 Months | 32,797.75 | 32,800.57 | 32,776.13 | 32,658.03 | 32,277.66 | 33,021.94 |
| New Parts No Sales | 332.08 | 107.31 | 702.05 | 702.05 | 231.73 | 1,574.43 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 7,789.44 | 7,089.60 | 7,395.78 | 6,057.99 | 6,679.30 | 6,330.15 |
| Stock MNS > 11 | 32,776.03 | 32,701.79 | 32,710.29 | 32,580.19 | 33,021.94 | 33,134.89 |
| NS Parts Not Sold | 231.30 | 189.19 | 122.83 | 809.09 | 10.99 | 10.99 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 22.40 | 831.64 | 43.51 | 18.84 | 227.97 | 101.05 |
| NS Parts 2 Months | 57.90 | 15.79 | 0.00 | 702.05 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 131.06 | 73.16 | 6.80 | 6.80 | 0.00 | 94.50 |
| True Turn | 0.94 | 0.39 | 0.59 | 0.59 | -0.42 | -0.18 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 17.74 | 24.13 | 7.57 | 41.17 | 7.69 | 18.51 |
| By Piece | 94.90 | 85.15 | 45.40 | 89.80 | 27.19 | 51.17 |
| By Cost | 25.71 | 27.53 | 36.69 | 24.30 | 11.77 | 10.06 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 23.88 | 42.10 | 24.69 | 68.75 | 18.91 | 31.25 |
| By Piece | 80.76 | 85.65 | 75.18 | 93.33 | 74.06 | 44.29 |
| By Cost | 17.56 | 63.66 | 28.12 | 63.81 | -13.52 | -17.97 |
| NS Parts Sales Efficiency | 100.57 | 113.56 | 100.12 | 152.37 | 81.52 | 70.86 |

Source: 400 GZ NON-MANUFACTURE

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 7,839 | 7,625 | 7,489 | 7,346 | 7,210 | 8,934 |
| Parts Pieces | 2,464 | 2,319 | 2,100 | 2,569 | 2,340 | 1,895 |
| Parts Cost | 43,066.43 | 48,359.61 | 47,300.02 | 48,866.19 | 49,669.35 | 42,331.38 |
| Parts With Negative OH | -27.55 | 0.00 | -449.97 | 0.00 | -419.97 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 3,941.81 | 4,934.14 | 7,269.89 | 4,127.90 | 5,070.00 | 7,329.25 |
| Net Sales | 3,794.72 | -1,269.62 | 6,507.63 | 3,621.62 | 4,922.56 | 6,184.23 |
| Lost Sales | 101.97 | 0.00 | 0.00 | 58.79 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 2,837.21 | 5,559.33 | 4,998.07 | 5,672.34 | 5,305.75 | 7,352.93 |
| Customer Orders | 1,963.63 | 2,128.75 | 3,290.52 | 2,452.80 | 3,209.95 | 3,710.96 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | -34.58 | 0.00 | 10.40 |
| Net Appreciation | -5.04 | 0.27 | 0.00 | 0.00 | 0.00 | 30.00 |
| NS Parts | | | | | | |
| Number of Parts | 7,395 | 7,268 | 7,117 | 6,976 | 6,835 | 8,525 |
| Parts Pieces | 137 | 136 | 135 | 0 | 2 | 18 |
| Parts Cost | 1,621.36 | 5,371.16 | 81.01 | 0.00 | 280.04 | 348.33 |
| Gross Sales | 1,714.07 | 2,120.12 | 4,062.58 | 2,389.00 | 2,159.71 | 2,117.03 |
| Net Sales | 1,696.50 | -3,170.03 | 3,733.00 | 2,319.51 | 2,104.17 | 1,990.44 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 58.79 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 1,763.19 | 2,026.78 | 3,283.03 | 3,457.77 | 2,384.21 | 2,165.60 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 8,350.47 | 10,752.34 | 9,768.96 | 13,914.14 | 14,161.84 | 7,619.34 |
| 4 to 6 Months | 322.63 | 2,738.84 | 2,609.29 | 2,565.31 | 476.44 | 644.82 |
| 7 to 12 Months | 500.04 | 324.20 | 285.74 | 157.74 | 2,624.30 | 838.96 |
| Over 12 Months | 32,277.95 | 34,469.24 | 34,561.04 | 31,784.01 | 31,766.74 | 32,838.63 |
| New Parts No Sales | 1,615.34 | 74.99 | 74.99 | 444.99 | 640.03 | 389.63 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 6,067.15 | 4,945.23 | 3,648.62 | 7,683.68 | 8,915.54 | 6,414.67 |
| Stock MNS > 11 | 32,296.79 | 34,561.04 | 34,662.09 | 31,836.18 | 31,766.74 | 32,738.39 |
| NS Parts Not Sold | 1,591.67 | 5,371.16 | 81.01 | 0.00 | 0.00 | 190.09 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 44.68 | 4.84 | 75.43 | 0.00 | 63.24 | 34.40 |
| NS Parts 2 Months | 1,580.68 | 5,290.15 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 67.50 | 67.50 | 67.50 | 0.00 | 0.00 | 188.96 |
| True Turn | 0.51 | -.84 | 0.82 | 0.29 | 0.41 | 0.70 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 20.00 | 25.80 | 44.44 | 50.00 | 21.73 | 10.86 |
| By Piece | 19.69 | 79.84 | 90.24 | 89.81 | 62.50 | 9.27 |
| By Cost | 30.79 | 61.70 | 34.16 | 56.75 | 39.50 | 49.53 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 96.87 | 100.00 | 100.00 | 96.55 | 100.00 | 100.00 |
| By Piece | 99.33 | 100.00 | 100.00 | 99.67 | 100.00 | 100.00 |
| By Cost | 97.38 | 100.00 | 100.00 | 98.40 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 46.87 | 42.50 | 64.28 | 44.82 | 33.33 | 19.60 |
| By Piece | 87.52 | 87.15 | 96.50 | 92.43 | 82.93 | 59.25 |
| By Cost | 46.99 | 267.66 | 49.43 | 31.75 | 34.79 | 39.99 |
| NS Parts Sales Efficiency | 97.21 | 104.60 | 123.74 | 69.09 | 90.58 | 97.75 |

Source: 410 GZ BATTERIES

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 27 | 309 | 26 | 309 | 26 |
| Parts Pieces | 4 | 42 | 4 | 42 | 4 |
| Parts Cost | 510.03 | 5,369.12 | 447.43 | 5,369.12 | 447.43 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 69.00 | 723.00 | 60.25 | 723.00 | 60.25 |
| Gross Sales | 203.13 | 3,620.85 | 301.74 | 3,620.85 | 301.74 |
| Net Sales | 203.13 | 2,975.74 | 247.98 | 2,975.74 | 247.98 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 308.26 | 3,013.27 | 251.11 | 3,013.27 | 251.11 |
| Customer Orders | 0.00 | 1,978.67 | 164.89 | 1,978.67 | 164.89 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -99.95 | -8.33 | -99.95 | -8.33 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | |
| Number of Parts | 21 | 240 | 20 | 240 | 20 |
| Parts Pieces | 0 | 1 | 0 | 1 | 0 |
| Parts Cost | 0.00 | 187.95 | 15.66 | 187.95 | 15.66 |
| Gross Sales | 0.00 | 1,084.92 | 90.41 | 1,084.92 | 90.41 |
| Net Sales | 0.00 | 953.97 | 79.50 | 953.97 | 79.50 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 1,053.92 | 87.83 | 1,053.92 | 87.83 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 203.13 | 4,454.19 | 371.18 | 4,454.19 | 371.18 |
| 4 to 6 Months | 306.90 | 914.93 | 76.24 | 914.93 | 76.24 |
| 7 to 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Over 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 115.95 | 1,164.50 | 97.04 | 1,164.50 | 97.04 |
| Stock MNS > 11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts Not Sold | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 187.95 | 15.66 | 187.95 | 15.66 |
| True Turn | 4.78 | | 2.23 | | 2.23 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 100.00 | | 39.13 | | 39.13 |
| By Piece | 100.00 | | 40.00 | | 40.00 |
| By Cost | 100.00 | | 34.33 | | 34.33 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 100.00 | | 100.00 |
| By Piece | 100.00 | | 100.00 | | 100.00 |
| By Cost | 100.00 | | 100.00 | | 100.00 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 100.00 | | 33.33 | | 33.33 |
| By Piece | 100.00 | | 37.50 | | 37.50 |
| By Cost | 100.00 | | 33.50 | | 33.50 |
| NS Parts Sales Efficiency | 0.00 | | 102.94 | | 102.94 |

Source: 410 GZ BATTERIES

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|----------|-----------|
| Number of Parts | 24 | 25 | 24 | 25 | 25 | 26 |
| Parts Pieces | 4 | 3 | 4 | 4 | 4 | 4 |
| Parts Cost | 508.03 | 391.08 | 508.03 | 508.03 | 508.03 | 508.03 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 69.00 | 51.00 | 69.00 | 69.00 | 69.00 | 69.00 |
| Gross Sales | 384.50 | 320.08 | 187.95 | 582.98 | 0.00 | 519.98 |
| Net Sales | 384.50 | 214.95 | 0.00 | 477.85 | 0.00 | 389.03 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 320.08 | 197.95 | 116.95 | 477.85 | 0.00 | 389.03 |
| Customer Orders | 116.95 | 99.95 | 0.00 | 477.85 | 0.00 | 283.90 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -99.95 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 18 | 18 | 18 | 20 | 19 | 21 |
| Parts Pieces | 0 | 0 | 0 | 1 | 0 | 0 |
| Parts Cost | 0.00 | 0.00 | 0.00 | 187.95 | 0.00 | 0.00 |
| Gross Sales | 0.00 | 0.00 | 0.00 | 289.90 | 0.00 | 297.90 |
| Net Sales | 0.00 | 0.00 | 0.00 | 289.90 | 0.00 | 166.95 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 99.95 | 0.00 | 289.90 | 0.00 | 166.95 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 508.03 | 391.08 | 508.03 | 508.03 | 402.90 | 410.03 |
| 4 to 6 Months | 0.00 | 0.00 | 0.00 | 0.00 | 105.13 | 98.00 |
| 7 to 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Over 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 116.95 | 0.00 | 116.95 | 116.95 | 116.95 | 116.95 |
| Stock MNS > 11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts Not Sold | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 187.95 | 0.00 | 0.00 |
| True Turn | 6.32 | 3.53 | 0.00 | 0.00 | 0.00 | 2.48 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 66.66 | 50.00 | 100.00 | 0.00 | 0.00 | 25.00 |
| By Piece | 66.66 | 50.00 | 100.00 | 0.00 | 0.00 | 33.33 |
| By Cost | 63.46 | 49.50 | 100.00 | 0.00 | 0.00 | 27.02 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 0.00 | 100.00 | 0.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 0.00 | 100.00 | 0.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 0.00 | 100.00 | 0.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 66.66 | 50.00 | 0.00 | -100.00 | 0.00 | 0.00 |
| By Piece | 66.66 | 50.00 | 0.00 | 0.00 | 0.00 | 33.33 |
| By Cost | 69.58 | 53.50 | 0.00 | 0.00 | 0.00 | 27.02 |
| NS Parts Sales Efficiency | 0.00 | 0.00 | 0.00 | 100.00 | 0.00 | 178.43 |

Source: 410 GZ BATTERIES

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 26 | 26 | 27 | 27 | 27 | 24 |
| Parts Pieces | 2 | 4 | 3 | 3 | 3 | 4 |
| Parts Cost | 203.13 | 510.03 | 404.90 | 404.90 | 404.90 | 572.45 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 36.00 | 69.00 | 51.00 | 51.00 | 51.00 | 66.00 |
| Gross Sales | 304.90 | 98.00 | 621.74 | 0.00 | 397.59 | 742.75 |
| Net Sales | 304.90 | 98.00 | 505.79 | 0.00 | 397.59 | 554.80 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 0.00 | 404.90 | 400.66 | 0.00 | 397.59 | 625.80 |
| Customer Orders | 0.00 | 306.90 | 400.66 | 0.00 | 292.46 | 625.80 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 21 | 21 | 22 | 20 | 21 | 18 |
| Parts Pieces | 0 | 0 | 0 | 0 | 0 | 0 |
| Parts Cost | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 0.00 | 0.00 | 400.66 | 0.00 | 96.46 | 124.95 |
| Net Sales | 0.00 | 0.00 | 400.66 | 0.00 | 96.46 | 124.95 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 0.00 | 400.66 | 0.00 | 96.46 | 249.90 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 105.13 | 510.03 | 404.90 | 404.90 | 98.00 | 470.70 |
| 4 to 6 Months | 98.00 | 0.00 | 0.00 | 0.00 | 306.90 | 101.75 |
| 7 to 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Over 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 0.00 | 115.95 | 115.95 | 115.95 | 115.95 | 0.00 |
| Stock MNS > 11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts Not Sold | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 18.01 | -4.92 | 3.12 | 0.00 | 3.12 | -1.49 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 0.00 | 33.33 | 0.00 | 0.00 | 33.33 | 0.00 |
| By Piece | 0.00 | 33.33 | 0.00 | 0.00 | 25.00 | 0.00 |
| By Cost | 0.00 | 24.20 | 0.00 | 0.00 | 26.44 | 0.00 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 0.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 0.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 0.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | -100.00 | 25.00 | 0.00 | 33.33 | 0.00 |
| By Piece | 100.00 | -100.00 | 25.00 | 0.00 | 25.00 | 0.00 |
| By Cost | 100.00 | -213.16 | 20.78 | 0.00 | 26.44 | -12.79 |
| NS Parts Sales Efficiency | 0.00 | 0.00 | 100.00 | 0.00 | 100.00 | 50.00 |

Sort Source: 400

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 7,099 | 95,385 | 7,949 | 95,385 | 7,949 |
| Parts Pieces | 2,132 | 32,320 | 2,693 | 32,320 | 2,693 |
| Parts Cost | 49,831.72 | 554,802.72 | 46,233.56 | 554,802.72 | 46,233.56 |
| Parts With Negative OH | 0.00 | -1,312.96 | -109.41 | -1,312.96 | -109.41 |
| Core/Exchange | 69.00 | 723.00 | 60.25 | 723.00 | 60.25 |
| Gross Sales | 5,218.12 | 85,168.27 | 7,097.36 | 85,168.27 | 7,097.36 |
| Net Sales | 3,873.43 | 72,080.75 | 6,006.73 | 72,080.75 | 6,006.73 |
| Lost Sales | 0.00 | 160.76 | 13.40 | 160.76 | 13.40 |
| Outstanding Orders | 501.00 | 904.49 | 75.37 | 904.49 | 75.37 |
| Total Receipts | 4,199.58 | 83,840.41 | 6,986.70 | 83,840.41 | 6,986.70 |
| Customer Orders | 2,275.90 | 58,117.96 | 4,843.16 | 58,117.96 | 4,843.16 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -21.50 | 122.05 | 10.17 | 122.05 | 10.17 |
| Net Appreciation | 0.00 | -24.06 | -2.01 | -24.06 | -2.01 |
| NS Parts | | | | | |
| Number of Parts | 6,725 | 90,549 | 7,546 | 90,549 | 7,546 |
| Parts Pieces | 25 | 683 | 57 | 683 | 57 |
| Parts Cost | 1,194.77 | 12,854.88 | 1,071.24 | 12,854.88 | 1,071.24 |
| Gross Sales | 1,088.41 | 52,056.75 | 4,338.06 | 52,056.75 | 4,338.06 |
| Net Sales | 704.62 | 44,155.95 | 3,679.66 | 44,155.95 | 3,679.66 |
| Lost Sales | 0.00 | 58.79 | 4.90 | 58.79 | 4.90 |
| Outstanding Orders | 501.00 | 904.49 | 75.37 | 904.49 | 75.37 |
| Receipts | 2,189.05 | 56,417.86 | 4,701.49 | 56,417.86 | 4,701.49 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 10,573.99 | 119,561.39 | 9,963.45 | 119,561.39 | 9,963.45 |
| 4 to 6 Months | 6,467.23 | 24,921.48 | 2,076.79 | 24,921.48 | 2,076.79 |
| 7 to 12 Months | 173.56 | 10,011.86 | 834.32 | 10,011.86 | 834.32 |
| Over 12 Months | 31,734.18 | 392,925.24 | 32,743.77 | 392,925.24 | 32,743.77 |
| New Parts No Sales | 882.76 | 7,382.75 | 615.23 | 7,382.75 | 615.23 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 8,307.09 | 81,958.12 | 6,829.84 | 81,958.12 | 6,829.84 |
| Stock MNS > 11 | 31,672.15 | 393,720.12 | 32,810.01 | 393,720.12 | 32,810.01 |
| NS Parts Not Sold | 296.73 | 8,714.96 | 726.25 | 8,714.96 | 726.25 |
| New Obsolescence | | | | | |
| Stock 9 Months | 48.48 | 1,482.08 | 123.51 | 1,482.08 | 123.51 |
| NS Parts 2 Months | 280.04 | 7,926.61 | 660.55 | 7,926.61 | 660.55 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 105.00 | 807.77 | 67.31 | 807.77 | 67.31 |
| True Turn | 0.38 | | 0.30 | | 0.30 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 23.25 | | 21.46 | | 21.46 |
| By Piece | 61.98 | | 78.59 | | 78.59 |
| By Cost | 45.80 | | 30.68 | | 30.68 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.62 | | 99.62 |
| By Piece | 100.00 | | 99.91 | | 99.91 |
| By Cost | 100.00 | | 99.77 | | 99.77 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 19.51 | | 33.88 | | 33.88 |
| By Piece | 82.75 | | 80.65 | | 80.65 |
| By Cost | 41.24 | | 19.32 | | 19.32 |
| NS Parts Sales Efficiency | 49.72 | | 92.26 | | 92.26 |

Sort Source: 400

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 8,814 | 8,589 | 8,502 | 8,386 | 8,294 | 8,059 |
| Parts Pieces | 3,325 | 3,319 | 3,107 | 2,997 | 2,785 | 2,848 |
| Parts Cost | 45,004.78 | 43,811.45 | 45,192.39 | 43,778.28 | 43,432.40 | 44,562.24 |
| Parts With Negative OH | 0.00 | -11.98 | 0.00 | -403.49 | 0.00 | 0.00 |
| Core/Exchange | 69.00 | 51.00 | 69.00 | 69.00 | 69.00 | 69.00 |
| Gross Sales | 21,198.18 | 2,758.52 | 8,635.50 | 4,270.82 | 11,753.28 | 4,567.88 |
| Net Sales | 20,237.03 | 2,430.14 | 7,759.18 | 3,794.11 | 11,011.69 | 4,091.98 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 403.49 | 0.00 | 0.00 |
| Total Receipts | 22,351.28 | 1,308.78 | 8,926.47 | 2,063.36 | 14,168.51 | 5,246.58 |
| Customer Orders | 16,482.96 | 904.89 | 5,577.08 | 1,677.97 | 12,500.86 | 4,652.63 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 25.60 | -99.95 | 252.48 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | -19.29 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 8,297 | 8,223 | 8,140 | 8,027 | 7,807 | 7,634 |
| Parts Pieces | 14 | 13 | 14 | 10 | 10 | 187 |
| Parts Cost | 247.09 | 209.14 | 891.30 | 997.04 | 290.52 | 1,671.45 |
| Gross Sales | 16,157.54 | 936.78 | 5,584.14 | 1,806.33 | 10,243.66 | 3,297.29 |
| Net Sales | 16,126.59 | 890.82 | 5,042.21 | 1,704.38 | 9,581.01 | 2,926.05 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 403.49 | 0.00 | 0.00 |
| Receipts | 16,064.83 | 924.84 | 5,577.08 | 1,285.10 | 12,565.14 | 4,399.72 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 10,456.53 | 5,840.78 | 7,335.24 | 8,790.90 | 9,143.46 | 8,949.78 |
| 4 to 6 Months | 550.27 | 4,122.72 | 3,259.36 | 392.73 | 527.42 | 484.34 |
| 7 to 12 Months | 868.15 | 940.07 | 1,119.61 | 1,234.57 | 1,252.13 | 531.75 |
| Over 12 Months | 32,797.75 | 32,800.57 | 32,776.13 | 32,658.03 | 32,277.66 | 33,021.94 |
| New Parts No Sales | 332.08 | 107.31 | 702.05 | 702.05 | 231.73 | 1,574.43 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 7,906.39 | 7,089.60 | 7,512.73 | 6,174.94 | 6,796.25 | 6,447.10 |
| Stock MNS > 11 | 32,776.03 | 32,701.79 | 32,710.29 | 32,580.19 | 33,021.94 | 33,134.89 |
| NS Parts Not Sold | 231.30 | 189.19 | 122.83 | 809.09 | 10.99 | 10.99 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 22.40 | 831.64 | 43.51 | 18.84 | 227.97 | 101.05 |
| NS Parts 2 Months | 57.90 | 15.79 | 0.00 | 702.05 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 131.06 | 73.16 | 6.80 | 194.75 | 0.00 | 94.50 |
| True Turn | 1.00 | 0.42 | 0.58 | 0.58 | -.41 | -.15 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 20.00 | 25.80 | 8.95 | 36.84 | 7.69 | 19.35 |
| By Piece | 94.86 | 84.84 | 45.69 | 88.51 | 27.19 | 51.07 |
| By Cost | 26.25 | 30.86 | 37.52 | 18.67 | 11.77 | 11.32 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 25.71 | 42.50 | 24.69 | 63.63 | 18.91 | 28.57 |
| By Piece | 80.67 | 85.35 | 75.18 | 92.45 | 74.06 | 44.22 |
| By Cost | 18.55 | 62.76 | 28.12 | 55.77 | -13.52 | -13.70 |
| NS Parts Sales Efficiency | 100.57 | 101.29 | 100.12 | 140.55 | 81.52 | 74.94 |

