

WOBURN TOYOTA
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

	MARCH 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	21,393	65,080	21,693	261,922	21,827
Parts Pieces	47,034	142,015	47,338	502,315	41,860
Parts Cost	679,214.78	1,993,660.84	664,553.61	7,539,628.22	628,302.35
Parts With Negative OH	-640.06	-1,912.28	-637.43	-6,742.77	-561.90
Core/Exchange	4,098.00	11,993.00	3,997.67	45,835.00	3,819.58
Gross Sales	789,277.40	2,037,416.45	679,138.82	7,989,584.13	665,798.68
Net Sales	689,208.55	1,777,379.31	592,459.77	6,899,791.45	574,982.62
Lost Sales	3,210.25	177,553.28	59,184.43	266,299.93	22,191.66
Outstanding Orders	111,871.81	297,286.61	99,095.54	706,041.84	58,836.82
Total Receipts	701,581.93	1,794,345.72	598,115.24	7,065,913.50	588,826.13
Customer Orders	286,033.00	702,988.59	234,329.53	2,578,155.40	214,846.28
Emergency Purchases	4,456.33	8,318.65	2,772.88	35,203.13	2,933.59
Net Adjustments	-3,409.99	-9,005.73	-3,001.91	-7,482.48	-623.54
Net Appreciation	1,100.55	7,716.50	2,572.17	24,893.74	2,074.48
NS Parts					
Number of Parts	12,289	35,535	11,845	159,101	13,258
Parts Pieces	1,359	4,211	1,404	25,683	2,140
Parts Cost	79,510.05	211,227.14	70,409.05	1,048,649.69	87,387.47
Gross Sales	218,726.83	539,481.07	179,827.02	2,056,962.16	171,413.51
Net Sales	185,294.69	451,685.25	150,561.75	1,753,270.95	146,105.91
Lost Sales	2,546.46	86,874.90	28,958.30	163,258.77	13,604.90
Outstanding Orders	33,271.32	86,426.97	28,808.99	212,180.18	17,681.68
Receipts	201,585.49	477,825.35	159,275.12	1,839,051.43	153,254.29
Inventory Movement - Sales					
0 to 3 Months	500,062.38	1,468,050.72	489,350.24	5,579,111.28	464,925.94
4 to 6 Months	82,300.17	243,623.70	81,207.90	857,262.64	71,438.55
7 to 12 Months	52,007.75	162,252.26	54,084.09	590,967.25	49,247.27
Over 12 Months	9,076.79	24,697.66	8,232.55	141,417.30	11,784.78
New Parts No Sales	35,767.69	95,036.50	31,678.83	370,869.75	30,905.81
Non-Productive Parts					
Excess Stock MNS < 12	187,169.06	537,191.91	179,063.97	1,793,717.66	149,476.47
Stock MNS > 11	9,407.99	28,789.47	9,596.49	159,521.93	13,293.49
NS Parts Not Sold	49,595.13	131,253.14	43,751.05	696,828.46	58,069.04
New Obsolescence					
Stock 9 Months	9,713.54	31,567.22	10,522.41	93,217.60	7,768.13
NS Parts 2 Months	22,580.05	55,450.21	18,483.40	240,801.12	20,066.76
Early Phase In					
NS Parts With YRSL > 2	11,016.94	33,720.09	11,240.03	265,165.10	22,097.09
True Turn					
Purchase to Stock Ratio	7.04		6.42		6.82
By Number of Parts	41.10		42.45		42.00
By Piece	85.19		88.39		88.45
By Cost	58.59		60.35		63.01
Sales Closing Ratio					
By Number of Parts	99.23		93.27		96.74
By Piece	99.85		98.00		99.24
By Cost	99.53		90.91		96.28
Demand Filled from Stock Ratio					
By Number of Parts	41.10		41.48		39.09
By Piece	86.50		85.50		87.11
By Cost	57.58		54.53		59.81
NS Parts Sales Efficiency	108.50		112.90		111.84

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	JANUARY 2022	FEBRUARY 2022	MARCH 2021	APRIL 2021	MAY 2021	JUNE 2021
Number of Parts	22,905	20,782	19,466	19,773	20,263	21,106
Parts Pieces	45,212	49,769	27,603	37,409	41,847	39,164
Parts Cost	645,266.70	669,179.36	487,655.69	512,588.81	573,085.52	575,932.54
