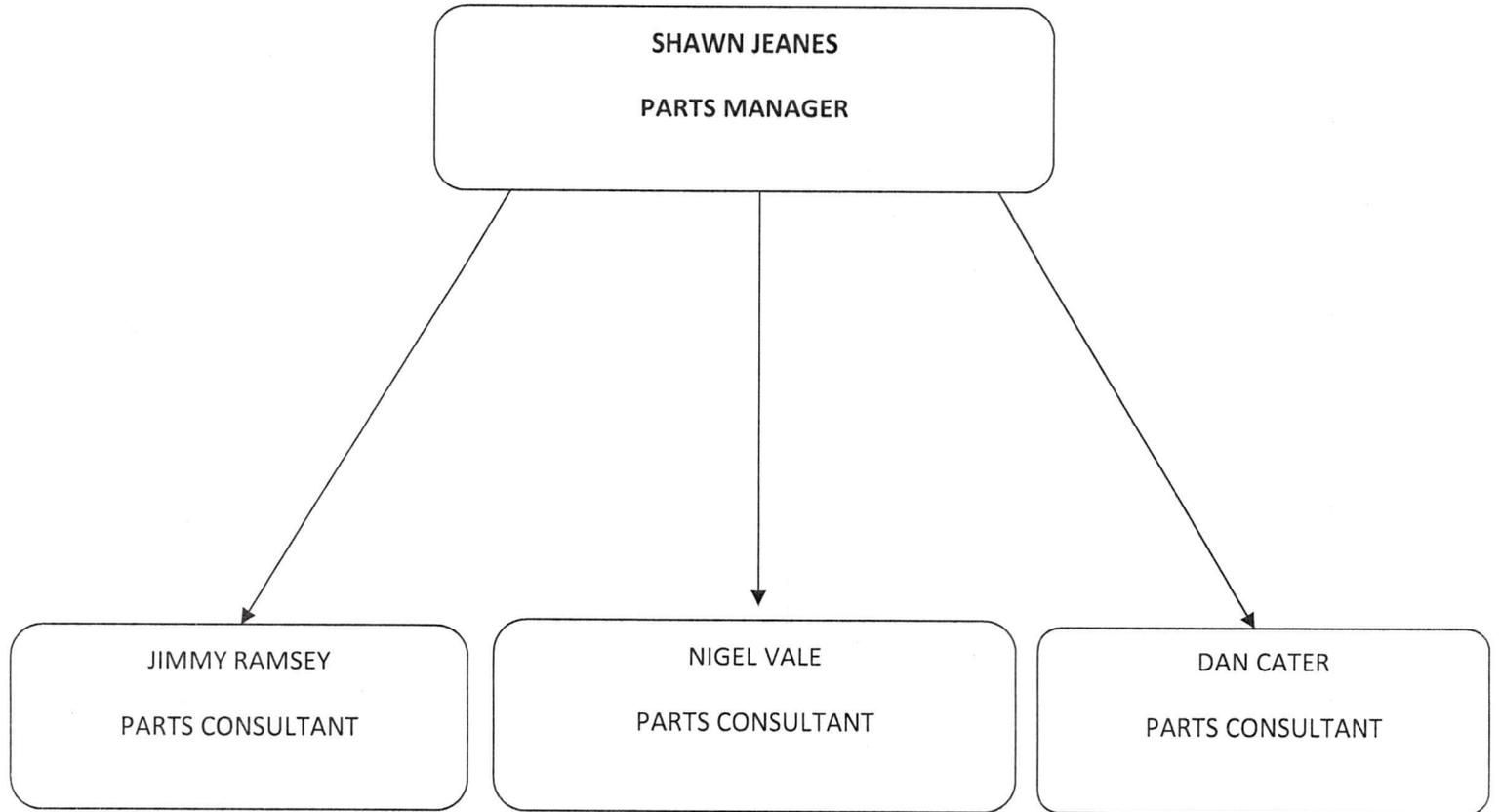


## DEALERSHIP ORGANIZATIONAL CHART – PARTS



## SHAWN JEANES, PARTS DIRECTOR – PELTIER NISSAN

CHECK IN NISSAN PARTS DAILY, NOTIFY ADVISOR AND TECH

CHECK IN AND STOCK VENDOR PARTS AND SUPPLIES

CREATE, REVIEW, AND SUBMIT SPECIAL ORDER PARTS SEVERAL TIMES DAILY

REVIEW AND PRINT PARTS AND MISC. INVOICES FOR ACCOUNTING DAILY

REVIEW SHIPPING, BACK ORDER, AND SLOW MOVING PARTS REPORTS DAILY

ADD VOR FREIGHT CHARGES TO RO'S AND INVOICES DAILY

CHECK FOR DEALER TO DEALER PARTS REQUESTS FROM NISSAN AND PULL PARTS TO SHIP TO APPROPRIATE DEALERS DAILY

MANUALLY ORDER OIL CASES, CHEMICALS, BATTERIES, AND NISSAN GEAR WEEKLY

VISUALLY VERIFY COUNT OF FAST MOVING PARTS (OIL, AIR, CABIN & FUEL FILTERS, WIPERS, BG PRODUCTS, RECALL PARTS) WEEKLY

LOCATE AND BIN LABEL SPECIAL ORDERED AND RETURNED PARTS REGULARLY

CHECK PARTS STATUS OF NEW RECALLS AND PROACTIVELY ORDER PARTS

PROCESS NISSAN WARRANTY PART RETURN REQUESTS AND SHIP TO NISSAN DAILY

CREATE PARTS SHEETS FOR PARTS SPECIAL ORDERED BY ADVISORS AND MAKE SURE THEY ARE RETURNED WITH A STATUS WEEKLY