Sort Source: 400

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 7,865 | 7,651 | 7,516 | 7,373 | 7,237 | 8,958 |
| Parts Pieces | 2,466 | 2,323 | 2,103 | 2,572 | 2,343 | 1,899 |
| Parts Cost | 43,269.56 | 48,869.64 | 47,704.92 | 49,271.09 | 50,074.25 | 42,903.83 |
| Parts With Negative OH | -27.55 | 0.00 | -449.97 | 0.00 | -419.97 | 0.00 |
| Core/Exchange | 36.00 | 69.00 | 51.00 | 51.00 | 51.00 | 66.00 |
| Gross Sales | 4,246.71 | 5,032.14 | 7,891.63 | 4,127.90 | 5,467.59 | 8,072.00 |
| Net Sales | 4,099.62 | -1,171.62 | 7,013.42 | 3,621.62 | 5,320.15 | 6,739.03 |
| Lost Sales | 101.97 | 0.00 | 0.00 | 58.79 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 2,837.21 | 5,964.23 | 5,398.73 | 5,672.34 | 5,703.34 | 7,978.73 |
| Customer Orders | 1,963.63 | 2,435.65 | 3,691.18 | 2,452.80 | 3,502.41 | 4,336.76 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | -34.58 | 0.00 | 10.40 |
| Net Appreciation | -5.04 | 0.27 | 0.00 | 0.00 | 0.00 | 30.00 |
| NS Parts | | | | | | |
| Number of Parts | 7,416 | 7,289 | 7,139 | 6,996 | 6,856 | 8,543 |
| Parts Pieces | 137 | 136 | 135 | 0 | 2 | 18 |
| Parts Cost | 1,621.36 | 5,371.16 | 81.01 | 0.00 | 280.04 | 348.33 |
| Gross Sales | 1,714.07 | 2,120.12 | 4,463.24 | 2,389.00 | 2,256.17 | 2,241.98 |
| Net Sales | 1,696.50 | -3,170.03 | 4,133.66 | 2,319.51 | 2,200.63 | 2,115.39 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 58.79 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 1,763.19 | 2,026.78 | 3,683.69 | 3,457.77 | 2,480.67 | 2,415.50 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 8,455.60 | 11,262.37 | 10,173.86 | 14,319.04 | 14,259.84 | 8,090.04 |
| 4 to 6 Months | 420.63 | 2,738.84 | 2,609.29 | 2,565.31 | 783.34 | 746.57 |
| 7 to 12 Months | 500.04 | 324.20 | 285.74 | 157.74 | 2,624.30 | 838.96 |
| Over 12 Months | 32,277.95 | 34,469.24 | 34,561.04 | 31,784.01 | 31,766.74 | 32,838.63 |
| New Parts No Sales | 1,615.34 | 74.99 | 74.99 | 444.99 | 640.03 | 389.63 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 6,067.15 | 5,061.18 | 3,764.57 | 7,799.63 | 9,031.49 | 6,414.67 |
| Stock MNS > 11 | 32,296.79 | 34,561.04 | 34,662.09 | 31,836.18 | 31,766.74 | 32,738.39 |
| NS Parts Not Sold | 1,591.67 | 5,371.16 | 81.01 | 0.00 | 0.00 | 190.09 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 44.68 | 4.84 | 75.43 | 0.00 | 63.24 | 34.40 |
| NS Parts 2 Months | 1,580.68 | 5,290.15 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 67.50 | 67.50 | 67.50 | 0.00 | 0.00 | 188.96 |
| True Turn | 0.59 | -.89 | 0.84 | 0.28 | 0.44 | 0.67 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 20.00 | 26.47 | 38.09 | 50.00 | 23.07 | 10.41 |
| By Piece | 19.69 | 79.29 | 88.09 | 89.81 | 61.73 | 9.09 |
| By Cost | 30.79 | 59.16 | 31.62 | 56.75 | 38.59 | 45.64 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 97.05 | 100.00 | 100.00 | 96.55 | 100.00 | 100.00 |
| By Piece | 99.33 | 100.00 | 100.00 | 99.67 | 100.00 | 100.00 |
| By Cost | 97.57 | 100.00 | 100.00 | 98.40 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 50.00 | 39.02 | 59.37 | 44.82 | 33.33 | 18.86 |
| By Piece | 87.58 | 86.68 | 95.67 | 92.43 | 82.39 | 58.71 |
| By Cost | 50.83 | 307.88 | 47.36 | 31.75 | 34.16 | 35.64 |
| NS Parts Sales Efficiency | 97.21 | 104.60 | 121.16 | 69.09 | 90.95 | 92.81 |

Source: 450 GN GENERAL FORMAT (NUMERIC)

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 122 | 2,019 | 168 | 2,019 | 168 |
| Parts Pieces | 237 | 7,811 | 651 | 7,811 | 651 |
| Parts Cost | 2.37 | 78.11 | 6.51 | 78.11 | 6.51 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 0.01 | 599.53 | 49.96 | 599.53 | 49.96 |
| Net Sales | 0.01 | 599.42 | 49.95 | 599.42 | 49.95 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| Total Receipts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Customer Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.01 | 582.59 | 48.55 | 582.59 | 48.55 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | |
| Number of Parts | 25 | 297 | 25 | 297 | 25 |
| Parts Pieces | 0 | 1 | 0 | 1 | 0 |
| Parts Cost | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| Gross Sales | 0.01 | 583.10 | 48.59 | 583.10 | 48.59 |
| Net Sales | 0.01 | 583.04 | 48.59 | 583.04 | 48.59 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 0.11 | 3.00 | 0.25 | 3.00 | 0.25 |
| 4 to 6 Months | 0.03 | 2.13 | 0.18 | 2.13 | 0.18 |
| 7 to 12 Months | 0.12 | 3.64 | 0.30 | 3.64 | 0.30 |
| Over 12 Months | 2.11 | 69.34 | 5.78 | 69.34 | 5.78 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 0.23 | 7.13 | 0.59 | 7.13 | 0.59 |
| Stock MNS > 11 | 2.11 | 69.72 | 5.81 | 69.72 | 5.81 |
| NS Parts Not Sold | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 0.84 | 0.07 | 0.84 | 0.07 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.05 | | 92.09 | | 92.09 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 0.00 | | 0.00 | | 0.00 |
| By Piece | 0.00 | | 0.00 | | 0.00 |
| By Cost | 0.00 | | 0.00 | | 0.00 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 100.00 | | 100.00 |
| By Piece | 100.00 | | 100.00 | | 100.00 |
| By Cost | 100.00 | | 100.00 | | 100.00 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 100.00 | | 100.00 | | 100.00 |
| By Piece | 100.00 | | 100.00 | | 100.00 |
| By Cost | 100.00 | | 100.00 | | 100.00 |
| NS Parts Sales Efficiency | 0.00 | | 0.00 | | 0.00 |

Sort Source: 450

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 122 | 2,019 | 168 | 2,019 | 168 |
| Parts Pieces | 237 | 7,811 | 651 | 7,811 | 651 |
| Parts Cost | 2.37 | 78.11 | 6.51 | 78.11 | 6.51 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 0.01 | 599.53 | 49.96 | 599.53 | 49.96 |
| Net Sales | 0.01 | 599.42 | 49.95 | 599.42 | 49.95 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| Total Receipts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Customer Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.01 | 582.59 | 48.55 | 582.59 | 48.55 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | |
| Number of Parts | 25 | 297 | 25 | 297 | 25 |
| Parts Pieces | 0 | 1 | 0 | 1 | 0 |
| Parts Cost | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| Gross Sales | 0.01 | 583.10 | 48.59 | 583.10 | 48.59 |
| Net Sales | 0.01 | 583.04 | 48.59 | 583.04 | 48.59 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 0.11 | 3.00 | 0.25 | 3.00 | 0.25 |
| 4 to 6 Months | 0.03 | 2.13 | 0.18 | 2.13 | 0.18 |
| 7 to 12 Months | 0.12 | 3.64 | 0.30 | 3.64 | 0.30 |
| Over 12 Months | 2.11 | 69.34 | 5.78 | 69.34 | 5.78 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 0.23 | 7.13 | 0.59 | 7.13 | 0.59 |
| Stock MNS > 11 | 2.11 | 69.72 | 5.81 | 69.72 | 5.81 |
| NS Parts Not Sold | 0.00 | 0.01 | 0.00 | 0.01 | 0.00 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 0.84 | 0.07 | 0.84 | 0.07 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.05 | | 92.09 | | 92.09 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 0.00 | | 0.00 | | 0.00 |
| By Piece | 0.00 | | 0.00 | | 0.00 |
| By Cost | 0.00 | | 0.00 | | 0.00 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 100.00 | | 100.00 |
| By Piece | 100.00 | | 100.00 | | 100.00 |
| By Cost | 100.00 | | 100.00 | | 100.00 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 100.00 | | 100.00 | | 100.00 |
| By Piece | 100.00 | | 100.00 | | 100.00 |
| By Cost | 100.00 | | 100.00 | | 100.00 |
| NS Parts Sales Efficiency | 0.00 | | 0.00 | | 0.00 |

Source: 500 GZ TIRES

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 256 | 2,902 | 242 | 2,902 | 242 |
| Parts Pieces | 62 | 807 | 67 | 807 | 67 |
| Parts Cost | 24,011.29 | 299,666.51 | 24,972.21 | 299,666.51 | 24,972.21 |
| Parts With Negative OH | 0.00 | -2,453.50 | -204.46 | -2,453.50 | -204.46 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 21,101.96 | 200,643.05 | 16,720.25 | 200,643.05 | 16,720.25 |
| Net Sales | 19,427.42 | 180,393.13 | 15,032.76 | 180,393.13 | 15,032.76 |
| Lost Sales | 0.00 | 1,336.82 | 111.40 | 1,336.82 | 111.40 |
| Outstanding Orders | 0.00 | 1,580.22 | 131.69 | 1,580.22 | 131.69 |
| Total Receipts | 20,081.01 | 185,740.95 | 15,478.41 | 185,740.95 | 15,478.41 |
| Customer Orders | 13,077.83 | 72,353.10 | 6,029.43 | 72,353.10 | 6,029.43 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 830.08 | 69.17 | 830.08 | 69.17 |
| Net Appreciation | -2.34 | 112.98 | 9.42 | 112.98 | 9.42 |
| NS Parts | | | | | |
| Number of Parts | 227 | 2,544 | 212 | 2,544 | 212 |
| Parts Pieces | 7 | 27 | 2 | 27 | 2 |
| Parts Cost | 2,803.18 | 7,939.41 | 661.62 | 7,939.41 | 661.62 |
| Gross Sales | 3,704.40 | 46,335.34 | 3,861.28 | 46,335.34 | 3,861.28 |
| Net Sales | 3,704.40 | 39,543.03 | 3,295.25 | 39,543.03 | 3,295.25 |
| Lost Sales | 0.00 | 1,336.82 | 111.40 | 1,336.82 | 111.40 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 3,704.77 | 43,946.20 | 3,662.18 | 43,946.20 | 3,662.18 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 18,321.15 | 221,600.72 | 18,466.73 | 221,600.72 | 18,466.73 |
| 4 to 6 Months | 3,236.96 | 39,987.71 | 3,332.31 | 39,987.71 | 3,332.31 |
| 7 to 12 Months | 1,338.00 | 25,504.66 | 2,125.39 | 25,504.66 | 2,125.39 |
| Over 12 Months | 685.10 | 7,412.46 | 617.71 | 7,412.46 | 617.71 |
| New Parts No Sales | 430.08 | 5,160.96 | 430.08 | 5,160.96 | 430.08 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 3,899.45 | 81,205.15 | 6,767.10 | 81,205.15 | 6,767.10 |
| Stock MNS > 11 | 430.08 | 8,280.76 | 690.06 | 8,280.76 | 690.06 |
| NS Parts Not Sold | 2,348.06 | 2,697.31 | 224.78 | 2,697.31 | 224.78 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 5,380.00 | 448.33 | 5,380.00 | 448.33 |
| NS Parts 2 Months | 2,348.06 | 2,497.81 | 208.15 | 2,497.81 | 208.15 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 1,662.96 | 3,744.17 | 312.01 | 3,744.17 | 312.01 |
| True Turn | 3.17 | | 4.33 | | 4.33 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 23.52 | | 40.11 | | 40.11 |
| By Piece | 40.00 | | 55.93 | | 55.93 |
| By Cost | 34.87 | | 61.04 | | 61.04 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 98.83 | | 98.83 |
| By Piece | 100.00 | | 99.23 | | 99.23 |
| By Cost | 100.00 | | 99.26 | | 99.26 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 27.77 | | 38.59 | | 38.59 |
| By Piece | 38.88 | | 55.51 | | 55.51 |
| By Cost | 32.68 | | 59.45 | | 59.45 |
| NS Parts Sales Efficiency | 99.99 | | 105.43 | | 105.43 |

Source: 500 GZ TIRES

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 222 | 226 | 231 | 236 | 242 | 244 |
| Parts Pieces | 69 | 64 | 78 | 70 | 75 | 67 |
| Parts Cost | 23,890.64 | 23,469.88 | 28,895.94 | 26,707.07 | 26,636.55 | 24,958.59 |
| Parts With Negative OH | 0.00 | 0.00 | -553.46 | 0.00 | 0.00 | -1,057.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 25,599.98 | 5,259.91 | 9,311.00 | 13,199.52 | 10,448.47 | 19,997.52 |
| Net Sales | 20,007.30 | 4,177.12 | 9,311.00 | 11,998.07 | 9,819.33 | 17,328.72 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 594.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 790.11 |
| Total Receipts | 22,413.16 | 3,774.36 | 14,183.60 | 10,174.07 | 9,748.81 | 16,256.46 |
| Customer Orders | 6,725.29 | 3,774.36 | 1,714.28 | 4,127.56 | 5,241.50 | 7,245.99 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 830.04 | 0.00 | 0.04 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 101.72 | 0.00 | -28.08 |
| NS Parts | | | | | | |
| Number of Parts | 193 | 196 | 200 | 205 | 210 | 213 |
| Parts Pieces | 3 | 0 | 0 | 0 | 3 | 4 |
| Parts Cost | 50.00 | 0.00 | 0.00 | 0.00 | 448.89 | 1,266.78 |
| Gross Sales | 8,685.07 | 403.41 | 1,282.50 | 4,399.85 | 2,161.22 | 3,981.18 |
| Net Sales | 5,894.51 | 403.41 | 1,282.50 | 3,198.40 | 2,161.22 | 3,397.98 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 594.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 6,725.29 | 371.41 | 729.04 | 3,650.12 | 2,610.11 | 4,799.03 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 20,219.38 | 19,798.62 | 22,701.04 | 21,422.15 | 17,421.84 | 17,225.91 |
| 4 to 6 Months | 2,184.18 | 2,184.18 | 3,454.16 | 2,544.18 | 5,495.69 | 4,661.80 |
| 7 to 12 Months | 1,057.00 | 1,057.00 | 2,310.66 | 2,310.66 | 2,659.80 | 2,011.66 |
| Over 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 629.14 | 629.14 |
| New Parts No Sales | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 5,210.49 | 5,294.94 | 8,540.41 | 8,131.06 | 6,694.69 | 7,118.94 |
| Stock MNS > 11 | 0.00 | 0.00 | 0.00 | 0.00 | 1,686.14 | 629.14 |
| NS Parts Not Sold | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.75 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 1,057.00 | 0.00 | 0.00 | 1,253.66 | 0.00 |
| NS Parts 2 Months | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.75 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 6.67 | 0.21 | 3.15 | 3.54 | 2.06 | 4.85 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 57.14 | 0.00 | 60.00 | 31.25 | 38.46 | 43.75 |
| By Piece | 61.11 | 0.00 | 72.72 | 47.22 | 44.82 | 50.00 |
| By Cost | 69.99 | 0.00 | 87.91 | 59.43 | 46.23 | 55.42 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 94.44 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 96.66 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 96.68 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 43.75 | -100.00 | 66.66 | 21.42 | 42.85 | 44.44 |
| By Piece | 59.61 | 23.07 | 62.50 | 59.57 | 33.33 | 55.00 |
| By Cost | 66.38 | 9.64 | 81.58 | 65.59 | 46.62 | 56.25 |
| NS Parts Sales Efficiency | 129.14 | 108.61 | 175.91 | 120.53 | 82.80 | 82.95 |

Source: 500 GZ TIRES

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 245 | 248 | 249 | 251 | 252 | 217 |
| Parts Pieces | 70 | 76 | 56 | 57 | 63 | 69 |
| Parts Cost | 24,686.05 | 28,680.57 | 22,170.46 | 21,358.73 | 24,200.74 | 22,559.78 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | -843.04 | -1,075.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 18,954.27 | 24,035.43 | 15,926.18 | 14,760.68 | 22,048.13 | 17,067.28 |
| Net Sales | 17,149.45 | 20,702.94 | 15,480.06 | 14,428.39 | 20,563.33 | 16,602.78 |
| Lost Sales | 0.00 | 742.82 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 790.11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 17,941.12 | 24,724.78 | 8,969.95 | 14,368.08 | 23,105.55 | 18,764.38 |
| Customer Orders | 7,929.88 | 5,587.79 | 2,585.17 | 6,030.84 | 8,312.61 | 5,961.06 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | -46.91 | 14.00 | 0.00 | 0.00 | 74.59 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 216 | 218 | 222 | 221 | 223 | 189 |
| Parts Pieces | 1 | 2 | 0 | 0 | 7 | 3 |
| Parts Cost | 99.75 | 468.00 | 0.00 | 0.00 | 2,802.81 | 50.00 |
| Gross Sales | 4,579.35 | 5,863.54 | 2,684.92 | 3,249.34 | 5,340.56 | 2,871.50 |
| Net Sales | 4,579.35 | 4,281.24 | 2,684.92 | 3,249.34 | 4,705.76 | 2,775.50 |
| Lost Sales | 0.00 | 742.82 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 3,346.06 | 4,667.29 | 2,585.17 | 3,249.34 | 7,508.57 | 2,463.64 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 14,172.78 | 17,853.48 | 17,720.56 | 16,086.25 | 18,657.56 | 20,249.12 |
| 4 to 6 Months | 7,401.37 | 5,677.19 | 0.00 | 1,574.00 | 1,574.00 | 1,253.66 |
| 7 to 12 Months | 2,052.68 | 4,090.68 | 2,639.26 | 2,639.26 | 1,338.00 | 1,057.00 |
| Over 12 Months | 629.14 | 629.14 | 1,380.56 | 629.14 | 2,201.10 | 0.00 |
| New Parts No Sales | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 9,828.61 | 9,115.94 | 6,083.22 | 5,783.11 | 5,504.29 | 7,469.91 |
| Stock MNS > 11 | 629.14 | 1,380.56 | 1,380.56 | 629.14 | 1,516.00 | 0.00 |
| NS Parts Not Sold | 99.75 | 99.75 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 758.00 | 973.34 | 1,338.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 368.25 | 0.00 | 0.00 | 1,662.96 | 50.00 |
| True Turn | 4.48 | 6.32 | 6.98 | 4.72 | 6.07 | 5.66 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 28.57 | 50.00 | 44.44 | 38.88 | 38.88 | 35.71 |
| By Piece | 56.60 | 69.35 | 60.86 | 54.34 | 63.33 | 51.47 |
| By Cost | 55.80 | 77.40 | 71.17 | 58.02 | 64.02 | 68.23 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 91.66 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 96.55 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 96.53 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 37.50 | 25.00 | 68.75 | 38.88 | 26.66 | 40.00 |
| By Piece | 50.00 | 63.79 | 79.06 | 51.16 | 59.25 | 38.88 |
| By Cost | 53.76 | 70.48 | 83.30 | 58.20 | 59.57 | 64.09 |
| NS Parts Sales Efficiency | 136.85 | 125.63 | 103.85 | 100.00 | 71.12 | 116.55 |