Parts With Negative OH	-156.25	-1,115.97	-1,041.10	-653.35	-211.51	-165.83
Core/Exchange	4,145.00	3,750.00	3,018.00	3,054.00	3,966.00	2,420.00
Gross Sales	641,788.76	606,350.29	574,416.18	686,891.58	572,196.77	622,994.27
Net Sales	562,220.72	525,950.04	516,303.05	536,151.55	507,537.02	552,227.11
Lost Sales	127,700.62	46,642.41	2,610.15	2,483.57	31,946.28	8,160.58
Outstanding Orders	81,091.00	104,323.80	35,142.76	31,803.51	44,024.34	55,401.01
Total Receipts	548,132.01	544,631.78	515,468.96	551,078.26	569,027.10	553,657.94
Customer Orders	207,184.50	209,771.09	197,495.54	169,837.11	177,653.18	204,489.83
Emergency Purchases	939.69	2,922.63	2,577.73	1,313.21	4,501.85	4,497.89
Net Adjustments	-3,796.63	-1,799.11	-421.70	8,933.76	-1,899.57	-1,466.97
Net Appreciation	1,157.54	5,458.41	537.64	9,970.34	-239.83	3,218.53
NS Parts						
Number of Parts	11,518	11,728	11,933	14,508	12,958	13,413
Parts Pieces	1,408	1,444	1,342	4,725	1,767	1,737
Parts Cost	62,535.35	69,181.74	51,504.65	223,745.04	66,013.70	65,907.12
Gross Sales	150,662.61	170,091.63	144,692.65	252,686.68	136,199.23	145,904.66
Net Sales	127,490.49	138,900.07	125,492.40	214,188.63	119,360.14	126,451.17
Lost Sales	63,039.72	21,288.72	2,186.93	2,178.36	22,957.16	7,683.95
Outstanding Orders	19,076.51	34,079.14	6,538.67	12,932.22	11,062.61	13,272.12
Receipts	127,493.51	148,746.35	134,886.59	191,630.70	127,911.11	138,357.00
Inventory Movement - Sales						
0 to 3 Months	481,280.97	486,707.37	359,131.33	385,194.77	435,666.60	435,262.51
4 to 6 Months	75,401.26	85,922.27	55,545.69	53,691.71	56,465.00	55,360.58
7 to 12 Months	53,029.26	57,215.25	40,618.00	38,537.21	42,925.17	42,470.10
Over 12 Months	7,856.78	7,764.09	6,916.79	11,926.27	14,097.70	13,569.66
New Parts No Sales	27,698.43	31,570.38	25,443.88	23,238.85	23,931.05	29,269.69
Non-Productive Parts						
Excess Stock MNS < 12	169,468.69	180,554.16	115,144.17	90,927.84	134,784.62	130,155.32
Stock MNS > 11	9,974.85	9,406.63	11,129.48	12,453.15	13,479.30	15,214.92
NS Parts Not Sold	42,359.48	39,298.53	35,005.28	169,084.38	43,731.58	38,525.35
New Obsolescence						
Stock 9 Months	9,338.84	12,514.84	5,811.37	6,387.48	5,546.33	5,105.74
NS Parts 2 Months	16,592.40	16,277.76	10,370.23	37,300.61	14,909.57	13,741.38
Early Phase In						
NS Parts With YRSL > 2	9,460.04	13,243.11	3,056.11	132,342.80	19,071.81	11,451.66
True Turn	6.59	5.62	7.78	8.54	6.81	7.15
Purchase to Stock Ratio						
By Number of Parts	43.13	43.51	40.58	40.24	45.09	39.95
By Piece	90.16	89.55	85.91	91.75	90.14	87.50
By Cost	62.03	60.94	61.18	68.94	67.98	62.25
Sales Closing Ratio						
By Number of Parts	86.64	94.14	98.99	99.22	93.71	98.34
By Piece	95.38	98.57	99.82	99.88	98.60	99.73
By Cost	81.49	91.85	99.49	99.53	94.07	98.54
Demand Filled from Stock Ratio						
By Number of Parts	41.21	42.26	38.61	37.92	33.44	36.93
By Piece	83.90	86.02	88.02	88.46	87.05	88.41
By Cost	51.32	54.70	60.94	67.76	60.31	61.25
NS Parts Sales Efficiency	118.17	114.35	107.26	131.86	106.47	105.45

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	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	21,912	22,266	22,466	22,876	23,079	23,101