COORDINATE WITH BDC (MONSE) TO ENSURE APPOINTMENTS WITH A RECALL WILL HAVE PARTS RESERVED FOR THEM DAILY

ORDER AND MAINTAIN A STOCK OF NISSAN-APPROVED UNIFORMS FOR CUSTOMER-FACING EMPLOYEES

RETURN CORES FOR CREDIT (ENGINES, RADIOS, TRANSMISSIONS, AND VARIOUS ELECTRONIC PARTS) DAILY

CLAIM AND PROCESS DAMAGED AND MISBOXED PARTS FOR RETURN AND CREDIT

CREATE TIRE DISPLAYS IN CUSTOMER-HEAVY AREAS TO PROMOTE THE SALE OF TIRES

RETURN UNNEEDED TIRES WHEN NECESSARY

REVIEW AGE OF TIRE INVENTORY WITH NISSAN DEALER TIRE REP PRESENT QUARTERLY

ORDER TOOLS AND SUPPLIES FOR THE SHOP DAILY

ENSURE THAT ALL PARTS EMPLOYEES ARE UP TO DATE WITH NISSAN TRAINING REGULARLY

SUBMIT 10 OLDEST PARTS ASSETS TO GM MONDAY BY 10AM

SUBMIT SALES, LOST SALES, FILL RATE, OBSOLESCENCE, PARTS INVESTMENT, AND BACK ORDERS TO GM MONDAY BY 6PM

SUBMIT ALL PROMOTIONAL CLAIMS FOR TIRES AND OIL CHANGES TO NISSAN FOR REIMBURSEMENT QUARTERLY

CREATE CURRENT ACCESSORY DISPLAY BOARDS IN COMPLIANCE WITH NISSAN GUIDELINES

CREATE AND LAMINATE SIGNAGE TO PROMOTE THE SALE OF SERVICE AND PARTS

MANAGE OBSOLESCENCE AND UNPROTECTED PARTS DAILY

PERFORM PERPETUAL INVENTORY AND CLEAN SHELVES REGULARLY (2.3 BINS/DAY)