Sort Source: 500

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 256 | 2,902 | 242 | 2,902 | 242 |
| Parts Pieces | 62 | 807 | 67 | 807 | 67 |
| Parts Cost | 24,011.29 | 299,666.51 | 24,972.21 | 299,666.51 | 24,972.21 |
| Parts With Negative OH | 0.00 | -2,453.50 | -204.46 | -2,453.50 | -204.46 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 21,101.96 | 200,643.05 | 16,720.25 | 200,643.05 | 16,720.25 |
| Net Sales | 19,427.42 | 180,393.13 | 15,032.76 | 180,393.13 | 15,032.76 |
| Lost Sales | 0.00 | 1,336.82 | 111.40 | 1,336.82 | 111.40 |
| Outstanding Orders | 0.00 | 1,580.22 | 131.69 | 1,580.22 | 131.69 |
| Total Receipts | 20,081.01 | 185,740.95 | 15,478.41 | 185,740.95 | 15,478.41 |
| Customer Orders | 13,077.83 | 72,353.10 | 6,029.43 | 72,353.10 | 6,029.43 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 830.08 | 69.17 | 830.08 | 69.17 |
| Net Appreciation | -2.34 | 112.98 | 9.42 | 112.98 | 9.42 |
| NS Parts | | | | | |
| Number of Parts | 227 | 2,544 | 212 | 2,544 | 212 |
| Parts Pieces | 7 | 27 | 2 | 27 | 2 |
| Parts Cost | 2,803.18 | 7,939.41 | 661.62 | 7,939.41 | 661.62 |
| Gross Sales | 3,704.40 | 46,335.34 | 3,861.28 | 46,335.34 | 3,861.28 |
| Net Sales | 3,704.40 | 39,543.03 | 3,295.25 | 39,543.03 | 3,295.25 |
| Lost Sales | 0.00 | 1,336.82 | 111.40 | 1,336.82 | 111.40 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 3,704.77 | 43,946.20 | 3,662.18 | 43,946.20 | 3,662.18 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 18,321.15 | 221,600.72 | 18,466.73 | 221,600.72 | 18,466.73 |
| 4 to 6 Months | 3,236.96 | 39,987.71 | 3,332.31 | 39,987.71 | 3,332.31 |
| 7 to 12 Months | 1,338.00 | 25,504.66 | 2,125.39 | 25,504.66 | 2,125.39 |
| Over 12 Months | 685.10 | 7,412.46 | 617.71 | 7,412.46 | 617.71 |
| New Parts No Sales | 430.08 | 5,160.96 | 430.08 | 5,160.96 | 430.08 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 3,899.45 | 81,205.15 | 6,767.10 | 81,205.15 | 6,767.10 |
| Stock MNS > 11 | 430.08 | 8,280.76 | 690.06 | 8,280.76 | 690.06 |
| NS Parts Not Sold | 2,348.06 | 2,697.31 | 224.78 | 2,697.31 | 224.78 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 5,380.00 | 448.33 | 5,380.00 | 448.33 |
| NS Parts 2 Months | 2,348.06 | 2,497.81 | 208.15 | 2,497.81 | 208.15 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 1,662.96 | 3,744.17 | 312.01 | 3,744.17 | 312.01 |
| True Turn | 3.17 | | 4.33 | | 4.33 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 23.52 | | 40.11 | | 40.11 |
| By Piece | 40.00 | | 55.93 | | 55.93 |
| By Cost | 34.87 | | 61.04 | | 61.04 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 98.83 | | 98.83 |
| By Piece | 100.00 | | 99.23 | | 99.23 |
| By Cost | 100.00 | | 99.26 | | 99.26 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 27.77 | | 38.59 | | 38.59 |
| By Piece | 38.88 | | 55.51 | | 55.51 |
| By Cost | 32.68 | | 59.45 | | 59.45 |
| NS Parts Sales Efficiency | 99.99 | | 105.43 | | 105.43 |

Sort Source: 500

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|-----------|
| Number of Parts | 222 | 226 | 231 | 236 | 242 | 244 |
| Parts Pieces | 69 | 64 | 78 | 70 | 75 | 67 |
| Parts Cost | 23,890.64 | 23,469.88 | 28,895.94 | 26,707.07 | 26,636.55 | 24,958.59 |
| Parts With Negative OH | 0.00 | 0.00 | -553.46 | 0.00 | 0.00 | -1,057.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 25,599.98 | 5,259.91 | 9,311.00 | 13,199.52 | 10,448.47 | 19,997.52 |
| Net Sales | 20,007.30 | 4,177.12 | 9,311.00 | 11,998.07 | 9,819.33 | 17,328.72 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 594.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 790.11 |
| Total Receipts | 22,413.16 | 3,774.36 | 14,183.60 | 10,174.07 | 9,748.81 | 16,256.46 |
| Customer Orders | 6,725.29 | 3,774.36 | 1,714.28 | 4,127.56 | 5,241.50 | 7,245.99 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 830.04 | 0.00 | 0.04 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 101.72 | 0.00 | -28.08 |
| NS Parts | | | | | | |
| Number of Parts | 193 | 196 | 200 | 205 | 210 | 213 |
| Parts Pieces | 3 | 0 | 0 | 0 | 3 | 4 |
| Parts Cost | 50.00 | 0.00 | 0.00 | 0.00 | 448.89 | 1,266.78 |
| Gross Sales | 8,685.07 | 403.41 | 1,282.50 | 4,399.85 | 2,161.22 | 3,981.18 |
| Net Sales | 5,894.51 | 403.41 | 1,282.50 | 3,198.40 | 2,161.22 | 3,397.98 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 594.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 6,725.29 | 371.41 | 729.04 | 3,650.12 | 2,610.11 | 4,799.03 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 20,219.38 | 19,798.62 | 22,701.04 | 21,422.15 | 17,421.84 | 17,225.91 |
| 4 to 6 Months | 2,184.18 | 2,184.18 | 3,454.16 | 2,544.18 | 5,495.69 | 4,661.80 |
| 7 to 12 Months | 1,057.00 | 1,057.00 | 2,310.66 | 2,310.66 | 2,659.80 | 2,011.66 |
| Over 12 Months | 0.00 | 0.00 | 0.00 | 0.00 | 629.14 | 629.14 |
| New Parts No Sales | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 5,210.49 | 5,294.94 | 8,540.41 | 8,131.06 | 6,694.69 | 7,118.94 |
| Stock MNS > 11 | 0.00 | 0.00 | 0.00 | 0.00 | 1,686.14 | 629.14 |
| NS Parts Not Sold | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.75 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 1,057.00 | 0.00 | 0.00 | 1,253.66 | 0.00 |
| NS Parts 2 Months | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 99.75 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 50.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 6.67 | 0.21 | 3.15 | 3.54 | 2.06 | 4.85 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 57.14 | 0.00 | 60.00 | 31.25 | 38.46 | 43.75 |
| By Piece | 61.11 | 0.00 | 72.72 | 47.22 | 44.82 | 50.00 |
| By Cost | 69.99 | 0.00 | 87.91 | 59.43 | 46.23 | 55.42 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 94.44 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 96.66 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 96.68 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 43.75 | -100.00 | 66.66 | 21.42 | 42.85 | 44.44 |
| By Piece | 59.61 | 23.07 | 62.50 | 59.57 | 33.33 | 55.00 |
| By Cost | 66.38 | 9.64 | 81.58 | 65.59 | 46.62 | 56.25 |
| NS Parts Sales Efficiency | 129.14 | 108.61 | 175.91 | 120.53 | 82.80 | 82.95 |

Sort Source: 500

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 245 | 248 | 249 | 251 | 252 | 217 |
| Parts Pieces | 70 | 76 | 56 | 57 | 63 | 69 |
| Parts Cost | 24,686.05 | 28,680.57 | 22,170.46 | 21,358.73 | 24,200.74 | 22,559.78 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | -843.04 | -1,075.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 18,954.27 | 24,035.43 | 15,926.18 | 14,760.68 | 22,048.13 | 17,067.28 |
| Net Sales | 17,149.45 | 20,702.94 | 15,480.06 | 14,428.39 | 20,563.33 | 16,602.78 |
| Lost Sales | 0.00 | 742.82 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 790.11 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 17,941.12 | 24,724.78 | 8,969.95 | 14,368.08 | 23,105.55 | 18,764.38 |
| Customer Orders | 7,929.88 | 5,587.79 | 2,585.17 | 6,030.84 | 8,312.61 | 5,961.06 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | -46.91 | 14.00 | 0.00 | 0.00 | 74.59 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 216 | 218 | 222 | 221 | 223 | 189 |
| Parts Pieces | 1 | 2 | 0 | 0 | 7 | 3 |
| Parts Cost | 99.75 | 468.00 | 0.00 | 0.00 | 2,802.81 | 50.00 |
| Gross Sales | 4,579.35 | 5,863.54 | 2,684.92 | 3,249.34 | 5,340.56 | 2,871.50 |
| Net Sales | 4,579.35 | 4,281.24 | 2,684.92 | 3,249.34 | 4,705.76 | 2,775.50 |
| Lost Sales | 0.00 | 742.82 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 3,346.06 | 4,667.29 | 2,585.17 | 3,249.34 | 7,508.57 | 2,463.64 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 14,172.78 | 17,853.48 | 17,720.56 | 16,086.25 | 18,657.56 | 20,249.12 |
| 4 to 6 Months | 7,401.37 | 5,677.19 | 0.00 | 1,574.00 | 1,574.00 | 1,253.66 |
| 7 to 12 Months | 2,052.68 | 4,090.68 | 2,639.26 | 2,639.26 | 1,338.00 | 1,057.00 |
| Over 12 Months | 629.14 | 629.14 | 1,380.56 | 629.14 | 2,201.10 | 0.00 |
| New Parts No Sales | 430.08 | 430.08 | 430.08 | 430.08 | 430.08 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 9,828.61 | 9,115.94 | 6,083.22 | 5,783.11 | 5,504.29 | 7,469.91 |
| Stock MNS > 11 | 629.14 | 1,380.56 | 1,380.56 | 629.14 | 1,516.00 | 0.00 |
| NS Parts Not Sold | 99.75 | 99.75 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 758.00 | 973.34 | 1,338.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 368.25 | 0.00 | 0.00 | 1,662.96 | 50.00 |
| True Turn | 4.48 | 6.32 | 6.98 | 4.72 | 6.07 | 5.66 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 28.57 | 50.00 | 44.44 | 38.88 | 38.88 | 35.71 |
| By Piece | 56.60 | 69.35 | 60.86 | 54.34 | 63.33 | 51.47 |
| By Cost | 55.80 | 77.40 | 71.17 | 58.02 | 64.02 | 68.23 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 91.66 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 96.55 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 96.53 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 37.50 | 25.00 | 68.75 | 38.88 | 26.66 | 40.00 |
| By Piece | 50.00 | 63.79 | 79.06 | 51.16 | 59.25 | 38.88 |
| By Cost | 53.76 | 70.48 | 83.30 | 58.20 | 59.57 | 64.09 |
| NS Parts Sales Efficiency | 136.85 | 125.63 | 103.85 | 100.00 | 71.12 | 116.55 |

Source: 600 LC LAMBORGHINI

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 3,047 | 34,282 | 2,857 | 34,282 | 2,857 |
| Parts Pieces | 1,743 | 20,780 | 1,732 | 20,780 | 1,732 |
| Parts Cost | 207,965.15 | 2,412,576.06 | 201,048.01 | 2,412,576.06 | 201,048.01 |
| Parts With Negative OH | -451.87 | -4,053.16 | -337.76 | -4,053.16 | -337.76 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 36,307.78 | 216,463.32 | 18,038.61 | 216,463.32 | 18,038.61 |
| Net Sales | 28,723.74 | 187,795.71 | 15,649.64 | 187,795.71 | 15,649.64 |
| Lost Sales | 2,650.89 | 116,695.81 | 9,724.65 | 116,695.81 | 9,724.65 |
| Outstanding Orders | 5,960.24 | 60,146.45 | 5,012.20 | 60,146.45 | 5,012.20 |
| Total Receipts | 27,910.47 | 224,570.22 | 18,714.19 | 224,570.22 | 18,714.19 |
| Customer Orders | 669.06 | 10,437.75 | 869.81 | 10,437.75 | 869.81 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -0.80 | -5,798.82 | -483.24 | -5,798.82 | -483.24 |
| Net Appreciation | 0.00 | 6,968.24 | 580.69 | 6,968.24 | 580.69 |
| NS Parts | | | | | |
| Number of Parts | 2,620 | 29,125 | 2,427 | 29,125 | 2,427 |
| Parts Pieces | 46 | 335 | 28 | 335 | 28 |
| Parts Cost | 4,076.88 | 49,918.57 | 4,159.88 | 49,918.57 | 4,159.88 |
| Gross Sales | 22,943.17 | 114,540.98 | 9,545.08 | 114,540.98 | 9,545.08 |
| Net Sales | 18,652.17 | 103,533.08 | 8,627.76 | 103,533.08 | 8,627.76 |
| Lost Sales | 2,650.89 | 114,737.56 | 9,561.46 | 114,737.56 | 9,561.46 |
| Outstanding Orders | 4,487.54 | 34,974.14 | 2,914.51 | 34,974.14 | 2,914.51 |
| Receipts | 19,713.12 | 136,631.42 | 11,385.95 | 136,631.42 | 11,385.95 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 21,288.26 | 270,132.19 | 22,511.02 | 270,132.19 | 22,511.02 |
| 4 to 6 Months | 5,594.33 | 116,246.27 | 9,687.19 | 116,246.27 | 9,687.19 |
| 7 to 12 Months | 3,490.16 | 220,980.08 | 18,415.01 | 220,980.08 | 18,415.01 |
| Over 12 Months | 168,968.19 | 1,714,980.88 | 142,915.07 | 1,714,980.88 | 142,915.07 |
| New Parts No Sales | 8,624.21 | 90,236.64 | 7,519.72 | 90,236.64 | 7,519.72 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,727.99 | 236,450.39 | 19,704.20 | 236,450.39 | 19,704.20 |
| Stock MNS > 11 | 168,994.88 | 1,762,626.81 | 146,885.57 | 1,762,626.81 | 146,885.57 |
| NS Parts Not Sold | 981.43 | 31,907.09 | 2,658.92 | 31,907.09 | 2,658.92 |
| New Obsolescence | | | | | |
| Stock 9 Months | 1,136.60 | 40,962.27 | 3,413.52 | 40,962.27 | 3,413.52 |
| NS Parts 2 Months | 28.18 | 9,845.26 | 820.44 | 9,845.26 | 820.44 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 451.72 | 1,296.30 | 108.03 | 1,296.30 | 108.03 |
| True Turn | 1.62 | | 0.88 | | 0.88 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 95.23 | | 89.34 | | 89.34 |
| By Piece | 92.71 | | 88.07 | | 88.07 |
| By Cost | 97.60 | | 95.35 | | 95.35 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 95.60 | | 89.35 | | 89.35 |
| By Piece | 98.24 | | 94.54 | | 94.54 |
| By Cost | 91.55 | | 61.67 | | 61.67 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 92.30 | | 82.12 | | 82.12 |
| By Piece | 91.66 | | 82.90 | | 82.90 |
| By Cost | 89.41 | | 58.24 | | 58.24 |
| NS Parts Sales Efficiency | 116.38 | | 83.83 | | 83.83 |

Source: 600 LC LAMBORGHINI

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 2,700 | 2,710 | 2,735 | 2,762 | 2,774 | 2,809 |
| Parts Pieces | 1,659 | 1,640 | 1,874 | 1,825 | 1,776 | 1,630 |
| Parts Cost | 198,040.38 | 188,644.70 | 193,508.03 | 195,582.01 | 195,736.17 | 200,620.46 |
| Parts With Negative OH | 0.00 | -1,284.50 | 0.00 | 0.00 | 0.00 | -756.02 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 13,610.59 | 20,937.46 | 8,008.16 | 8,602.13 | 11,471.14 | 20,237.76 |
| Net Sales | 12,990.39 | 19,229.52 | 6,133.07 | 7,167.80 | 10,846.34 | 16,047.81 |
| Lost Sales | 876.93 | 3,762.64 | 8,208.37 | 7,282.34 | 26,767.60 | 3,036.45 |
| Outstanding Orders | 2,135.67 | 6,415.68 | 4,677.95 | 5,693.45 | 2,331.56 | 5,549.38 |
| Total Receipts | 27,952.89 | 14,308.68 | 12,280.90 | 9,276.26 | 11,136.19 | 15,072.36 |
| Customer Orders | 1,425.64 | 330.45 | 1,823.20 | 1,270.50 | 1,633.63 | 1,637.31 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -5,777.34 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 2,890.92 | 0.00 | 0.00 | 0.00 | -135.69 | 5,084.73 |
| NS Parts | | | | | | |
| Number of Parts | 2,273 | 2,285 | 2,300 | 2,326 | 2,341 | 2,379 |
| Parts Pieces | 27 | 28 | 2 | 7 | 31 | 32 |
| Parts Cost | 2,592.25 | 2,765.85 | 275.10 | 2,267.42 | 3,897.64 | 5,668.03 |
| Gross Sales | 7,921.87 | 2,977.14 | 3,799.35 | 1,672.45 | 7,150.99 | 14,765.96 |
| Net Sales | 7,697.57 | 2,938.14 | 2,368.35 | 1,519.55 | 7,132.59 | 11,269.97 |
| Lost Sales | 876.93 | 3,762.64 | 8,208.37 | 7,282.34 | 24,931.80 | 3,036.45 |
| Outstanding Orders | 523.27 | 2,952.40 | 1,320.00 | 4,315.45 | 706.20 | 1,974.02 |
| Receipts | 24,053.44 | 8,146.21 | 3,733.35 | 4,538.35 | 8,765.96 | 12,056.40 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 40,455.43 | 33,267.51 | 17,823.05 | 18,790.54 | 16,761.99 | 16,647.99 |
| 4 to 6 Months | 2,304.67 | 5,621.00 | 26,497.80 | 27,048.98 | 24,056.16 | 3,337.09 |
| 7 to 12 Months | 11,204.37 | 10,479.24 | 10,448.87 | 8,101.73 | 11,696.88 | 30,970.53 |
| Over 12 Months | 128,366.80 | 124,623.53 | 133,797.33 | 137,340.38 | 139,154.73 | 145,317.62 |
| New Parts No Sales | 15,709.11 | 14,653.42 | 4,940.98 | 4,300.38 | 4,066.41 | 4,347.23 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 22,797.21 | 20,171.21 | 21,892.03 | 20,720.50 | 18,504.87 | 21,182.03 |
| Stock MNS > 11 | 130,289.33 | 133,698.12 | 138,169.83 | 139,289.16 | 143,320.33 | 148,631.60 |
| NS Parts Not Sold | 792.83 | 2,592.25 | 275.10 | 275.10 | 2,264.27 | 3,106.13 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,948.78 | 5,015.98 | 2,615.96 | 986.13 | 268.70 | 196.11 |
| NS Parts 2 Months | 150.50 | 1,799.42 | 275.10 | 0.00 | 1,992.32 | 1,682.95 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 117.10 | 117.10 | 0.00 | 0.00 | 0.00 | 2.60 |
| True Turn | 0.70 | 1.20 | 0.27 | 0.36 | 0.56 | 0.86 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 80.39 | 82.14 | 72.09 | 85.00 | 80.00 | 86.11 |
| By Piece | 71.97 | 96.00 | 73.10 | 95.16 | 39.53 | 90.90 |
| By Cost | 94.89 | 97.69 | 85.15 | 86.30 | 85.33 | 89.13 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 95.38 | 92.72 | 87.50 | 78.37 | 81.63 | 88.88 |
| By Piece | 97.81 | 96.73 | 96.13 | 78.72 | 91.08 | 97.32 |
| By Cost | 93.67 | 83.63 | 42.76 | 49.60 | 28.83 | 84.08 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 83.63 | 62.50 | 70.27 | 75.51 | 79.62 |
| By Piece | 69.94 | 93.46 | 35.35 | 76.59 | 65.34 | 94.64 |
| By Cost | 83.39 | 82.19 | 30.05 | 40.81 | 24.49 | 75.50 |
| NS Parts Sales Efficiency | 32.93 | 36.54 | 101.76 | 36.85 | 81.57 | 122.47 |