Parts Pieces	40,797	38,621	39,323	39,996	42,169	40,974
Parts Cost	615,690.24	630,732.85	663,317.89	659,147.27	653,276.05	662,196.21
Parts With Negative OH	-1,196.00	-1,146.10	-642.15	-47.96	-1,248.71	-518.88
Core/Exchange	2,738.00	4,863.00	4,696.00	4,111.00	3,688.00	4,306.00
Gross Sales	657,818.27	634,891.65	674,001.83	738,098.56	643,481.08	721,793.67
Net Sales	594,177.16	539,611.39	595,158.23	632,205.77	566,259.51	599,084.40
Lost Sales	13,061.55	11,278.33	7,416.30	5,054.30	5,472.18	3,873.26
Outstanding Orders	48,100.62	60,097.05	56,627.46	32,120.47	39,720.39	40,860.38
Total Receipts	634,130.15	555,466.30	621,979.81	632,446.11	555,896.30	597,885.81
Customer Orders	234,736.74	209,348.68	239,599.50	229,709.20	188,423.67	221,368.90
Emergency Purchases	2,587.75	2,112.44	3,638.40	2,543.08	2,483.98	3,205.88
Net Adjustments	-3,690.09	-4,384.04	1,753.11	-6,776.84	-2,469.05	11,522.94
Net Appreciation	2,253.21	657.60	3,338.18	2,609.83	1,750.42	2,618.96
NS Parts						
Number of Parts	13,620	13,594	13,703	13,824	13,963	13,983
Parts Pieces	2,118	2,235	2,231	1,836	2,519	2,304
Parts Cost	72,625.44	76,126.96	83,365.94	86,698.79	89,996.52	72,943.04
Gross Sales	165,121.27	143,462.08	150,151.42	177,721.41	161,145.13	185,089.21
Net Sales	148,091.10	127,572.16	127,006.86	142,769.85	138,997.83	157,147.96
Lost Sales	12,695.20	10,780.22	7,116.05	4,320.05	4,900.29	3,752.59
Outstanding Orders	10,162.08	18,502.04	23,539.49	13,088.42	11,301.60	11,892.63
Receipts	162,529.86	142,526.78	142,951.33	163,557.61	145,222.15	146,539.54
Inventory Movement - Sales						
0 to 3 Months	455,708.52	456,651.75	479,462.83	471,723.81	486,570.93	504,818.84
4 to 6 Months	67,847.65	74,398.46	86,082.03	79,534.98	73,257.28	67,001.25
7 to 12 Months	44,673.40	54,340.22	47,931.78	52,430.03	51,700.95	53,706.13
Over 12 Months	15,184.12	12,384.13	13,413.91	17,571.96	8,737.01	9,834.88
New Parts No Sales	32,276.55	32,958.29	36,427.34	37,886.49	33,009.88	26,835.11
Non-Productive Parts						
Excess Stock MNS < 12	138,114.11	145,034.67	151,818.52	147,613.64	152,894.84	165,182.18
Stock MNS > 11	16,404.73	14,361.69	17,304.37	20,224.74	10,437.04	10,852.52
NS Parts Not Sold	45,554.90	49,457.31	53,305.70	54,120.61	63,020.10	48,775.39
New Obsolescence						
Stock 9 Months	7,984.55	6,212.71	6,366.21	7,696.61	6,216.04	10,134.71
NS Parts 2 Months	20,716.99	17,938.79	20,053.99	20,034.27	23,523.54	17,131.77
Early Phase In						
NS Parts With YRSL > 2	10,569.95	12,362.81	12,968.41	10,547.32	11,185.79	10,944.46
True Turn	6.96	6.24	6.37	7.28	6.89	6.79
Purchase to Stock Ratio						
By Number of Parts	42.81	41.04	38.56	41.39	43.78	43.77
By Piece	88.86	86.20	85.63	87.54	89.81	86.74
By Cost	62.57	61.93	60.89	63.27	65.65	62.43
Sales Closing Ratio						
By Number of Parts	97.80	97.84	98.62	99.13	98.99	99.05
By Piece	99.66	99.58	99.77	99.87	99.79	99.83
By Cost	97.84	97.95	98.76	99.20	99.04	99.35
Demand Filled from Stock Ratio						
By Number of Parts	37.76	39.19	33.31	38.36	42.86	43.18
By Piece	87.70	87.09	86.27	86.93	88.70	88.06
By Cost	58.76	59.56	58.40	62.76	65.65	62.11
NS Parts Sales Efficiency	101.59	100.65	105.03	108.65	110.96	126.30