Source: 600 LC LAMBORGHINI

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 2,872 | 2,898 | 2,963 | 2,991 | 3,021 | 2,678 |
| Parts Pieces | 1,690 | 1,704 | 1,715 | 1,763 | 1,761 | 1,664 |
| Parts Cost | 203,090.90 | 202,828.04 | 202,175.89 | 215,503.95 | 208,880.38 | 195,294.57 |
| Parts With Negative OH | -678.54 | -239.32 | -530.44 | 0.00 | -112.47 | -15,087.10 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 18,243.43 | 16,308.72 | 18,644.50 | 21,560.19 | 22,531.46 | 27,897.58 |
| Net Sales | 15,530.23 | 14,802.24 | 18,152.62 | 19,679.56 | 18,492.39 | 27,369.70 |
| Lost Sales | 16,068.23 | 19,515.29 | 21,312.04 | 6,440.83 | 774.20 | 6,695.20 |
| Outstanding Orders | 9,781.47 | 4,816.54 | 2,493.68 | 2,834.34 | 7,456.49 | 18,706.93 |
| Total Receipts | 18,198.15 | 15,054.81 | 17,472.69 | 39,482.22 | 16,424.60 | 17,943.45 |
| Customer Orders | 476.16 | 1,126.60 | 0.00 | 0.00 | 45.20 | 2,307.63 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -120.00 | 26.07 | 0.00 | 145.16 | -71.91 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | -264.72 | -607.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 2,443 | 2,472 | 2,539 | 2,555 | 2,592 | 2,251 |
| Parts Pieces | 56 | 55 | 29 | 11 | 11 | 5 |
| Parts Cost | 7,924.69 | 6,788.08 | 6,841.68 | 3,701.32 | 3,119.63 | 1,997.00 |
| Gross Sales | 6,677.12 | 9,634.17 | 11,946.98 | 16,493.67 | 8,558.11 | 22,235.51 |
| Net Sales | 6,553.67 | 9,247.05 | 11,837.10 | 16,061.87 | 8,255.05 | 22,084.51 |
| Lost Sales | 15,945.78 | 19,515.29 | 21,312.04 | 6,440.83 | 774.20 | 6,695.20 |
| Outstanding Orders | 8,274.93 | 1,192.44 | 1,209.55 | 1,500.39 | 6,517.95 | 15,791.56 |
| Receipts | 10,107.01 | 9,023.46 | 11,390.27 | 15,323.30 | 9,780.55 | 6,401.01 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 18,633.97 | 19,920.60 | 21,907.04 | 23,484.88 | 21,150.93 | 34,313.22 |
| 4 to 6 Months | 1,562.65 | 1,829.15 | 2,024.55 | 10,654.29 | 5,715.60 | 6,692.59 |
| 7 to 12 Months | 27,872.69 | 28,429.79 | 26,591.65 | 26,339.35 | 25,354.82 | 9,728.01 |
| Over 12 Months | 149,351.85 | 148,250.51 | 147,153.66 | 145,030.40 | 147,625.88 | 120,384.68 |
| New Parts No Sales | 5,669.74 | 4,397.99 | 4,498.99 | 9,995.03 | 9,033.15 | 24,176.07 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 18,156.82 | 21,305.32 | 21,676.75 | 26,396.24 | 12,919.42 | 23,546.17 |
| Stock MNS > 11 | 149,434.85 | 148,027.26 | 146,933.06 | 146,970.26 | 168,868.13 | 128,548.57 |
| NS Parts Not Sold | 5,407.23 | 6,373.80 | 6,352.90 | 2,532.80 | 953.25 | 1,842.65 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 3,960.92 | 22,228.74 | 502.66 | 2,000.19 | 101.50 | 4,899.28 |
| NS Parts 2 Months | 2,301.10 | 1,057.57 | 0.00 | 0.00 | 558.12 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 212.60 | 395.18 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.89 | 0.81 | 1.08 | 1.10 | 1.06 | 1.54 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 91.93 | 90.56 | 100.00 | 100.00 | 92.59 | 75.00 |
| By Piece | 97.51 | 94.30 | 100.00 | 100.00 | 96.22 | 74.77 |
| By Cost | 97.38 | 92.51 | 100.00 | 100.00 | 99.72 | 87.13 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 84.52 | 87.01 | 90.14 | 86.36 | 96.87 | 96.00 |
| By Piece | 90.10 | 94.73 | 95.78 | 92.85 | 98.80 | 98.29 |
| By Cost | 49.14 | 43.13 | 45.99 | 75.34 | 95.98 | 80.34 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 78.57 | 80.51 | 90.14 | 86.36 | 90.62 | 78.00 |
| By Piece | 86.97 | 88.94 | 95.78 | 92.85 | 95.23 | 74.35 |
| By Cost | 47.64 | 39.85 | 45.99 | 75.34 | 95.74 | 73.57 |
| NS Parts Sales Efficiency | 66.06 | 106.76 | 104.88 | 107.63 | 87.50 | 347.37 |

Sort Source: 600

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 3,047 | 34,282 | 2,857 | 34,282 | 2,857 |
| Parts Pieces | 1,743 | 20,780 | 1,732 | 20,780 | 1,732 |
| Parts Cost | 207,965.15 | 2,412,576.06 | 201,048.01 | 2,412,576.06 | 201,048.01 |
| Parts With Negative OH | -451.87 | -4,053.16 | -337.76 | -4,053.16 | -337.76 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 36,307.78 | 216,463.32 | 18,038.61 | 216,463.32 | 18,038.61 |
| Net Sales | 28,723.74 | 187,795.71 | 15,649.64 | 187,795.71 | 15,649.64 |
| Lost Sales | 2,650.89 | 116,695.81 | 9,724.65 | 116,695.81 | 9,724.65 |
| Outstanding Orders | 5,960.24 | 60,146.45 | 5,012.20 | 60,146.45 | 5,012.20 |
| Total Receipts | 27,910.47 | 224,570.22 | 18,714.19 | 224,570.22 | 18,714.19 |
| Customer Orders | 669.06 | 10,437.75 | 869.81 | 10,437.75 | 869.81 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -0.80 | -5,798.82 | -483.24 | -5,798.82 | -483.24 |
| Net Appreciation | 0.00 | 6,968.24 | 580.69 | 6,968.24 | 580.69 |
| NS Parts | | | | | |
| Number of Parts | 2,620 | 29,125 | 2,427 | 29,125 | 2,427 |
| Parts Pieces | 46 | 335 | 28 | 335 | 28 |
| Parts Cost | 4,076.88 | 49,918.57 | 4,159.88 | 49,918.57 | 4,159.88 |
| Gross Sales | 22,943.17 | 114,540.98 | 9,545.08 | 114,540.98 | 9,545.08 |
| Net Sales | 18,652.17 | 103,533.08 | 8,627.76 | 103,533.08 | 8,627.76 |
| Lost Sales | 2,650.89 | 114,737.56 | 9,561.46 | 114,737.56 | 9,561.46 |
| Outstanding Orders | 4,487.54 | 34,974.14 | 2,914.51 | 34,974.14 | 2,914.51 |
| Receipts | 19,713.12 | 136,631.42 | 11,385.95 | 136,631.42 | 11,385.95 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 21,288.26 | 270,132.19 | 22,511.02 | 270,132.19 | 22,511.02 |
| 4 to 6 Months | 5,594.33 | 116,246.27 | 9,687.19 | 116,246.27 | 9,687.19 |
| 7 to 12 Months | 3,490.16 | 220,980.08 | 18,415.01 | 220,980.08 | 18,415.01 |
| Over 12 Months | 168,968.19 | 1,714,980.88 | 142,915.07 | 1,714,980.88 | 142,915.07 |
| New Parts No Sales | 8,624.21 | 90,236.64 | 7,519.72 | 90,236.64 | 7,519.72 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,727.99 | 236,450.39 | 19,704.20 | 236,450.39 | 19,704.20 |
| Stock MNS > 11 | 168,994.88 | 1,762,626.81 | 146,885.57 | 1,762,626.81 | 146,885.57 |
| NS Parts Not Sold | 981.43 | 31,907.09 | 2,658.92 | 31,907.09 | 2,658.92 |
| New Obsolescence | | | | | |
| Stock 9 Months | 1,136.60 | 40,962.27 | 3,413.52 | 40,962.27 | 3,413.52 |
| NS Parts 2 Months | 28.18 | 9,845.26 | 820.44 | 9,845.26 | 820.44 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 451.72 | 1,296.30 | 108.03 | 1,296.30 | 108.03 |
| True Turn | 1.62 | | 0.88 | | 0.88 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 95.23 | | 89.34 | | 89.34 |
| By Piece | 92.71 | | 88.07 | | 88.07 |
| By Cost | 97.60 | | 95.35 | | 95.35 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 95.60 | | 89.35 | | 89.35 |
| By Piece | 98.24 | | 94.54 | | 94.54 |
| By Cost | 91.55 | | 61.67 | | 61.67 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 92.30 | | 82.12 | | 82.12 |
| By Piece | 91.66 | | 82.90 | | 82.90 |
| By Cost | 89.41 | | 58.24 | | 58.24 |
| NS Parts Sales Efficiency | 116.38 | | 83.83 | | 83.83 |

Sort Source: 600

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 2,700 | 2,710 | 2,735 | 2,762 | 2,774 | 2,809 |
| Parts Pieces | 1,659 | 1,640 | 1,874 | 1,825 | 1,776 | 1,630 |
| Parts Cost | 198,040.38 | 188,644.70 | 193,508.03 | 195,582.01 | 195,736.17 | 200,620.46 |
| Parts With Negative OH | 0.00 | -1,284.50 | 0.00 | 0.00 | 0.00 | -756.02 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 13,610.59 | 20,937.46 | 8,008.16 | 8,602.13 | 11,471.14 | 20,237.76 |
| Net Sales | 12,990.39 | 19,229.52 | 6,133.07 | 7,167.80 | 10,846.34 | 16,047.81 |
| Lost Sales | 876.93 | 3,762.64 | 8,208.37 | 7,282.34 | 26,767.60 | 3,036.45 |
| Outstanding Orders | 2,135.67 | 6,415.68 | 4,677.95 | 5,693.45 | 2,331.56 | 5,549.38 |
| Total Receipts | 27,952.89 | 14,308.68 | 12,280.90 | 9,276.26 | 11,136.19 | 15,072.36 |
| Customer Orders | 1,425.64 | 330.45 | 1,823.20 | 1,270.50 | 1,633.63 | 1,637.31 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -5,777.34 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 2,890.92 | 0.00 | 0.00 | 0.00 | -135.69 | 5,084.73 |
| NS Parts | | | | | | |
| Number of Parts | 2,273 | 2,285 | 2,300 | 2,326 | 2,341 | 2,379 |
| Parts Pieces | 27 | 28 | 2 | 7 | 31 | 32 |
| Parts Cost | 2,592.25 | 2,765.85 | 275.10 | 2,267.42 | 3,897.64 | 5,668.03 |
| Gross Sales | 7,921.87 | 2,977.14 | 3,799.35 | 1,672.45 | 7,150.99 | 14,765.96 |
| Net Sales | 7,697.57 | 2,938.14 | 2,368.35 | 1,519.55 | 7,132.59 | 11,269.97 |
| Lost Sales | 876.93 | 3,762.64 | 8,208.37 | 7,282.34 | 24,931.80 | 3,036.45 |
| Outstanding Orders | 523.27 | 2,952.40 | 1,320.00 | 4,315.45 | 706.20 | 1,974.02 |
| Receipts | 24,053.44 | 8,146.21 | 3,733.35 | 4,538.35 | 8,765.96 | 12,056.40 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 40,455.43 | 33,267.51 | 17,823.05 | 18,790.54 | 16,761.99 | 16,647.99 |
| 4 to 6 Months | 2,304.67 | 5,621.00 | 26,497.80 | 27,048.98 | 24,056.16 | 3,337.09 |
| 7 to 12 Months | 11,204.37 | 10,479.24 | 10,448.87 | 8,101.73 | 11,696.88 | 30,970.53 |
| Over 12 Months | 128,366.80 | 124,623.53 | 133,797.33 | 137,340.38 | 139,154.73 | 145,317.62 |
| New Parts No Sales | 15,709.11 | 14,653.42 | 4,940.98 | 4,300.38 | 4,066.41 | 4,347.23 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 22,797.21 | 20,171.21 | 21,892.03 | 20,720.50 | 18,504.87 | 21,182.03 |
| Stock MNS > 11 | 130,289.33 | 133,698.12 | 138,169.83 | 139,289.16 | 143,320.33 | 148,631.60 |
| NS Parts Not Sold | 792.83 | 2,592.25 | 275.10 | 275.10 | 2,264.27 | 3,106.13 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,948.78 | 5,015.98 | 2,615.96 | 986.13 | 268.70 | 196.11 |
| NS Parts 2 Months | 150.50 | 1,799.42 | 275.10 | 0.00 | 1,992.32 | 1,682.95 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 117.10 | 117.10 | 0.00 | 0.00 | 0.00 | 2.60 |
| True Turn | 0.70 | 1.20 | 0.27 | 0.36 | 0.56 | 0.86 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 80.39 | 82.14 | 72.09 | 85.00 | 80.00 | 86.11 |
| By Piece | 71.97 | 96.00 | 73.10 | 95.16 | 39.53 | 90.90 |
| By Cost | 94.89 | 97.69 | 85.15 | 86.30 | 85.33 | 89.13 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 95.38 | 92.72 | 87.50 | 78.37 | 81.63 | 88.88 |
| By Piece | 97.81 | 96.73 | 96.13 | 78.72 | 91.08 | 97.32 |
| By Cost | 93.67 | 83.63 | 42.76 | 49.60 | 28.83 | 84.08 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 83.63 | 62.50 | 70.27 | 75.51 | 79.62 |
| By Piece | 69.94 | 93.46 | 35.35 | 76.59 | 65.34 | 94.64 |
| By Cost | 83.39 | 82.19 | 30.05 | 40.81 | 24.49 | 75.50 |
| NS Parts Sales Efficiency | 32.93 | 36.54 | 101.76 | 36.85 | 81.57 | 122.47 |

Sort Source: 600

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 2,872 | 2,898 | 2,963 | 2,991 | 3,021 | 2,678 |
| Parts Pieces | 1,690 | 1,704 | 1,715 | 1,763 | 1,761 | 1,664 |
| Parts Cost | 203,090.90 | 202,828.04 | 202,175.89 | 215,503.95 | 208,880.38 | 195,294.57 |
| Parts With Negative OH | -678.54 | -239.32 | -530.44 | 0.00 | -112.47 | -15,087.10 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 18,243.43 | 16,308.72 | 18,644.50 | 21,560.19 | 22,531.46 | 27,897.58 |
| Net Sales | 15,530.23 | 14,802.24 | 18,152.62 | 19,679.56 | 18,492.39 | 27,369.70 |
| Lost Sales | 16,068.23 | 19,515.29 | 21,312.04 | 6,440.83 | 774.20 | 6,695.20 |
| Outstanding Orders | 9,781.47 | 4,816.54 | 2,493.68 | 2,834.34 | 7,456.49 | 18,706.93 |
| Total Receipts | 18,198.15 | 15,054.81 | 17,472.69 | 39,482.22 | 16,424.60 | 17,943.45 |
| Customer Orders | 476.16 | 1,126.60 | 0.00 | 0.00 | 45.20 | 2,307.63 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -120.00 | 26.07 | 0.00 | 145.16 | -71.91 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | -264.72 | -607.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 2,443 | 2,472 | 2,539 | 2,555 | 2,592 | 2,251 |
| Parts Pieces | 56 | 55 | 29 | 11 | 11 | 5 |
| Parts Cost | 7,924.69 | 6,788.08 | 6,841.68 | 3,701.32 | 3,119.63 | 1,997.00 |
| Gross Sales | 6,677.12 | 9,634.17 | 11,946.98 | 16,493.67 | 8,558.11 | 22,235.51 |
| Net Sales | 6,553.67 | 9,247.05 | 11,837.10 | 16,061.87 | 8,255.05 | 22,084.51 |
| Lost Sales | 15,945.78 | 19,515.29 | 21,312.04 | 6,440.83 | 774.20 | 6,695.20 |
| Outstanding Orders | 8,274.93 | 1,192.44 | 1,209.55 | 1,500.39 | 6,517.95 | 15,791.56 |
| Receipts | 10,107.01 | 9,023.46 | 11,390.27 | 15,323.30 | 9,780.55 | 6,401.01 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 18,633.97 | 19,920.60 | 21,907.04 | 23,484.88 | 21,150.93 | 34,313.22 |
| 4 to 6 Months | 1,562.65 | 1,829.15 | 2,024.55 | 10,654.29 | 5,715.60 | 6,692.59 |
| 7 to 12 Months | 27,872.69 | 28,429.79 | 26,591.65 | 26,339.35 | 25,354.82 | 9,728.01 |
| Over 12 Months | 149,351.85 | 148,250.51 | 147,153.66 | 145,030.40 | 147,625.88 | 120,384.68 |
| New Parts No Sales | 5,669.74 | 4,397.99 | 4,498.99 | 9,995.03 | 9,033.15 | 24,176.07 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 18,156.82 | 21,305.32 | 21,676.75 | 26,396.24 | 12,919.42 | 23,546.17 |
| Stock MNS > 11 | 149,434.85 | 148,027.26 | 146,933.06 | 146,970.26 | 168,868.13 | 128,548.57 |
| NS Parts Not Sold | 5,407.23 | 6,373.80 | 6,352.90 | 2,532.80 | 953.25 | 1,842.65 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 3,960.92 | 22,228.74 | 502.66 | 2,000.19 | 101.50 | 4,899.28 |
| NS Parts 2 Months | 2,301.10 | 1,057.57 | 0.00 | 0.00 | 558.12 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 212.60 | 395.18 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.89 | 0.81 | 1.08 | 1.10 | 1.06 | 1.54 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 91.93 | 90.56 | 100.00 | 100.00 | 92.59 | 75.00 |
| By Piece | 97.51 | 94.30 | 100.00 | 100.00 | 96.22 | 74.77 |
| By Cost | 97.38 | 92.51 | 100.00 | 100.00 | 99.72 | 87.13 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 84.52 | 87.01 | 90.14 | 86.36 | 96.87 | 96.00 |
| By Piece | 90.10 | 94.73 | 95.78 | 92.85 | 98.80 | 98.29 |
| By Cost | 49.14 | 43.13 | 45.99 | 75.34 | 95.98 | 80.34 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 78.57 | 80.51 | 90.14 | 86.36 | 90.62 | 78.00 |
| By Piece | 86.97 | 88.94 | 95.78 | 92.85 | 95.23 | 74.35 |
| By Cost | 47.64 | 39.85 | 45.99 | 75.34 | 95.74 | 73.57 |
| NS Parts Sales Efficiency | 66.06 | 106.76 | 104.88 | 107.63 | 87.50 | 347.37 |

Source: 700 GN BUGATTI

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 485 | 5,534 | 461 | 5,534 | 461 |
| Parts Pieces | 937 | 12,243 | 1,020 | 12,243 | 1,020 |
| Parts Cost | 44,593.37 | 873,111.93 | 72,759.33 | 873,111.93 | 72,759.33 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 3,926.53 | 274,061.06 | 22,838.42 | 274,061.06 | 22,838.42 |
| Net Sales | 2,374.57 | 228,587.29 | 19,048.94 | 228,587.29 | 19,048.94 |
| Lost Sales | 0.00 | 78.43 | 6.54 | 78.43 | 6.54 |
| Outstanding Orders | 0.00 | 48,324.75 | 4,027.06 | 48,324.75 | 4,027.06 |
| Total Receipts | 295.63 | 225,068.63 | 18,755.72 | 225,068.63 | 18,755.72 |
| Customer Orders | 295.63 | 71,144.05 | 5,928.67 | 71,144.05 | 5,928.67 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -979.61 | -81.63 | -979.61 | -81.63 |
| Net Appreciation | 0.00 | 3,513.67 | 292.81 | 3,513.67 | 292.81 |
| NS Parts | | | | | |
| Number of Parts | 381 | 4,415 | 368 | 4,415 | 368 |
| Parts Pieces | 2 | 127 | 11 | 127 | 11 |
| Parts Cost | 1,219.72 | 227,849.14 | 18,987.43 | 227,849.14 | 18,987.43 |
| Gross Sales | 0.00 | 161,585.27 | 13,465.44 | 161,585.27 | 13,465.44 |
| Net Sales | 0.00 | 133,647.82 | 11,137.32 | 133,647.82 | 11,137.32 |
| Lost Sales | 0.00 | 78.43 | 6.54 | 78.43 | 6.54 |
| Outstanding Orders | 0.00 | 47,364.75 | 3,947.06 | 47,364.75 | 3,947.06 |
| Receipts | 295.63 | 169,897.94 | 14,158.16 | 169,897.94 | 14,158.16 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 28,319.94 | 265,726.74 | 22,143.90 | 265,726.74 | 22,143.90 |
| 4 to 6 Months | 1,557.56 | 97,920.22 | 8,160.02 | 97,920.22 | 8,160.02 |
| 7 to 12 Months | 9,063.60 | 210,717.02 | 17,559.75 | 210,717.02 | 17,559.75 |
| Over 12 Months | 5,349.14 | 123,668.56 | 10,305.71 | 123,668.56 | 10,305.71 |
| New Parts No Sales | 303.13 | 175,079.39 | 14,589.95 | 175,079.39 | 14,589.95 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 23,719.83 | 296,753.66 | 24,729.47 | 296,753.66 | 24,729.47 |
| Stock MNS > 11 | 4,575.59 | 154,231.97 | 12,852.66 | 154,231.97 | 12,852.66 |
| NS Parts Not Sold | 924.09 | 196,435.00 | 16,369.58 | 196,435.00 | 16,369.58 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 35,211.56 | 2,934.30 | 35,211.56 | 2,934.30 |
| NS Parts 2 Months | 0.00 | 16,841.73 | 1,403.48 | 16,841.73 | 1,403.48 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 305.72 | 25.48 | 305.72 | 25.48 |
| True Turn | 0.56 | | 2.16 | | 2.16 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 0.00 | | 68.62 | | 68.62 |
| By Piece | 0.00 | | 86.06 | | 86.06 |
| By Cost | 0.00 | | 68.39 | | 68.39 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.28 | | 99.28 |
| By Piece | 100.00 | | 99.90 | | 99.90 |
| By Cost | 100.00 | | 99.96 | | 99.96 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 88.88 | | 65.00 | | 65.00 |
| By Piece | 97.22 | | 87.87 | | 87.87 |
| By Cost | 87.55 | | 68.85 | | 68.85 |
| NS Parts Sales Efficiency | 0.00 | | 95.10 | | 95.10 |

Source: 700 GN BUGATTI

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|------------|
| Number of Parts | 438 | 430 | 444 | 459 | 459 | 470 |
| Parts Pieces | 1,066 | 1,064 | 1,055 | 991 | 1,109 | 1,115 |
| Parts Cost | 56,942.51 | 56,932.86 | 57,630.59 | 80,998.99 | 86,679.79 | 105,846.83 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 392.20 | 9.65 | 12,196.21 | 4,498.43 | 6,224.62 | 0.00 |
| Net Sales | 284.70 | 9.65 | 12,196.21 | -23,368.40 | 6,222.38 | 0.00 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 37.80 | 0.00 | 12,893.94 | 0.00 | 11,922.26 | 19,166.78 |
| Customer Orders | 37.80 | 0.00 | 2,591.56 | 0.00 | 3,118.69 | 12,948.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | -18.94 | 0.26 |
| NS Parts | | | | | | |
| Number of Parts | 346 | 346 | 359 | 372 | 372 | 377 |
| Parts Pieces | 1 | 1 | 24 | 2 | 3 | 4 |
| Parts Cost | 11,252.20 | 11,252.20 | 2,589.84 | 27,864.61 | 30,983.30 | 43,782.25 |
| Gross Sales | 37.80 | 0.00 | 10,302.38 | 2,589.84 | 0.00 | 0.00 |
| Net Sales | 37.80 | 0.00 | 10,302.38 | -25,274.77 | 0.00 | 0.00 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 37.80 | 0.00 | 12,892.22 | 0.00 | 3,118.69 | 12,798.95 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 17,061.69 | 17,440.48 | 10,392.01 | 8,344.37 | 15,476.26 | 21,694.46 |
| 4 to 6 Months | 4.48 | 5.44 | 5,160.08 | 33,170.75 | 33,169.79 | 150.54 |
| 7 to 12 Months | 20,659.38 | 20,269.98 | 20,269.98 | 20,268.46 | 19,237.52 | 36,873.58 |
| Over 12 Months | 4,426.88 | 4,426.88 | 4,495.90 | 4,425.33 | 4,425.33 | 19,958.41 |
| New Parts No Sales | 14,790.08 | 14,790.08 | 17,312.62 | 14,790.08 | 14,370.89 | 27,169.84 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 30,809.89 | 30,800.24 | 28,906.41 | 25,254.33 | 19,390.29 | 19,721.65 |
| Stock MNS > 11 | 4,426.88 | 4,426.88 | 4,428.60 | 7,963.21 | 19,958.41 | 23,811.78 |
| NS Parts Not Sold | 11,252.20 | 11,252.20 | 0.00 | 27,864.61 | 27,864.61 | 30,983.30 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 3,537.88 | 15,533.08 | 4,736.90 | 0.00 | 0.00 | 11,252.20 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,118.69 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.05 | 0.00 | 2.00 | -3.46 | 0.43 | -1.47 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 0.00 | 0.00 | 28.57 | 0.00 | 90.90 | 50.00 |
| By Piece | 0.00 | 0.00 | 17.64 | 0.00 | 99.19 | 66.66 |
| By Cost | 0.00 | 0.00 | 79.90 | 0.00 | 73.84 | 32.44 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 100.00 | 0.00 | 100.00 | 66.66 | 0.00 |
| By Piece | 71.42 | 100.00 | 34.88 | 100.00 | 83.33 | 0.00 |
| By Cost | 86.72 | 100.00 | 78.75 | 100.00 | 49.87 | 0.00 |
| NS Parts Sales Efficiency | 100.00 | 0.00 | 79.91 | 0.00 | 0.00 | 0.00 |

Source: 700 GN BUGATTI

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 463 | 464 | 478 | 466 | 478 | 441 |
| Parts Pieces | 1,076 | 900 | 987 | 971 | 972 | 1,071 |
| Parts Cost | 103,799.55 | 98,874.52 | 57,235.75 | 76,904.86 | 46,672.31 | 57,189.41 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 2,126.12 | 76,503.05 | 67,983.75 | 68,027.79 | 32,172.71 | 29,705.52 |
| Net Sales | 2,047.28 | 69,179.84 | 67,446.39 | 60,021.96 | 32,172.71 | 14,900.00 |
| Lost Sales | 0.00 | 78.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 11,615.12 | 0.00 | 0.00 | 36,709.63 | 0.00 | 0.00 |
| Total Receipts | 0.00 | 64,254.81 | 23,604.35 | 54,243.27 | 38,649.79 | 23,449.77 |
| Customer Orders | 0.00 | 11,615.12 | 3,619.97 | 36,916.44 | 0.00 | 14,654.98 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 35,730.02 | -36,709.63 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 2,203.27 | 1,329.08 | 0.00 | 2.28 |
| NS Parts | | | | | | |
| Number of Parts | 379 | 380 | 376 | 358 | 369 | 349 |
| Parts Pieces | 4 | 4 | 80 | 1 | 1 | 9 |
| Parts Cost | 43,782.25 | 49,716.90 | 3,557.69 | 924.09 | 924.09 | 18,069.70 |
| Gross Sales | 68.92 | 58,292.36 | 49,800.76 | 40,493.21 | 0.00 | 24,311.26 |
| Net Sales | 0.00 | 58,292.36 | 49,797.82 | 40,492.23 | 0.00 | 12,155.63 |
| Lost Sales | 0.00 | 78.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 11,615.12 | 0.00 | 0.00 | 35,749.63 | 0.00 | 0.00 |
| Receipts | 0.00 | 64,227.01 | 3,872.55 | 36,905.46 | 35,749.63 | 18,973.13 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 20,533.72 | 32,262.52 | 31,626.97 | 30,322.25 | 32,252.07 | 17,047.27 |
| 4 to 6 Months | 375.24 | 317.58 | 8,845.76 | 8,913.06 | 6,249.94 | 5,126.30 |
| 7 to 12 Months | 32,944.63 | 28,015.15 | 150.54 | 150.54 | 2,813.66 | 15,533.08 |
| Over 12 Months | 22,776.12 | 5,174.78 | 5,349.14 | 37,511.51 | 5,349.14 | 4,692.68 |
| New Parts No Sales | 27,169.84 | 33,104.49 | 11,263.34 | 7.50 | 7.50 | 14,790.08 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 18,537.42 | 22,284.70 | 26,869.20 | 24,264.94 | 26,194.76 | 27,251.25 |
| Stock MNS > 11 | 22,776.12 | 5,174.78 | 15,677.25 | 36,587.42 | 4,425.05 | 4,692.68 |
| NS Parts Not Sold | 43,782.25 | 40,663.56 | 0.00 | 924.09 | 924.09 | 11,252.20 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.96 | 0.00 | 150.54 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 12,798.95 | 0.00 | 0.00 | 924.09 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 305.72 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.24 | 6.99 | 13.38 | 3.61 | 8.27 | 0.05 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 0.00 | 94.44 | 59.25 | 86.48 | 100.00 | 33.33 |
| By Piece | 0.00 | 98.00 | 78.66 | 98.18 | 100.00 | 81.08 |
| By Cost | 0.00 | 81.92 | 84.66 | 31.94 | 100.00 | 37.50 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 95.45 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 99.55 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 99.88 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 45.00 | 50.00 | 100.00 | -900.00 |
| By Piece | 100.00 | 99.11 | 72.78 | 98.35 | 100.00 | 12.50 |
| By Cost | 100.00 | 83.11 | 94.63 | 38.49 | 100.00 | 1.64 |
| NS Parts Sales Efficiency | 0.00 | 90.75 | 1285.99 | 109.72 | 0.00 | 128.13 |

Sort Source: 700

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 485 | 5,534 | 461 | 5,534 | 461 |
| Parts Pieces | 937 | 12,243 | 1,020 | 12,243 | 1,020 |
| Parts Cost | 44,593.37 | 873,111.93 | 72,759.33 | 873,111.93 | 72,759.33 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 3,926.53 | 274,061.06 | 22,838.42 | 274,061.06 | 22,838.42 |
| Net Sales | 2,374.57 | 228,587.29 | 19,048.94 | 228,587.29 | 19,048.94 |
| Lost Sales | 0.00 | 78.43 | 6.54 | 78.43 | 6.54 |
| Outstanding Orders | 0.00 | 48,324.75 | 4,027.06 | 48,324.75 | 4,027.06 |
| Total Receipts | 295.63 | 225,068.63 | 18,755.72 | 225,068.63 | 18,755.72 |
| Customer Orders | 295.63 | 71,144.05 | 5,928.67 | 71,144.05 | 5,928.67 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -979.61 | -81.63 | -979.61 | -81.63 |
| Net Appreciation | 0.00 | 3,513.67 | 292.81 | 3,513.67 | 292.81 |
| NS Parts | | | | | |
| Number of Parts | 381 | 4,415 | 368 | 4,415 | 368 |
| Parts Pieces | 2 | 127 | 11 | 127 | 11 |
| Parts Cost | 1,219.72 | 227,849.14 | 18,987.43 | 227,849.14 | 18,987.43 |
| Gross Sales | 0.00 | 161,585.27 | 13,465.44 | 161,585.27 | 13,465.44 |
| Net Sales | 0.00 | 133,647.82 | 11,137.32 | 133,647.82 | 11,137.32 |
| Lost Sales | 0.00 | 78.43 | 6.54 | 78.43 | 6.54 |
| Outstanding Orders | 0.00 | 47,364.75 | 3,947.06 | 47,364.75 | 3,947.06 |
| Receipts | 295.63 | 169,897.94 | 14,158.16 | 169,897.94 | 14,158.16 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 28,319.94 | 265,726.74 | 22,143.90 | 265,726.74 | 22,143.90 |
| 4 to 6 Months | 1,557.56 | 97,920.22 | 8,160.02 | 97,920.22 | 8,160.02 |
| 7 to 12 Months | 9,063.60 | 210,717.02 | 17,559.75 | 210,717.02 | 17,559.75 |
| Over 12 Months | 5,349.14 | 123,668.56 | 10,305.71 | 123,668.56 | 10,305.71 |
| New Parts No Sales | 303.13 | 175,079.39 | 14,589.95 | 175,079.39 | 14,589.95 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 23,719.83 | 296,753.66 | 24,729.47 | 296,753.66 | 24,729.47 |
| Stock MNS > 11 | 4,575.59 | 154,231.97 | 12,852.66 | 154,231.97 | 12,852.66 |
| NS Parts Not Sold | 924.09 | 196,435.00 | 16,369.58 | 196,435.00 | 16,369.58 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 35,211.56 | 2,934.30 | 35,211.56 | 2,934.30 |
| NS Parts 2 Months | 0.00 | 16,841.73 | 1,403.48 | 16,841.73 | 1,403.48 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 305.72 | 25.48 | 305.72 | 25.48 |
| True Turn | 0.56 | | 2.16 | | 2.16 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 0.00 | | 68.62 | | 68.62 |
| By Piece | 0.00 | | 86.06 | | 86.06 |
| By Cost | 0.00 | | 68.39 | | 68.39 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.28 | | 99.28 |
| By Piece | 100.00 | | 99.90 | | 99.90 |
| By Cost | 100.00 | | 99.96 | | 99.96 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 88.88 | | 65.00 | | 65.00 |
| By Piece | 97.22 | | 87.87 | | 87.87 |
| By Cost | 87.55 | | 68.85 | | 68.85 |
| NS Parts Sales Efficiency | 0.00 | | 95.10 | | 95.10 |

Sort Source: 700

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|------------|
| Number of Parts | 438 | 430 | 444 | 459 | 459 | 470 |
| Parts Pieces | 1,066 | 1,064 | 1,055 | 991 | 1,109 | 1,115 |
| Parts Cost | 56,942.51 | 56,932.86 | 57,630.59 | 80,998.99 | 86,679.79 | 105,846.83 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 392.20 | 9.65 | 12,196.21 | 4,498.43 | 6,224.62 | 0.00 |
| Net Sales | 284.70 | 9.65 | 12,196.21 | -23,368.40 | 6,222.38 | 0.00 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 37.80 | 0.00 | 12,893.94 | 0.00 | 11,922.26 | 19,166.78 |
| Customer Orders | 37.80 | 0.00 | 2,591.56 | 0.00 | 3,118.69 | 12,948.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 0.00 | 0.00 | -18.94 | 0.26 |
| NS Parts | | | | | | |
| Number of Parts | 346 | 346 | 359 | 372 | 372 | 377 |
| Parts Pieces | 1 | 1 | 24 | 2 | 3 | 4 |
| Parts Cost | 11,252.20 | 11,252.20 | 2,589.84 | 27,864.61 | 30,983.30 | 43,782.25 |
| Gross Sales | 37.80 | 0.00 | 10,302.38 | 2,589.84 | 0.00 | 0.00 |
| Net Sales | 37.80 | 0.00 | 10,302.38 | -25,274.77 | 0.00 | 0.00 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 37.80 | 0.00 | 12,892.22 | 0.00 | 3,118.69 | 12,798.95 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 17,061.69 | 17,440.48 | 10,392.01 | 8,344.37 | 15,476.26 | 21,694.46 |
| 4 to 6 Months | 4.48 | 5.44 | 5,160.08 | 33,170.75 | 33,169.79 | 150.54 |
| 7 to 12 Months | 20,659.38 | 20,269.98 | 20,269.98 | 20,268.46 | 19,237.52 | 36,873.58 |
| Over 12 Months | 4,426.88 | 4,426.88 | 4,495.90 | 4,425.33 | 4,425.33 | 19,958.41 |
| New Parts No Sales | 14,790.08 | 14,790.08 | 17,312.62 | 14,790.08 | 14,370.89 | 27,169.84 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 30,809.89 | 30,800.24 | 28,906.41 | 25,254.33 | 19,390.29 | 19,721.65 |
| Stock MNS > 11 | 4,426.88 | 4,426.88 | 4,428.60 | 7,963.21 | 19,958.41 | 23,811.78 |
| NS Parts Not Sold | 11,252.20 | 11,252.20 | 0.00 | 27,864.61 | 27,864.61 | 30,983.30 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 3,537.88 | 15,533.08 | 4,736.90 | 0.00 | 0.00 | 11,252.20 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,118.69 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.05 | 0.00 | 2.00 | -3.46 | 0.43 | -1.47 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 0.00 | 0.00 | 28.57 | 0.00 | 90.90 | 50.00 |
| By Piece | 0.00 | 0.00 | 17.64 | 0.00 | 99.19 | 66.66 |
| By Cost | 0.00 | 0.00 | 79.90 | 0.00 | 73.84 | 32.44 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 0.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 100.00 | 0.00 | 100.00 | 66.66 | 0.00 |
| By Piece | 71.42 | 100.00 | 34.88 | 100.00 | 83.33 | 0.00 |
| By Cost | 86.72 | 100.00 | 78.75 | 100.00 | 49.87 | 0.00 |
| NS Parts Sales Efficiency | 100.00 | 0.00 | 79.91 | 0.00 | 0.00 | 0.00 |

Sort Source: 700

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 463 | 464 | 478 | 466 | 478 | 441 |
| Parts Pieces | 1,076 | 900 | 987 | 971 | 972 | 1,071 |
| Parts Cost | 103,799.55 | 98,874.52 | 57,235.75 | 76,904.86 | 46,672.31 | 57,189.41 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 2,126.12 | 76,503.05 | 67,983.75 | 68,027.79 | 32,172.71 | 29,705.52 |
| Net Sales | 2,047.28 | 69,179.84 | 67,446.39 | 60,021.96 | 32,172.71 | 14,900.00 |
| Lost Sales | 0.00 | 78.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 11,615.12 | 0.00 | 0.00 | 36,709.63 | 0.00 | 0.00 |
| Total Receipts | 0.00 | 64,254.81 | 23,604.35 | 54,243.27 | 38,649.79 | 23,449.77 |
| Customer Orders | 0.00 | 11,615.12 | 3,619.97 | 36,916.44 | 0.00 | 14,654.98 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 0.00 | 0.00 | 35,730.02 | -36,709.63 | 0.00 |
| Net Appreciation | 0.00 | 0.00 | 2,203.27 | 1,329.08 | 0.00 | 2.28 |
| NS Parts | | | | | | |
| Number of Parts | 379 | 380 | 376 | 358 | 369 | 349 |
| Parts Pieces | 4 | 4 | 80 | 1 | 1 | 9 |
| Parts Cost | 43,782.25 | 49,716.90 | 3,557.69 | 924.09 | 924.09 | 18,069.70 |
| Gross Sales | 68.92 | 58,292.36 | 49,800.76 | 40,493.21 | 0.00 | 24,311.26 |
| Net Sales | 0.00 | 58,292.36 | 49,797.82 | 40,492.23 | 0.00 | 12,155.63 |
| Lost Sales | 0.00 | 78.43 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 11,615.12 | 0.00 | 0.00 | 35,749.63 | 0.00 | 0.00 |
| Receipts | 0.00 | 64,227.01 | 3,872.55 | 36,905.46 | 35,749.63 | 18,973.13 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 20,533.72 | 32,262.52 | 31,626.97 | 30,322.25 | 32,252.07 | 17,047.27 |
| 4 to 6 Months | 375.24 | 317.58 | 8,845.76 | 8,913.06 | 6,249.94 | 5,126.30 |
| 7 to 12 Months | 32,944.63 | 28,015.15 | 150.54 | 150.54 | 2,813.66 | 15,533.08 |
| Over 12 Months | 22,776.12 | 5,174.78 | 5,349.14 | 37,511.51 | 5,349.14 | 4,692.68 |
| New Parts No Sales | 27,169.84 | 33,104.49 | 11,263.34 | 7.50 | 7.50 | 14,790.08 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 18,537.42 | 22,284.70 | 26,869.20 | 24,264.94 | 26,194.76 | 27,251.25 |
| Stock MNS > 11 | 22,776.12 | 5,174.78 | 15,677.25 | 36,587.42 | 4,425.05 | 4,692.68 |
| NS Parts Not Sold | 43,782.25 | 40,663.56 | 0.00 | 924.09 | 924.09 | 11,252.20 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.96 | 0.00 | 150.54 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 12,798.95 | 0.00 | 0.00 | 924.09 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 0.00 | 305.72 | 0.00 | 0.00 | 0.00 |
| True Turn | 0.24 | 6.99 | 13.38 | 3.61 | 8.27 | 0.05 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 0.00 | 94.44 | 59.25 | 86.48 | 100.00 | 33.33 |
| By Piece | 0.00 | 98.00 | 78.66 | 98.18 | 100.00 | 81.08 |
| By Cost | 0.00 | 81.92 | 84.66 | 31.94 | 100.00 | 37.50 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 95.45 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 99.55 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 99.88 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 45.00 | 50.00 | 100.00 | -900.00 |
| By Piece | 100.00 | 99.11 | 72.78 | 98.35 | 100.00 | 12.50 |
| By Cost | 100.00 | 83.11 | 94.63 | 38.49 | 100.00 | 1.64 |
| NS Parts Sales Efficiency | 0.00 | 90.75 | 1285.99 | 109.72 | 0.00 | 128.13 |

Source: 800 MR MCLAREN US (MR)

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 1,159 | 11,264 | 939 | 11,264 | 939 |
| Parts Pieces | 1,285 | 14,610 | 1,218 | 14,610 | 1,218 |
| Parts Cost | 101,966.42 | 1,186,387.84 | 98,865.65 | 1,186,387.84 | 98,865.65 |
| Parts With Negative OH | -18,721.11 | -30,042.33 | -2,503.53 | -30,042.33 | -2,503.53 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 41,183.13 | 420,702.89 | 35,058.57 | 420,702.89 | 35,058.57 |
| Net Sales | 39,033.74 | 370,687.63 | 30,890.64 | 370,687.63 | 30,890.64 |
| Lost Sales | 0.00 | 10,762.69 | 896.89 | 10,762.69 | 896.89 |
| Outstanding Orders | 23,597.37 | 149,515.11 | 12,459.59 | 149,515.11 | 12,459.59 |
| Total Receipts | 28,168.20 | 380,090.11 | 31,674.18 | 380,090.11 | 31,674.18 |
| Customer Orders | 5,095.45 | 68,578.05 | 5,714.84 | 68,578.05 | 5,714.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 374.03 | 31.17 | 374.03 | 31.17 |
| Net Appreciation | -8.23 | 2,882.06 | 240.17 | 2,882.06 | 240.17 |
| NS Parts | | | | | |
| Number of Parts | 866 | 8,011 | 668 | 8,011 | 668 |
| Parts Pieces | 26 | 557 | 46 | 557 | 46 |
| Parts Cost | 6,938.06 | 95,747.17 | 7,978.93 | 95,747.17 | 7,978.93 |
| Gross Sales | 27,051.62 | 218,209.80 | 18,184.15 | 218,209.80 | 18,184.15 |
| Net Sales | 26,561.16 | 195,013.26 | 16,251.11 | 195,013.26 | 16,251.11 |
| Lost Sales | 0.00 | 10,334.11 | 861.18 | 10,334.11 | 861.18 |
| Outstanding Orders | 22,749.22 | 114,215.61 | 9,517.97 | 114,215.61 | 9,517.97 |
| Receipts | 20,422.98 | 205,718.08 | 17,143.17 | 205,718.08 | 17,143.17 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 24,116.20 | 328,151.79 | 27,345.98 | 328,151.79 | 27,345.98 |
| 4 to 6 Months | 20,284.05 | 92,973.28 | 7,747.77 | 92,973.28 | 7,747.77 |
| 7 to 12 Months | 3,068.69 | 93,784.57 | 7,815.38 | 93,784.57 | 7,815.38 |
| Over 12 Months | 47,196.56 | 530,978.26 | 44,248.19 | 530,978.26 | 44,248.19 |
| New Parts No Sales | 7,300.92 | 140,499.94 | 11,708.33 | 140,499.94 | 11,708.33 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,088.02 | 122,361.70 | 10,196.81 | 122,361.70 | 10,196.81 |
| Stock MNS > 11 | 47,574.49 | 555,863.47 | 46,321.96 | 555,863.47 | 46,321.96 |
| NS Parts Not Sold | 3,450.37 | 52,848.10 | 4,404.01 | 52,848.10 | 4,404.01 |
| New Obsolescence | | | | | |
| Stock 9 Months | 673.13 | 26,860.99 | 2,238.42 | 26,860.99 | 2,238.42 |
| NS Parts 2 Months | 2,425.97 | 27,961.96 | 2,330.16 | 27,961.96 | 2,330.16 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 131.62 | 961.08 | 80.09 | 961.08 | 80.09 |
| True Turn | 3.99 | | 3.06 | | 3.06 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 89.04 | | 83.11 | | 83.11 |
| By Piece | 92.24 | | 87.03 | | 87.03 |
| By Cost | 81.91 | | 81.95 | | 81.95 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 98.49 | | 98.49 |
| By Piece | 100.00 | | 99.15 | | 99.15 |
| By Cost | 100.00 | | 97.17 | | 97.17 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 87.69 | | 85.58 | | 85.58 |
| By Piece | 90.90 | | 85.43 | | 85.43 |
| By Cost | 86.94 | | 79.20 | | 79.20 |
| NS Parts Sales Efficiency | 132.45 | | 106.07 | | 106.07 |

Source: 800 MR MCLAREN US (MR)

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|------------|
| Number of Parts | 742 | 777 | 850 | 850 | 874 | 897 |
| Parts Pieces | 1,190 | 1,199 | 1,274 | 1,222 | 1,193 | 1,165 |
| Parts Cost | 86,726.39 | 88,250.60 | 100,504.48 | 99,853.47 | 97,880.96 | 102,435.68 |
| Parts With Negative OH | 0.00 | 0.00 | -920.54 | -920.54 | -310.71 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 34,271.91 | 19,841.10 | 49,484.88 | 32,546.24 | 44,301.21 | 25,284.73 |
| Net Sales | 30,633.89 | 17,203.09 | 39,253.43 | 32,504.26 | 34,086.24 | 24,018.17 |
| Lost Sales | 7,287.80 | 143.49 | 0.00 | 1,498.49 | 731.32 | 961.98 |
| Outstanding Orders | 9,289.42 | 6,725.11 | 12,977.46 | 7,206.37 | 4,623.30 | 7,638.62 |
| Total Receipts | 27,888.72 | 18,775.48 | 52,319.01 | 28,991.97 | 39,745.24 | 29,179.27 |
| Customer Orders | 3,716.27 | 1,003.99 | 9,236.89 | 278.14 | 13,336.47 | 13,426.16 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 43.39 | 509.44 | 106.67 | 0.00 | 227.98 | 0.00 |
| Net Appreciation | -14.92 | -1.06 | 0.00 | 2,861.28 | -7.26 | 29.15 |
| NS Parts | | | | | | |
| Number of Parts | 505 | 533 | 581 | 585 | 601 | 623 |
| Parts Pieces | 83 | 80 | 26 | 28 | 28 | 24 |
| Parts Cost | 8,942.07 | 8,576.79 | 11,469.37 | 7,180.80 | 5,336.09 | 6,485.30 |
| Gross Sales | 12,648.56 | 8,023.44 | 21,411.67 | 19,052.96 | 16,956.62 | 11,861.11 |
| Net Sales | 12,640.51 | 5,949.48 | 15,108.53 | 19,010.98 | 16,236.89 | 11,206.42 |
| Lost Sales | 7,287.80 | 143.49 | 0.00 | 1,069.91 | 731.32 | 961.98 |
| Outstanding Orders | 8,796.28 | 6,725.11 | 12,645.92 | 6,344.65 | 1,031.30 | 7,226.41 |
| Receipts | 13,823.25 | 6,068.99 | 24,161.10 | 14,722.41 | 19,833.43 | 13,139.22 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 21,319.37 | 23,110.96 | 32,634.68 | 33,915.72 | 24,947.94 | 28,221.60 |
| 4 to 6 Months | 3,761.92 | 4,266.41 | 5,743.90 | 3,466.31 | 8,795.97 | 6,761.72 |
| 7 to 12 Months | 12,324.65 | 6,776.88 | 6,698.65 | 9,119.93 | 12,476.58 | 11,282.12 |
| Over 12 Months | 31,461.00 | 37,147.52 | 31,316.88 | 35,696.77 | 37,377.54 | 45,924.91 |
| New Parts No Sales | 17,859.45 | 16,948.83 | 24,110.37 | 17,654.74 | 14,282.93 | 10,245.33 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 6,180.08 | 10,503.28 | 9,686.01 | 13,391.16 | 9,557.09 | 12,288.26 |
| Stock MNS > 11 | 37,140.69 | 37,382.22 | 32,215.20 | 36,827.85 | 45,480.00 | 49,679.92 |
| NS Parts Not Sold | 5,671.19 | 6,519.72 | 1,008.36 | 6,472.03 | 2,486.49 | 1,942.73 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,913.01 | 8,751.77 | 4,412.16 | 2,166.69 | 893.81 | 3,096.01 |
| NS Parts 2 Months | 2,452.34 | 2,591.68 | 46.29 | 5,463.67 | 79.50 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 129.10 | 26.56 | 0.00 | 0.00 | 0.00 | 92.50 |
| True Turn | 3.72 | 2.20 | 3.58 | 3.87 | 2.54 | 1.24 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 90.00 | 84.12 | 87.50 | 73.91 | 56.66 |
| By Piece | 91.97 | 90.22 | 94.15 | 92.00 | 71.87 | 73.33 |
| By Cost | 86.67 | 94.65 | 82.34 | 99.04 | 66.44 | 53.98 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 98.59 | 96.42 | 100.00 | 94.91 | 96.55 | 96.07 |
| By Piece | 99.58 | 98.36 | 100.00 | 95.48 | 97.00 | 98.30 |
| By Cost | 80.78 | 99.17 | 100.00 | 95.59 | 97.89 | 96.14 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.28 | 89.28 | 87.34 | 88.13 | 75.86 | 70.58 |
| By Piece | 89.71 | 87.70 | 92.20 | 90.97 | 75.44 | 77.96 |
| By Cost | 70.98 | 93.38 | 76.46 | 94.77 | 59.59 | 42.40 |
| NS Parts Sales Efficiency | 91.50 | 132.20 | 88.62 | 129.41 | 85.49 | 90.27 |

Source: 800 MR MCLAREN US (MR)

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 963 | 991 | 1,015 | 1,053 | 1,093 | 686 |
| Parts Pieces | 1,172 | 1,195 | 1,207 | 1,249 | 1,259 | 1,135 |
| Parts Cost | 93,687.09 | 105,563.69 | 105,947.41 | 99,291.87 | 104,279.78 | 89,390.54 |
| Parts With Negative OH | 0.00 | -40.16 | -1,057.25 | 0.00 | -8,072.02 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 38,619.92 | 34,954.05 | 29,507.56 | 39,281.63 | 31,426.53 | 14,913.92 |
| Net Sales | 34,667.52 | 22,941.85 | 29,304.81 | 36,770.62 | 30,270.01 | 13,693.57 |
| Lost Sales | 0.00 | 0.00 | 139.61 | 0.00 | 0.00 | 301.65 |
| Outstanding Orders | 32,448.22 | 7,210.90 | 4,449.52 | 9,954.48 | 23,394.34 | 222.38 |
| Total Receipts | 26,750.07 | 35,198.57 | 32,209.02 | 33,554.55 | 27,310.01 | 22,370.70 |
| Customer Orders | 5,612.34 | 7,486.72 | 3,641.30 | 1,773.56 | 3,970.76 | 6,641.55 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.85 | 0.00 | 0.00 | -514.30 | 0.00 | 131.60 |
| Net Appreciation | 0.00 | -.54 | 23.64 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 693 | 722 | 748 | 758 | 796 | 450 |
| Parts Pieces | 48 | 59 | 133 | 5 | 17 | 58 |
| Parts Cost | 5,992.54 | 17,092.36 | 11,888.35 | 1,482.40 | 4,363.04 | 6,700.16 |
| Gross Sales | 16,530.60 | 26,542.41 | 13,172.24 | 24,236.98 | 20,721.59 | 10,175.90 |
| Net Sales | 15,842.33 | 15,723.40 | 13,134.42 | 23,527.18 | 20,071.96 | 10,175.90 |
| Lost Sales | 0.00 | 0.00 | 139.61 | 0.00 | 0.00 | 249.99 |
| Outstanding Orders | 19,594.15 | 6,646.85 | 3,934.16 | 6,954.60 | 11,566.96 | 77.30 |
| Receipts | 15,760.97 | 26,783.06 | 10,295.44 | 27,904.62 | 12,802.61 | 13,514.44 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 19,094.58 | 33,623.05 | 41,046.42 | 22,298.35 | 23,822.92 | 25,674.02 |
| 4 to 6 Months | 7,561.94 | 1,521.65 | 1,742.53 | 11,985.66 | 17,081.22 | 5,527.07 |
| 7 to 12 Months | 7,161.14 | 7,754.99 | 7,133.46 | 5,494.15 | 4,493.33 | 9,740.51 |
| Over 12 Months | 49,887.35 | 53,881.99 | 52,189.26 | 54,931.57 | 53,966.91 | 843.93 |
| New Parts No Sales | 9,982.08 | 8,782.01 | 3,835.74 | 4,582.14 | 4,915.40 | 47,605.01 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 11,379.36 | 8,920.21 | 14,138.21 | 7,790.55 | 8,439.47 | 12,867.91 |
| Stock MNS > 11 | 51,636.06 | 52,015.33 | 54,513.49 | 55,737.44 | 55,660.78 | 33,300.76 |
| NS Parts Not Sold | 5,904.26 | 6,521.44 | 10,214.81 | 1,174.30 | 1,482.40 | 3,435.82 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,082.58 | 2,053.67 | 475.96 | 1,262.97 | 79.23 | 1,311.93 |
| NS Parts 2 Months | 4,542.57 | 393.07 | 8,784.27 | 874.50 | 308.10 | 570.04 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 108.26 | 120.01 | 353.03 | 0.00 | 0.00 | 0.00 |
| True Turn | 3.72 | 1.76 | 2.91 | 4.23 | 3.03 | 0.95 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 88.88 | 85.71 | 70.90 | 89.79 | 90.69 | 61.81 |
| By Piece | 95.13 | 93.05 | 47.89 | 97.51 | 97.42 | 81.76 |
| By Cost | 79.01 | 78.73 | 88.69 | 94.71 | 85.46 | 70.31 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 97.10 | 100.00 | 100.00 | 96.36 |
| By Piece | 100.00 | 100.00 | 99.10 | 100.00 | 100.00 | 98.77 |
| By Cost | 100.00 | 100.00 | 99.52 | 100.00 | 100.00 | 97.84 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 92.00 | 90.00 | 73.91 | 90.38 | 94.87 | 58.18 |
| By Piece | 94.90 | 91.66 | 43.49 | 96.47 | 97.81 | 78.52 |
| By Cost | 83.81 | 67.36 | 87.15 | 95.17 | 86.88 | 50.38 |
| NS Parts Sales Efficiency | 104.88 | 99.10 | 127.94 | 86.85 | 161.85 | 75.29 |

Sort Source: 800

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 1,159 | 11,264 | 939 | 11,264 | 939 |
| Parts Pieces | 1,285 | 14,610 | 1,218 | 14,610 | 1,218 |
| Parts Cost | 101,966.42 | 1,186,387.84 | 98,865.65 | 1,186,387.84 | 98,865.65 |
| Parts With Negative OH | -18,721.11 | -30,042.33 | -2,503.53 | -30,042.33 | -2,503.53 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 41,183.13 | 420,702.89 | 35,058.57 | 420,702.89 | 35,058.57 |
| Net Sales | 39,033.74 | 370,687.63 | 30,890.64 | 370,687.63 | 30,890.64 |
| Lost Sales | 0.00 | 10,762.69 | 896.89 | 10,762.69 | 896.89 |
| Outstanding Orders | 23,597.37 | 149,515.11 | 12,459.59 | 149,515.11 | 12,459.59 |
| Total Receipts | 28,168.20 | 380,090.11 | 31,674.18 | 380,090.11 | 31,674.18 |
| Customer Orders | 5,095.45 | 68,578.05 | 5,714.84 | 68,578.05 | 5,714.84 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | 374.03 | 31.17 | 374.03 | 31.17 |
| Net Appreciation | -8.23 | 2,882.06 | 240.17 | 2,882.06 | 240.17 |
| NS Parts | | | | | |
| Number of Parts | 866 | 8,011 | 668 | 8,011 | 668 |
| Parts Pieces | 26 | 557 | 46 | 557 | 46 |
| Parts Cost | 6,938.06 | 95,747.17 | 7,978.93 | 95,747.17 | 7,978.93 |
| Gross Sales | 27,051.62 | 218,209.80 | 18,184.15 | 218,209.80 | 18,184.15 |
| Net Sales | 26,561.16 | 195,013.26 | 16,251.11 | 195,013.26 | 16,251.11 |
| Lost Sales | 0.00 | 10,334.11 | 861.18 | 10,334.11 | 861.18 |
| Outstanding Orders | 22,749.22 | 114,215.61 | 9,517.97 | 114,215.61 | 9,517.97 |
| Receipts | 20,422.98 | 205,718.08 | 17,143.17 | 205,718.08 | 17,143.17 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 24,116.20 | 328,151.79 | 27,345.98 | 328,151.79 | 27,345.98 |
| 4 to 6 Months | 20,284.05 | 92,973.28 | 7,747.77 | 92,973.28 | 7,747.77 |
| 7 to 12 Months | 3,068.69 | 93,784.57 | 7,815.38 | 93,784.57 | 7,815.38 |
| Over 12 Months | 47,196.56 | 530,978.26 | 44,248.19 | 530,978.26 | 44,248.19 |
| New Parts No Sales | 7,300.92 | 140,499.94 | 11,708.33 | 140,499.94 | 11,708.33 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 10,088.02 | 122,361.70 | 10,196.81 | 122,361.70 | 10,196.81 |
| Stock MNS > 11 | 47,574.49 | 555,863.47 | 46,321.96 | 555,863.47 | 46,321.96 |
| NS Parts Not Sold | 3,450.37 | 52,848.10 | 4,404.01 | 52,848.10 | 4,404.01 |
| New Obsolescence | | | | | |
| Stock 9 Months | 673.13 | 26,860.99 | 2,238.42 | 26,860.99 | 2,238.42 |
| NS Parts 2 Months | 2,425.97 | 27,961.96 | 2,330.16 | 27,961.96 | 2,330.16 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 131.62 | 961.08 | 80.09 | 961.08 | 80.09 |
| True Turn | 3.99 | | 3.06 | | 3.06 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 89.04 | | 83.11 | | 83.11 |
| By Piece | 92.24 | | 87.03 | | 87.03 |
| By Cost | 81.91 | | 81.95 | | 81.95 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 98.49 | | 98.49 |
| By Piece | 100.00 | | 99.15 | | 99.15 |
| By Cost | 100.00 | | 97.17 | | 97.17 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 87.69 | | 85.58 | | 85.58 |
| By Piece | 90.90 | | 85.43 | | 85.43 |
| By Cost | 86.94 | | 79.20 | | 79.20 |
| NS Parts Sales Efficiency | 132.45 | | 106.07 | | 106.07 |

Sort Source: 800

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|-----------|------------|
| Number of Parts | 742 | 777 | 850 | 850 | 874 | 897 |
| Parts Pieces | 1,190 | 1,199 | 1,274 | 1,222 | 1,193 | 1,165 |
| Parts Cost | 86,726.39 | 88,250.60 | 100,504.48 | 99,853.47 | 97,880.96 | 102,435.68 |
| Parts With Negative OH | 0.00 | 0.00 | -920.54 | -920.54 | -310.71 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 34,271.91 | 19,841.10 | 49,484.88 | 32,546.24 | 44,301.21 | 25,284.73 |
| Net Sales | 30,633.89 | 17,203.09 | 39,253.43 | 32,504.26 | 34,086.24 | 24,018.17 |
| Lost Sales | 7,287.80 | 143.49 | 0.00 | 1,498.49 | 731.32 | 961.98 |
| Outstanding Orders | 9,289.42 | 6,725.11 | 12,977.46 | 7,206.37 | 4,623.30 | 7,638.62 |
| Total Receipts | 27,888.72 | 18,775.48 | 52,319.01 | 28,991.97 | 39,745.24 | 29,179.27 |
| Customer Orders | 3,716.27 | 1,003.99 | 9,236.89 | 278.14 | 13,336.47 | 13,426.16 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 43.39 | 509.44 | 106.67 | 0.00 | 227.98 | 0.00 |
| Net Appreciation | -14.92 | -1.06 | 0.00 | 2,861.28 | -7.26 | 29.15 |
| NS Parts | | | | | | |
| Number of Parts | 505 | 533 | 581 | 585 | 601 | 623 |
| Parts Pieces | 83 | 80 | 26 | 28 | 28 | 24 |
| Parts Cost | 8,942.07 | 8,576.79 | 11,469.37 | 7,180.80 | 5,336.09 | 6,485.30 |
| Gross Sales | 12,648.56 | 8,023.44 | 21,411.67 | 19,052.96 | 16,956.62 | 11,861.11 |
| Net Sales | 12,640.51 | 5,949.48 | 15,108.53 | 19,010.98 | 16,236.89 | 11,206.42 |
| Lost Sales | 7,287.80 | 143.49 | 0.00 | 1,069.91 | 731.32 | 961.98 |
| Outstanding Orders | 8,796.28 | 6,725.11 | 12,645.92 | 6,344.65 | 1,031.30 | 7,226.41 |
| Receipts | 13,823.25 | 6,068.99 | 24,161.10 | 14,722.41 | 19,833.43 | 13,139.22 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 21,319.37 | 23,110.96 | 32,634.68 | 33,915.72 | 24,947.94 | 28,221.60 |
| 4 to 6 Months | 3,761.92 | 4,266.41 | 5,743.90 | 3,466.31 | 8,795.97 | 6,761.72 |
| 7 to 12 Months | 12,324.65 | 6,776.88 | 6,698.65 | 9,119.93 | 12,476.58 | 11,282.12 |
| Over 12 Months | 31,461.00 | 37,147.52 | 31,316.88 | 35,696.77 | 37,377.54 | 45,924.91 |
| New Parts No Sales | 17,859.45 | 16,948.83 | 24,110.37 | 17,654.74 | 14,282.93 | 10,245.33 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 6,180.08 | 10,503.28 | 9,686.01 | 13,391.16 | 9,557.09 | 12,288.26 |
| Stock MNS > 11 | 37,140.69 | 37,382.22 | 32,215.20 | 36,827.85 | 45,480.00 | 49,679.92 |
| NS Parts Not Sold | 5,671.19 | 6,519.72 | 1,008.36 | 6,472.03 | 2,486.49 | 1,942.73 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,913.01 | 8,751.77 | 4,412.16 | 2,166.69 | 893.81 | 3,096.01 |
| NS Parts 2 Months | 2,452.34 | 2,591.68 | 46.29 | 5,463.67 | 79.50 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 129.10 | 26.56 | 0.00 | 0.00 | 0.00 | 92.50 |
| True Turn | 3.72 | 2.20 | 3.58 | 3.87 | 2.54 | 1.24 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 80.00 | 90.00 | 84.12 | 87.50 | 73.91 | 56.66 |
| By Piece | 91.97 | 90.22 | 94.15 | 92.00 | 71.87 | 73.33 |
| By Cost | 86.67 | 94.65 | 82.34 | 99.04 | 66.44 | 53.98 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 98.59 | 96.42 | 100.00 | 94.91 | 96.55 | 96.07 |
| By Piece | 99.58 | 98.36 | 100.00 | 95.48 | 97.00 | 98.30 |
| By Cost | 80.78 | 99.17 | 100.00 | 95.59 | 97.89 | 96.14 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 80.28 | 89.28 | 87.34 | 88.13 | 75.86 | 70.58 |
| By Piece | 89.71 | 87.70 | 92.20 | 90.97 | 75.44 | 77.96 |
| By Cost | 70.98 | 93.38 | 76.46 | 94.77 | 59.59 | 42.40 |
| NS Parts Sales Efficiency | 91.50 | 132.20 | 88.62 | 129.41 | 85.49 | 90.27 |

Sort Source: 800

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 963 | 991 | 1,015 | 1,053 | 1,093 | 686 |
| Parts Pieces | 1,172 | 1,195 | 1,207 | 1,249 | 1,259 | 1,135 |
| Parts Cost | 93,687.09 | 105,563.69 | 105,947.41 | 99,291.87 | 104,279.78 | 89,390.54 |
| Parts With Negative OH | 0.00 | -40.16 | -1,057.25 | 0.00 | -8,072.02 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 38,619.92 | 34,954.05 | 29,507.56 | 39,281.63 | 31,426.53 | 14,913.92 |
| Net Sales | 34,667.52 | 22,941.85 | 29,304.81 | 36,770.62 | 30,270.01 | 13,693.57 |
| Lost Sales | 0.00 | 0.00 | 139.61 | 0.00 | 0.00 | 301.65 |
| Outstanding Orders | 32,448.22 | 7,210.90 | 4,449.52 | 9,954.48 | 23,394.34 | 222.38 |
| Total Receipts | 26,750.07 | 35,198.57 | 32,209.02 | 33,554.55 | 27,310.01 | 22,370.70 |
| Customer Orders | 5,612.34 | 7,486.72 | 3,641.30 | 1,773.56 | 3,970.76 | 6,641.55 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.85 | 0.00 | 0.00 | -514.30 | 0.00 | 131.60 |
| Net Appreciation | 0.00 | -.54 | 23.64 | 0.00 | 0.00 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 693 | 722 | 748 | 758 | 796 | 450 |
| Parts Pieces | 48 | 59 | 133 | 5 | 17 | 58 |
| Parts Cost | 5,992.54 | 17,092.36 | 11,888.35 | 1,482.40 | 4,363.04 | 6,700.16 |
| Gross Sales | 16,530.60 | 26,542.41 | 13,172.24 | 24,236.98 | 20,721.59 | 10,175.90 |
| Net Sales | 15,842.33 | 15,723.40 | 13,134.42 | 23,527.18 | 20,071.96 | 10,175.90 |
| Lost Sales | 0.00 | 0.00 | 139.61 | 0.00 | 0.00 | 249.99 |
| Outstanding Orders | 19,594.15 | 6,646.85 | 3,934.16 | 6,954.60 | 11,566.96 | 77.30 |
| Receipts | 15,760.97 | 26,783.06 | 10,295.44 | 27,904.62 | 12,802.61 | 13,514.44 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 19,094.58 | 33,623.05 | 41,046.42 | 22,298.35 | 23,822.92 | 25,674.02 |
| 4 to 6 Months | 7,561.94 | 1,521.65 | 1,742.53 | 11,985.66 | 17,081.22 | 5,527.07 |
| 7 to 12 Months | 7,161.14 | 7,754.99 | 7,133.46 | 5,494.15 | 4,493.33 | 9,740.51 |
| Over 12 Months | 49,887.35 | 53,881.99 | 52,189.26 | 54,931.57 | 53,966.91 | 843.93 |
| New Parts No Sales | 9,982.08 | 8,782.01 | 3,835.74 | 4,582.14 | 4,915.40 | 47,605.01 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 11,379.36 | 8,920.21 | 14,138.21 | 7,790.55 | 8,439.47 | 12,867.91 |
| Stock MNS > 11 | 51,636.06 | 52,015.33 | 54,513.49 | 55,737.44 | 55,660.78 | 33,300.76 |
| NS Parts Not Sold | 5,904.26 | 6,521.44 | 10,214.81 | 1,174.30 | 1,482.40 | 3,435.82 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 1,082.58 | 2,053.67 | 475.96 | 1,262.97 | 79.23 | 1,311.93 |
| NS Parts 2 Months | 4,542.57 | 393.07 | 8,784.27 | 874.50 | 308.10 | 570.04 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 108.26 | 120.01 | 353.03 | 0.00 | 0.00 | 0.00 |
| True Turn | 3.72 | 1.76 | 2.91 | 4.23 | 3.03 | 0.95 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 88.88 | 85.71 | 70.90 | 89.79 | 90.69 | 61.81 |
| By Piece | 95.13 | 93.05 | 47.89 | 97.51 | 97.42 | 81.76 |
| By Cost | 79.01 | 78.73 | 88.69 | 94.71 | 85.46 | 70.31 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 97.10 | 100.00 | 100.00 | 96.36 |
| By Piece | 100.00 | 100.00 | 99.10 | 100.00 | 100.00 | 98.77 |
| By Cost | 100.00 | 100.00 | 99.52 | 100.00 | 100.00 | 97.84 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 92.00 | 90.00 | 73.91 | 90.38 | 94.87 | 58.18 |
| By Piece | 94.90 | 91.66 | 43.49 | 96.47 | 97.81 | 78.52 |
| By Cost | 83.81 | 67.36 | 87.15 | 95.17 | 86.88 | 50.38 |
| NS Parts Sales Efficiency | 104.88 | 99.10 | 127.94 | 86.85 | 161.85 | 75.29 |

Source: 999 GN G.O.G

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 40 | 499 | 42 | 499 | 42 |
| Parts Pieces | 1,204 | 13,690 | 1,141 | 13,690 | 1,141 |
| Parts Cost | 8,417.08 | 92,525.35 | 7,710.45 | 92,525.35 | 7,710.45 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 4,822.65 | 50,685.71 | 4,223.81 | 50,685.71 | 4,223.81 |
| Net Sales | 4,369.61 | 47,007.82 | 3,917.32 | 47,007.82 | 3,917.32 |
| Lost Sales | 0.00 | 17.19 | 1.43 | 17.19 | 1.43 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 5,146.52 | 51,935.65 | 4,327.97 | 51,935.65 | 4,327.97 |
| Customer Orders | 219.90 | 933.71 | 77.81 | 933.71 | 77.81 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -87.70 | -538.77 | -44.90 | -538.77 | -44.90 |
| Net Appreciation | -2.98 | 1.44 | 0.12 | 1.44 | 0.12 |
| NS Parts | | | | | |
| Number of Parts | 2 | 51 | 4 | 51 | 4 |
| Parts Pieces | 0 | 57 | 5 | 57 | 5 |
| Parts Cost | 0.00 | 651.09 | 54.26 | 651.09 | 54.26 |
| Gross Sales | 0.00 | 642.48 | 53.54 | 642.48 | 53.54 |
| Net Sales | 0.00 | 389.04 | 32.42 | 389.04 | 32.42 |
| Lost Sales | 0.00 | 17.19 | 1.43 | 17.19 | 1.43 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 899.13 | 74.93 | 899.13 | 74.93 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 5,644.61 | 72,771.55 | 6,064.30 | 72,771.55 | 6,064.30 |
| 4 to 6 Months | 1,825.56 | 5,071.42 | 422.62 | 5,071.42 | 422.62 |
| 7 to 12 Months | 119.16 | 2,596.37 | 216.36 | 2,596.37 | 216.36 |
| Over 12 Months | 827.75 | 11,894.01 | 991.17 | 11,894.01 | 991.17 |
| New Parts No Sales | 0.00 | 192.00 | 16.00 | 192.00 | 16.00 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 3,374.80 | 38,166.02 | 3,180.50 | 38,166.02 | 3,180.50 |
| Stock MNS > 11 | 827.75 | 12,119.82 | 1,009.99 | 12,119.82 | 1,009.99 |
| NS Parts Not Sold | 0.00 | 51.57 | 4.30 | 51.57 | 4.30 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 567.32 | 47.28 | 567.32 | 47.28 |
| NS Parts 2 Months | 0.00 | 51.57 | 4.30 | 51.57 | 4.30 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 547.95 | 45.66 | 547.95 | 45.66 |
| True Turn | 5.92 | | 5.98 | | 5.98 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 75.00 | | 85.18 | | 85.18 |
| By Piece | 97.07 | | 98.99 | | 98.99 |
| By Cost | 95.72 | | 98.20 | | 98.20 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.08 | | 99.08 |
| By Piece | 100.00 | | 99.98 | | 99.98 |
| By Cost | 100.00 | | 99.96 | | 99.96 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 71.42 | | 88.07 | | 88.07 |
| By Piece | 96.88 | | 98.90 | | 98.90 |
| By Cost | 94.96 | | 97.97 | | 97.97 |
| NS Parts Sales Efficiency | 0.00 | | 71.45 | | 71.45 |

Source: 999 GN G.O.G

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|----------|-----------|
| Number of Parts | 41 | 41 | 41 | 41 | 43 | 44 |
| Parts Pieces | 1,136 | 1,089 | 1,393 | 1,074 | 904 | 1,177 |
| Parts Cost | 7,448.69 | 7,051.61 | 9,358.77 | 7,096.88 | 5,891.39 | 7,987.12 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 6,029.96 | 3,687.63 | 2,753.27 | 3,619.57 | 3,522.44 | 4,297.20 |
| Net Sales | 5,139.45 | 3,507.07 | 2,584.18 | 3,225.74 | 3,285.52 | 4,095.86 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 6,694.71 | 3,242.48 | 5,267.32 | 781.47 | 1,951.07 | 6,204.71 |
| Customer Orders | 82.88 | 0.00 | 99.90 | 129.87 | 40.53 | 284.76 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 88.45 | -132.00 | -348.04 | 175.38 | 128.89 | -13.12 |
| Net Appreciation | -.40 | -.49 | 3.36 | -.50 | 0.07 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 5 | 5 | 4 | 4 | 6 | 7 |
| Parts Pieces | 4 | 40 | 0 | 0 | 0 | 3 |
| Parts Cost | 38.76 | 387.60 | 0.00 | 0.00 | 0.00 | 51.57 |
| Gross Sales | 290.70 | 19.38 | 0.00 | 119.97 | 40.53 | 17.19 |
| Net Sales | 193.80 | 0.00 | 0.00 | 0.00 | 40.53 | 17.19 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 232.56 | 348.84 | 0.00 | 0.00 | 40.53 | 68.76 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 6,352.74 | 5,776.63 | 8,012.91 | 5,748.30 | 4,686.21 | 6,043.92 |
| 4 to 6 Months | 12.00 | 194.32 | 265.20 | 267.92 | 118.60 | 856.62 |
| 7 to 12 Months | 155.89 | 111.90 | 111.90 | 111.90 | 117.82 | 5.92 |
| Over 12 Months | 864.06 | 904.76 | 904.76 | 968.76 | 968.76 | 1,080.66 |
| New Parts No Sales | 64.00 | 64.00 | 64.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 3,101.79 | 1,972.33 | 3,799.33 | 2,802.80 | 2,957.11 | 3,278.53 |
| Stock MNS > 11 | 908.05 | 904.76 | 968.76 | 968.76 | 1,080.66 | 1,080.66 |
| NS Parts Not Sold | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 111.90 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 38.76 | 387.60 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 8.15 | 5.97 | 3.19 | 5.23 | 6.61 | 5.73 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 88.88 | 100.00 | 87.50 | 66.66 | 60.00 | 75.00 |
| By Piece | 99.26 | 100.00 | 98.70 | 93.89 | 99.18 | 98.36 |
| By Cost | 98.76 | 100.00 | 98.10 | 83.38 | 97.92 | 95.41 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 90.90 | 100.00 | 87.50 | 83.33 | 85.71 | 66.66 |
| By Piece | 99.06 | 100.00 | 97.77 | 97.79 | 99.46 | 97.72 |
| By Cost | 98.38 | 100.00 | 96.13 | 95.97 | 98.76 | 93.04 |
| NS Parts Sales Efficiency | 125.00 | 5.55 | 0.00 | 0.00 | 100.00 | 25.00 |

Source: 999 GN G.O.G

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 44 | 44 | 40 | 40 | 40 | 43 |
| Parts Pieces | 1,124 | 1,238 | 1,007 | 1,176 | 1,168 | 901 |
| Parts Cost | 7,829.91 | 8,573.07 | 6,908.47 | 8,231.51 | 7,730.85 | 5,883.81 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -78.43 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 5,115.16 | 4,628.54 | 4,278.87 | 4,180.85 | 3,749.57 | 4,179.42 |
| Net Sales | 4,881.20 | 4,318.47 | 4,134.19 | 3,791.36 | 3,675.17 | 3,790.70 |
| Lost Sales | 0.00 | 17.19 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 4,722.36 | 6,527.46 | 2,398.29 | 5,758.76 | 3,240.50 | 1,743.20 |
| Customer Orders | 0.00 | 0.00 | 5.99 | 57.90 | 11.98 | 0.00 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -71.30 | 71.30 | -284.63 | -66.00 | -21.52 |
| Net Appreciation | 1.63 | 0.83 | 0.00 | -0.09 | 0.01 | 0.10 |
| NS Parts | | | | | | |
| Number of Parts | 8 | 4 | 2 | 2 | 2 | 4 |
| Parts Pieces | 3 | 7 | 0 | 0 | 0 | 0 |
| Parts Cost | 51.57 | 121.59 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 0.00 | 154.71 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Sales | 0.00 | 137.52 | 0.00 | 0.00 | 0.00 | 0.00 |
| Lost Sales | 0.00 | 17.19 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 208.44 | 0.00 | 0.00 | 0.00 | 0.00 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 5,886.71 | 6,967.69 | 5,332.79 | 6,409.85 | 5,909.19 | 3,483.14 |
| 4 to 6 Months | 771.02 | 184.00 | 119.16 | 263.16 | 193.86 | 329.22 |
| 7 to 12 Months | 91.52 | 340.72 | 455.42 | 455.42 | 518.80 | 547.89 |
| Over 12 Months | 1,080.66 | 1,080.66 | 1,001.10 | 1,103.08 | 1,109.00 | 1,459.56 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 64.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 2,953.62 | 3,559.32 | 3,708.32 | 3,413.63 | 3,244.44 | 2,363.90 |
| Stock MNS > 11 | 1,080.66 | 1,080.66 | 1,001.10 | 1,109.00 | 1,109.00 | 1,459.56 |
| NS Parts Not Sold | 51.57 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 5.92 | 0.00 | 0.00 | 334.80 | 114.70 | 64.00 |
| NS Parts 2 Months | 51.57 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 121.59 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 7.48 | 6.04 | 7.17 | 5.44 | 5.69 | 7.73 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 80.00 | 88.88 | 85.71 | 100.00 |
| By Piece | 100.00 | 100.00 | 99.78 | 98.84 | 99.67 | 100.00 |
| By Cost | 100.00 | 100.00 | 99.75 | 98.99 | 99.63 | 100.00 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 99.85 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 99.60 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 87.50 | 88.88 | 83.33 | 100.00 |
| By Piece | 100.00 | 99.85 | 99.85 | 98.36 | 99.66 | 100.00 |
| By Cost | 100.00 | 99.60 | 99.85 | 98.47 | 99.67 | 100.00 |
| NS Parts Sales Efficiency | 0.00 | 74.22 | 0.00 | 0.00 | 0.00 | 0.00 |

Sort Source: 999

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 40 | 499 | 42 | 499 | 42 |
| Parts Pieces | 1,204 | 13,690 | 1,141 | 13,690 | 1,141 |
| Parts Cost | 8,417.08 | 92,525.35 | 7,710.45 | 92,525.35 | 7,710.45 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 4,822.65 | 50,685.71 | 4,223.81 | 50,685.71 | 4,223.81 |
| Net Sales | 4,369.61 | 47,007.82 | 3,917.32 | 47,007.82 | 3,917.32 |
| Lost Sales | 0.00 | 17.19 | 1.43 | 17.19 | 1.43 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 5,146.52 | 51,935.65 | 4,327.97 | 51,935.65 | 4,327.97 |
| Customer Orders | 219.90 | 933.71 | 77.81 | 933.71 | 77.81 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -87.70 | -538.77 | -44.90 | -538.77 | -44.90 |
| Net Appreciation | -2.98 | 1.44 | 0.12 | 1.44 | 0.12 |
| NS Parts | | | | | |
| Number of Parts | 2 | 51 | 4 | 51 | 4 |
| Parts Pieces | 0 | 57 | 5 | 57 | 5 |
| Parts Cost | 0.00 | 651.09 | 54.26 | 651.09 | 54.26 |
| Gross Sales | 0.00 | 642.48 | 53.54 | 642.48 | 53.54 |
| Net Sales | 0.00 | 389.04 | 32.42 | 389.04 | 32.42 |
| Lost Sales | 0.00 | 17.19 | 1.43 | 17.19 | 1.43 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 899.13 | 74.93 | 899.13 | 74.93 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 5,644.61 | 72,771.55 | 6,064.30 | 72,771.55 | 6,064.30 |
| 4 to 6 Months | 1,825.56 | 5,071.42 | 422.62 | 5,071.42 | 422.62 |
| 7 to 12 Months | 119.16 | 2,596.37 | 216.36 | 2,596.37 | 216.36 |
| Over 12 Months | 827.75 | 11,894.01 | 991.17 | 11,894.01 | 991.17 |
| New Parts No Sales | 0.00 | 192.00 | 16.00 | 192.00 | 16.00 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 3,374.80 | 38,166.02 | 3,180.50 | 38,166.02 | 3,180.50 |
| Stock MNS > 11 | 827.75 | 12,119.82 | 1,009.99 | 12,119.82 | 1,009.99 |
| NS Parts Not Sold | 0.00 | 51.57 | 4.30 | 51.57 | 4.30 |
| New Obsolescence | | | | | |
| Stock 9 Months | 0.00 | 567.32 | 47.28 | 567.32 | 47.28 |
| NS Parts 2 Months | 0.00 | 51.57 | 4.30 | 51.57 | 4.30 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 547.95 | 45.66 | 547.95 | 45.66 |
| True Turn | 5.92 | | 5.98 | | 5.98 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 75.00 | | 85.18 | | 85.18 |
| By Piece | 97.07 | | 98.99 | | 98.99 |
| By Cost | 95.72 | | 98.20 | | 98.20 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 100.00 | | 99.08 | | 99.08 |
| By Piece | 100.00 | | 99.98 | | 99.98 |
| By Cost | 100.00 | | 99.96 | | 99.96 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 71.42 | | 88.07 | | 88.07 |
| By Piece | 96.88 | | 98.90 | | 98.90 |
| By Cost | 94.96 | | 97.97 | | 97.97 |
| NS Parts Sales Efficiency | 0.00 | | 71.45 | | 71.45 |

Sort Source: 999

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|----------|-----------|
| Number of Parts | 41 | 41 | 41 | 41 | 43 | 44 |
| Parts Pieces | 1,136 | 1,089 | 1,393 | 1,074 | 904 | 1,177 |
| Parts Cost | 7,448.69 | 7,051.61 | 9,358.77 | 7,096.88 | 5,891.39 | 7,987.12 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 6,029.96 | 3,687.63 | 2,753.27 | 3,619.57 | 3,522.44 | 4,297.20 |
| Net Sales | 5,139.45 | 3,507.07 | 2,584.18 | 3,225.74 | 3,285.52 | 4,095.86 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 6,694.71 | 3,242.48 | 5,267.32 | 781.47 | 1,951.07 | 6,204.71 |
| Customer Orders | 82.88 | 0.00 | 99.90 | 129.87 | 40.53 | 284.76 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 88.45 | -132.00 | -348.04 | 175.38 | 128.89 | -13.12 |
| Net Appreciation | -.40 | -.49 | 3.36 | -.50 | 0.07 | 0.00 |
| NS Parts | | | | | | |
| Number of Parts | 5 | 5 | 4 | 4 | 6 | 7 |
| Parts Pieces | 4 | 40 | 0 | 0 | 0 | 3 |
| Parts Cost | 38.76 | 387.60 | 0.00 | 0.00 | 0.00 | 51.57 |
| Gross Sales | 290.70 | 19.38 | 0.00 | 119.97 | 40.53 | 17.19 |
| Net Sales | 193.80 | 0.00 | 0.00 | 0.00 | 40.53 | 17.19 |
| Lost Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 232.56 | 348.84 | 0.00 | 0.00 | 40.53 | 68.76 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 6,352.74 | 5,776.63 | 8,012.91 | 5,748.30 | 4,686.21 | 6,043.92 |
| 4 to 6 Months | 12.00 | 194.32 | 265.20 | 267.92 | 118.60 | 856.62 |
| 7 to 12 Months | 155.89 | 111.90 | 111.90 | 111.90 | 117.82 | 5.92 |
| Over 12 Months | 864.06 | 904.76 | 904.76 | 968.76 | 968.76 | 1,080.66 |
| New Parts No Sales | 64.00 | 64.00 | 64.00 | 0.00 | 0.00 | 0.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 3,101.79 | 1,972.33 | 3,799.33 | 2,802.80 | 2,957.11 | 3,278.53 |
| Stock MNS > 11 | 908.05 | 904.76 | 968.76 | 968.76 | 1,080.66 | 1,080.66 |
| NS Parts Not Sold | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 0.00 | 111.90 | 0.00 | 0.00 | 0.00 | 0.00 |
| NS Parts 2 Months | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 38.76 | 387.60 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 8.15 | 5.97 | 3.19 | 5.23 | 6.61 | 5.73 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 88.88 | 100.00 | 87.50 | 66.66 | 60.00 | 75.00 |
| By Piece | 99.26 | 100.00 | 98.70 | 93.89 | 99.18 | 98.36 |
| By Cost | 98.76 | 100.00 | 98.10 | 83.38 | 97.92 | 95.41 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 90.90 | 100.00 | 87.50 | 83.33 | 85.71 | 66.66 |
| By Piece | 99.06 | 100.00 | 97.77 | 97.79 | 99.46 | 97.72 |
| By Cost | 98.38 | 100.00 | 96.13 | 95.97 | 98.76 | 93.04 |
| NS Parts Sales Efficiency | 125.00 | 5.55 | 0.00 | 0.00 | 100.00 | 25.00 |

Sort Source: 999

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|-----------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 44 | 44 | 40 | 40 | 40 | 43 |
| Parts Pieces | 1,124 | 1,238 | 1,007 | 1,176 | 1,168 | 901 |
| Parts Cost | 7,829.91 | 8,573.07 | 6,908.47 | 8,231.51 | 7,730.85 | 5,883.81 |
| Parts With Negative OH | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -78.43 |
| Core/Exchange | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 5,115.16 | 4,628.54 | 4,278.87 | 4,180.85 | 3,749.57 | 4,179.42 |
| Net Sales | 4,881.20 | 4,318.47 | 4,134.19 | 3,791.36 | 3,675.17 | 3,790.70 |
| Lost Sales | 0.00 | 17.19 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total Receipts | 4,722.36 | 6,527.46 | 2,398.29 | 5,758.76 | 3,240.50 | 1,743.20 |
| Customer Orders | 0.00 | 0.00 | 5.99 | 57.90 | 11.98 | 0.00 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 0.00 | -71.30 | 71.30 | -284.63 | -66.00 | -21.52 |
| Net Appreciation | 1.63 | 0.83 | 0.00 | -0.09 | 0.01 | 0.10 |
| NS Parts | | | | | | |
| Number of Parts | 8 | 4 | 2 | 2 | 2 | 4 |
| Parts Pieces | 3 | 7 | 0 | 0 | 0 | 0 |
| Parts Cost | 51.57 | 121.59 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Sales | 0.00 | 154.71 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Sales | 0.00 | 137.52 | 0.00 | 0.00 | 0.00 | 0.00 |
| Lost Sales | 0.00 | 17.19 | 0.00 | 0.00 | 0.00 | 0.00 |
| Outstanding Orders | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Receipts | 0.00 | 208.44 | 0.00 | 0.00 | 0.00 | 0.00 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 5,886.71 | 6,967.69 | 5,332.79 | 6,409.85 | 5,909.19 | 3,483.14 |
| 4 to 6 Months | 771.02 | 184.00 | 119.16 | 263.16 | 193.86 | 329.22 |
| 7 to 12 Months | 91.52 | 340.72 | 455.42 | 455.42 | 518.80 | 547.89 |
| Over 12 Months | 1,080.66 | 1,080.66 | 1,001.10 | 1,103.08 | 1,109.00 | 1,459.56 |
| New Parts No Sales | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 64.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 2,953.62 | 3,559.32 | 3,708.32 | 3,413.63 | 3,244.44 | 2,363.90 |
| Stock MNS > 11 | 1,080.66 | 1,080.66 | 1,001.10 | 1,109.00 | 1,109.00 | 1,459.56 |
| NS Parts Not Sold | 51.57 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 5.92 | 0.00 | 0.00 | 334.80 | 114.70 | 64.00 |
| NS Parts 2 Months | 51.57 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 0.00 | 121.59 | 0.00 | 0.00 | 0.00 | 0.00 |
| True Turn | 7.48 | 6.04 | 7.17 | 5.44 | 5.69 | 7.73 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 100.00 | 80.00 | 88.88 | 85.71 | 100.00 |
| By Piece | 100.00 | 100.00 | 99.78 | 98.84 | 99.67 | 100.00 |
| By Cost | 100.00 | 100.00 | 99.75 | 98.99 | 99.63 | 100.00 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Piece | 100.00 | 99.85 | 100.00 | 100.00 | 100.00 | 100.00 |
| By Cost | 100.00 | 99.60 | 100.00 | 100.00 | 100.00 | 100.00 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 100.00 | 90.90 | 87.50 | 88.88 | 83.33 | 100.00 |
| By Piece | 100.00 | 99.85 | 99.85 | 98.36 | 99.66 | 100.00 |
| By Cost | 100.00 | 99.60 | 99.85 | 98.47 | 99.67 | 100.00 |
| NS Parts Sales Efficiency | 0.00 | 74.22 | 0.00 | 0.00 | 0.00 | 0.00 |

Grand Total

| | DECEMBER 2020 | YEAR-TO-DATE TOTAL | YEAR-TO-DATE AVERAGE | LAST 12 MONTHS TOTAL | LAST 12 MONTHS AVERAGE |
|--------------------------------|---------------|-----------------------|-------------------------|-------------------------|---------------------------|
| Number of Parts | 21,313 | 256,392 | 21,366 | 256,392 | 21,366 |
| Parts Pieces | 11,227 | 146,462 | 12,205 | 146,462 | 12,205 |
| Parts Cost | 597,899.47 | 7,317,564.61 | 609,797.05 | 7,317,564.61 | 609,797.05 |
| Parts With Negative OH | -42,869.06 | -73,716.84 | -6,143.07 | -73,716.84 | -6,143.07 |
| Core/Exchange | 7,782.74 | 95,627.14 | 7,968.93 | 95,627.14 | 7,968.93 |
| Gross Sales | 216,592.87 | 2,382,261.09 | 198,521.76 | 2,382,261.09 | 198,521.76 |
| Net Sales | 194,874.08 | 2,093,949.81 | 174,495.82 | 2,093,949.81 | 174,495.82 |
| Lost Sales | 21,624.96 | 274,558.41 | 22,879.87 | 274,558.41 | 22,879.87 |
| Outstanding Orders | 71,445.73 | 575,825.45 | 47,985.45 | 575,825.45 | 47,985.45 |
| Total Receipts | 167,971.03 | 2,251,967.74 | 187,663.98 | 2,251,967.74 | 187,663.98 |
| Customer Orders | 33,053.32 | 446,617.74 | 37,218.15 | 446,617.74 | 37,218.15 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -40.01 | -5,583.72 | -465.31 | -5,583.72 | -465.31 |
| Net Appreciation | 65.83 | 18,605.27 | 1,550.44 | 18,605.27 | 1,550.44 |
| NS Parts | | | | | |
| Number of Parts | 19,272 | 231,235 | 19,270 | 231,235 | 19,270 |
| Parts Pieces | 285 | 4,117 | 343 | 4,117 | 343 |
| Parts Cost | 45,291.98 | 611,924.81 | 50,993.73 | 611,924.81 | 50,993.73 |
| Gross Sales | 108,678.77 | 1,290,955.47 | 107,579.62 | 1,290,955.47 | 107,579.62 |
| Net Sales | 102,042.38 | 1,127,333.43 | 93,944.45 | 1,127,333.43 | 93,944.45 |
| Lost Sales | 21,609.94 | 260,806.83 | 21,733.90 | 260,806.83 | 21,733.90 |
| Outstanding Orders | 63,904.56 | 420,787.05 | 35,065.59 | 420,787.05 | 35,065.59 |
| Receipts | 95,871.73 | 1,326,725.97 | 110,560.50 | 1,326,725.97 | 110,560.50 |
| Inventory Movement - Sales | | | | | |
| 0 to 3 Months | 172,068.39 | 2,200,285.70 | 183,357.14 | 2,200,285.70 | 183,357.14 |
| 4 to 6 Months | 79,117.57 | 600,912.49 | 50,076.04 | 600,912.49 | 50,076.04 |
| 7 to 12 Months | 37,563.36 | 769,200.95 | 64,100.08 | 769,200.95 | 64,100.08 |
| Over 12 Months | 278,769.04 | 3,182,803.68 | 265,233.64 | 3,182,803.68 | 265,233.64 |
| New Parts No Sales | 30,381.11 | 564,361.79 | 47,030.15 | 564,361.79 | 47,030.15 |
| Non-Productive Parts | | | | | |
| Excess Stock MNS < 12 | 85,603.08 | 1,164,238.67 | 97,019.89 | 1,164,238.67 | 97,019.89 |
| Stock MNS > 11 | 277,060.85 | 3,252,953.01 | 271,079.42 | 3,252,953.01 | 271,079.42 |
| NS Parts Not Sold | 21,470.67 | 390,485.66 | 32,540.47 | 390,485.66 | 32,540.47 |
| New Obsolescence | | | | | |
| Stock 9 Months | 7,237.39 | 149,011.68 | 12,417.64 | 149,011.68 | 12,417.64 |
| NS Parts 2 Months | 12,750.75 | 104,556.51 | 8,713.04 | 104,556.51 | 8,713.04 |
| Early Phase In | | | | | |
| NS Parts With YRSL > 2 | 4,132.24 | 15,015.50 | 1,251.29 | 15,015.50 | 1,251.29 |
| True Turn | 3.25 | | 2.70 | | 2.70 |
| Purchase to Stock Ratio | | | | | |
| By Number of Parts | 76.26 | | 75.81 | | 75.81 |
| By Piece | 86.18 | | 89.86 | | 89.86 |
| By Cost | 80.32 | | 80.16 | | 80.16 |
| Sales Closing Ratio | | | | | |
| By Number of Parts | 97.00 | | 95.86 | | 95.86 |
| By Piece | 99.40 | | 98.99 | | 98.99 |
| By Cost | 90.01 | | 88.40 | | 88.40 |
| Demand Filled from Stock Ratio | | | | | |
| By Number of Parts | 77.75 | | 77.55 | | 77.55 |
| By Piece | 86.69 | | 89.29 | | 89.29 |
| By Cost | 74.74 | | 69.55 | | 69.55 |
| NS Parts Sales Efficiency | 113.35 | | 97.30 | | 97.30 |

Grand Total

| | JANUARY 2020 | FEBRUARY 2020 | MARCH 2020 | APRIL 2020 | MAY 2020 | JUNE 2020 |
|--------------------------------|--------------|---------------|------------|------------|------------|------------|
| Number of Parts | 21,534 | 21,423 | 21,475 | 21,483 | 21,378 | 21,318 |
| Parts Pieces | 13,826 | 13,541 | 14,662 | 12,326 | 11,854 | 12,056 |
| Parts Cost | 564,146.40 | 557,428.27 | 608,502.22 | 620,372.80 | 616,852.03 | 627,362.16 |
| Parts With Negative OH | -1,127.72 | -3,711.81 | -3,017.39 | -2,029.26 | -451.69 | -3,275.06 |
| Core/Exchange | 7,675.77 | 7,657.77 | 6,921.48 | 7,675.77 | 7,675.77 | 6,921.48 |
| Gross Sales | 192,166.48 | 146,236.91 | 197,920.05 | 128,956.57 | 160,758.07 | 172,345.92 |
| Net Sales | 172,175.45 | 124,913.37 | 170,959.75 | 90,780.28 | 144,044.04 | 158,469.18 |
| Lost Sales | 15,419.56 | 8,339.82 | 24,074.73 | 21,195.46 | 36,777.19 | 20,559.64 |
| Outstanding Orders | 38,739.45 | 30,135.68 | 25,715.87 | 22,587.41 | 27,566.81 | 33,802.89 |
| Total Receipts | 166,460.86 | 134,548.46 | 226,828.71 | 105,770.85 | 158,304.57 | 177,253.12 |
| Customer Orders | 29,846.34 | 23,039.26 | 34,981.52 | 7,724.74 | 44,601.09 | 50,879.78 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | 784.59 | -6,907.02 | 199.21 | 1,137.48 | 182.83 | 52.95 |
| Net Appreciation | 6,254.96 | 295.49 | 296.19 | 1,158.84 | -100.63 | 5,086.06 |
| NS Parts | | | | | | |
| Number of Parts | 19,288 | 19,336 | 19,342 | 19,357 | 19,228 | 19,228 |
| Parts Pieces | 261 | 309 | 181 | 193 | 261 | 527 |
| Parts Cost | 35,714.59 | 45,389.63 | 32,925.55 | 49,446.32 | 48,296.06 | 65,458.73 |
| Gross Sales | 93,837.13 | 69,582.08 | 121,527.04 | 67,394.00 | 87,784.73 | 87,269.52 |
| Net Sales | 86,995.66 | 56,383.15 | 100,500.04 | 36,318.83 | 82,720.18 | 78,528.25 |
| Lost Sales | 13,392.20 | 8,339.82 | 24,074.73 | 20,238.88 | 34,941.39 | 19,058.62 |
| Outstanding Orders | 34,170.24 | 22,141.01 | 20,231.50 | 15,322.53 | 19,560.91 | 18,751.48 |
| Receipts | 95,785.61 | 78,060.31 | 116,455.19 | 59,586.44 | 96,193.53 | 94,452.05 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 186,021.06 | 172,580.06 | 191,426.16 | 180,656.30 | 157,402.17 | 179,441.79 |
| 4 to 6 Months | 17,733.91 | 29,776.81 | 58,760.83 | 85,305.81 | 96,553.72 | 29,960.94 |
| 7 to 12 Months | 74,287.73 | 56,527.90 | 55,258.74 | 52,455.13 | 58,547.99 | 98,928.43 |
| Over 12 Months | 229,444.63 | 243,871.03 | 248,653.86 | 257,265.85 | 261,631.22 | 269,943.45 |
| New Parts No Sales | 56,659.07 | 54,672.47 | 54,402.63 | 44,689.71 | 42,716.93 | 49,087.55 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 97,320.04 | 95,065.81 | 109,498.95 | 102,020.34 | 87,083.83 | 97,275.70 |
| Stock MNS > 11 | 249,981.91 | 249,263.89 | 252,023.95 | 263,163.44 | 289,792.23 | 277,548.93 |
| NS Parts Not Sold | 26,156.10 | 31,711.46 | 5,120.08 | 44,510.96 | 36,730.00 | 39,747.65 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 10,703.23 | 32,370.95 | 12,465.95 | 6,317.77 | 3,389.49 | 17,539.87 |
| NS Parts 2 Months | 4,165.62 | 7,394.43 | 596.67 | 12,488.42 | 2,701.81 | 4,967.09 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 535.08 | 973.60 | 29.10 | 279.09 | 72.93 | 288.18 |
| True Turn | 3.03 | 2.19 | 2.68 | 1.61 | 1.93 | 2.06 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 72.10 | 72.34 | 69.39 | 82.41 | 61.78 | 75.24 |
| By Piece | 93.89 | 87.83 | 88.79 | 92.03 | 78.12 | 87.11 |
| By Cost | 82.07 | 82.87 | 84.57 | 92.69 | 71.82 | 71.29 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 97.16 | 96.46 | 96.83 | 95.00 | 95.22 | 95.59 |
| By Piece | 99.44 | 99.17 | 99.16 | 98.52 | 98.41 | 99.04 |
| By Cost | 91.78 | 93.74 | 87.65 | 81.07 | 79.66 | 88.51 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 74.07 | 77.48 | 68.77 | 88.29 | 65.07 | 78.85 |
| By Piece | 89.81 | 88.51 | 82.46 | 96.12 | 82.67 | 85.26 |
| By Cost | 75.87 | 76.45 | 69.72 | 74.17 | 54.99 | 60.09 |
| NS Parts Sales Efficiency | 97.96 | 89.13 | 104.35 | 113.10 | 91.25 | 92.39 |

Grand Total

| | JULY 2020 | AUGUST 2020 | SEPTEMBER 2020 | OCTOBER 2020 | NOVEMBER 2020 | DECEMBER 2019 |
|--------------------------------|------------|-------------|----------------|--------------|---------------|---------------|
| Number of Parts | 21,329 | 21,262 | 21,301 | 21,320 | 21,256 | 21,518 |
| Parts Pieces | 11,640 | 11,480 | 10,955 | 11,436 | 11,459 | 12,156 |
| Parts Cost | 610,632.82 | 652,646.94 | 600,513.75 | 656,561.44 | 604,646.31 | 580,493.41 |
| Parts With Negative OH | -1,309.72 | -1,703.77 | -2,198.76 | 0.00 | -12,022.60 | -16,815.73 |
| Core/Exchange | 7,731.74 | 6,975.48 | 8,394.77 | 12,449.63 | 7,764.74 | 8,694.59 |
| Gross Sales | 187,792.08 | 280,916.56 | 251,036.14 | 244,825.58 | 202,713.86 | 174,784.02 |
| Net Sales | 173,614.61 | 223,206.38 | 233,670.92 | 214,352.09 | 192,889.66 | 144,447.30 |
| Lost Sales | 30,775.27 | 25,568.75 | 50,583.69 | 10,174.52 | 9,464.82 | 11,398.25 |
| Outstanding Orders | 76,402.54 | 47,627.69 | 62,518.53 | 88,426.81 | 50,856.04 | 22,083.03 |
| Total Receipts | 162,934.80 | 270,708.25 | 207,828.13 | 269,223.39 | 204,135.57 | 187,552.56 |
| Customer Orders | 31,161.16 | 34,608.77 | 29,880.16 | 100,735.43 | 26,106.17 | 48,960.77 |
| Emergency Purchases | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Adjustments | -119.10 | 42.70 | -208.60 | 36,020.31 | -36,729.06 | 303.28 |
| Net Appreciation | 226.46 | 28.25 | 2,121.03 | 3,146.67 | 26.12 | -50.86 |
| NS Parts | | | | | | |
| Number of Parts | 19,251 | 19,262 | 19,285 | 19,188 | 19,198 | 19,379 |
| Parts Pieces | 574 | 588 | 772 | 62 | 104 | 179 |
| Parts Cost | 73,117.16 | 115,630.09 | 50,466.07 | 20,166.18 | 30,022.45 | 52,051.19 |
| Gross Sales | 88,383.80 | 186,060.82 | 148,796.52 | 141,073.22 | 90,567.84 | 94,088.79 |
| Net Sales | 83,149.24 | 144,854.93 | 138,570.47 | 128,878.52 | 88,391.78 | 75,964.74 |
| Lost Sales | 29,611.16 | 25,568.75 | 49,564.75 | 10,159.50 | 4,247.09 | 11,346.59 |
| Outstanding Orders | 47,657.16 | 30,559.37 | 53,111.99 | 68,818.94 | 26,557.36 | 16,705.35 |
| Receipts | 89,887.47 | 193,474.52 | 109,568.03 | 171,070.89 | 126,320.20 | 89,320.09 |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 161,090.94 | 199,416.01 | 212,639.38 | 190,419.79 | 197,123.65 | 184,844.02 |
| 4 to 6 Months | 31,805.03 | 31,704.51 | 30,038.11 | 57,480.49 | 52,674.76 | 28,586.54 |
| 7 to 12 Months | 84,758.69 | 82,685.25 | 53,488.76 | 55,300.50 | 59,398.47 | 68,437.75 |
| Over 12 Months | 280,139.41 | 285,157.21 | 269,900.58 | 291,440.58 | 266,586.82 | 198,952.10 |
| New Parts No Sales | 52,838.75 | 53,683.96 | 34,446.92 | 61,920.08 | 28,862.61 | 99,673.00 |
| Non-Productive Parts | | | | | | |
| Excess Stock MNS < 12 | 92,774.11 | 94,498.04 | 100,627.05 | 105,703.13 | 96,768.59 | 118,454.06 |
| Stock MNS > 11 | 279,942.46 | 262,943.52 | 276,745.40 | 290,821.18 | 283,665.25 | 229,208.59 |
| NS Parts Not Sold | 60,587.79 | 66,773.26 | 30,468.20 | 13,745.85 | 13,463.64 | 29,582.34 |
| New Obsolescence | | | | | | |
| Stock 9 Months | 6,920.91 | 27,480.02 | 13,473.51 | 6,488.93 | 4,623.66 | 9,772.52 |
| NS Parts 2 Months | 22,142.39 | 10,872.55 | 15,423.76 | 7,272.83 | 3,780.19 | 7,724.57 |
| Early Phase In | | | | | | |
| NS Parts With YRSL > 2 | 3,226.55 | 1,194.85 | 934.16 | 0.00 | 3,349.72 | 380.51 |
| True Turn | 2.80 | 3.47 | 4.07 | 2.08 | 3.31 | 1.97 |
| Purchase to Stock Ratio | | | | | | |
| By Number of Parts | 83.56 | 80.27 | 74.59 | 81.84 | 80.74 | 66.33 |
| By Piece | 93.69 | 93.83 | 83.56 | 94.89 | 91.17 | 82.70 |
| By Cost | 80.87 | 87.21 | 85.62 | 62.58 | 87.21 | 73.89 |
| Sales Closing Ratio | | | | | | |
| By Number of Parts | 95.62 | 94.42 | 93.80 | 95.37 | 98.02 | 97.56 |
| By Piece | 98.76 | 98.86 | 98.64 | 99.09 | 99.57 | 99.35 |
| By Cost | 84.94 | 89.72 | 82.20 | 95.46 | 95.32 | 92.68 |
| Demand Filled from Stock Ratio | | | | | | |
| By Number of Parts | 83.04 | 78.75 | 73.17 | 79.39 | 83.29 | 64.72 |
| By Piece | 93.47 | 92.70 | 85.34 | 93.24 | 90.88 | 84.51 |
| By Cost | 69.69 | 75.81 | 71.69 | 50.60 | 82.42 | 61.26 |
| NS Parts Sales Efficiency | 98.32 | 96.16 | 135.80 | 82.46 | 71.69 | 105.33 |