CREATE WARRANTY PART RETURN LABELS AND ENSURE THEIR USE TO COMPLY WITH NISSAN 10-BIN SYSTEM

VERIFY WARRANTY CLAIMS PAYMENT OF WARRANTY RETURNED PARTS AND DISCARD MONTHLY

BEFORE OPEN OF BUSINESS ON 1<sup>ST</sup> OF MONTH VERIFY COUNT OF BULK OIL AND TIRES FOR ACCOUNTING

ON 1<sup>ST</sup> OF MONTH SUBMIT AND PULL PART RETURN, REMOVE FROM INVENTORY, AND PREPARE FOR TRANSPORT

CONDUCT WEEKLY PARTS EMPLOYEE TRAINING ON PHONE SKILLS, GREETINGS, SPECIAL ORDER PARTS, AND SERVICE PROCESSES

ASSIST AND TRAIN OTHER PELTIER PARTS MANAGERS WITH ANY ISSUES OR CONCERNS

ASSIST SERVICE MANAGERS AND ADVISORS WITH ANY ISSUES EVEN IF NOT ASSOCIATED WITH PARTS DAILY

PROVIDE PELTIER LICENSE PLATE FRAMES, PINK PLATES, DECALS AND STICKERS TO ALL TYLER DEALERS

PROVIDE SECURE STORAGE, TRANSIT OF GOODS, AND MAIL SERVICE FOR ALL DEPARTMENTS AND DEALERS

# McGavock Nissan of Rockwall

1700 E. Interstate30,  
Rockwall, TX, 75086  
www.mcgavocknissanrockwall.com



<b>SOLD TO</b>	<b>SHIPPED TO</b>
PELTIER NISSAN 3201 WSW LOOP 323 TYLER, TX 75701	
903-561-7300	903-561-7300

**RETURN POLICY:** No returns on electrical or special order items. All claims and returned goods must be accompanied by this invoice.  
A restocking charge will be applied on all merchandise returned for credit. No returns after 30 days.

**DISCLAIMER OF WARRANTIES:** All warranties on the products sold hereby are those made by the manufacturer. The seller, MCGAVOCK NISSAN OF ROCKWALL, hereby expressly disclaims all warranties, either expressed or implied, including any implied warranty of merchantability or fitness for a particular purpose, and MCGAVOCK NISSAN OF ROCKWALL, neither assumes nor authorizes any other person to assume for it any liability in connection with the sale of said products. Any limitation contained herein does not apply where prohibited by law.

<b>YOUR PURCHASE ORDER</b>		<b>TERMS</b>		<b>INVOICE DATE</b>		<b>INVOICE NUMBER / PG.</b>	
		Payment Due Upon Receipt		02/23/22		5004410 1	
<b>SHIP VIA</b>				<b>SALESPERSONS NAME</b>			
Will Call				David Simmons			
<b>QTY.</b>	<b>DESCRIPTION</b>	<b>SOURCE</b>	<b>LIST</b>	<b>NET</b>	<b>AMOUNT</b>		
1	807319PG0B : MOTOR ASSY - REGULAT <del>XXXXXXXXXXXXXXXXXXXX</del> <del>XXXXXXXXXXXXXXXXXXXX</del> shawn@peltier.net	1056	418.55	334.84	334.84		
MCGAVOCK NISSAN OF ROCKWALL 1700 EAST INTERSTATE 30 ROCKWALL, TX 75087 (972) 951-9888		<b>SALE</b> REF#: 0001372 RRN: 250100005 170613 CVC: M Manual CNP **/*		AMOUNT \$362.46 APPROVED CUSTOMER COPY			
MID: 520004194811 TID: 002 Batch #: 054001 02/23/22 APPR CODE: 239950 AMEX *****2049							
<b>DATE PRINTED</b>	02/23/22	<b>TIME</b>	16:56:29	<b>SERVICES OR EQUIPMENT</b>		334.84	
PARTS DEPARTMENT HOURS 7:00 a.m. to 7:00 p.m. Mon - Fri 7:00 a.m. to 4:00 p.m. Sat <h2 style="margin-top: 20px;">Thank You!</h2> NO RETURN ON ELECTRICAL OR SAFETY ITEMS OR SPECIAL ORDERS.				<b>SHIPPING</b>			
				<b>C.O.D. CHARGE</b>			
				<b>SALES TAX OR TAX I.D.</b>		27.62	
				<b>DEPOSIT ON CONTRACT</b>			
				<b>TOTAL</b>		362.46	
				** Initial Invoice **			
X							

1433 S. Medford Drive  
 Lufkin, TX 75901  
 Phone 936-634-4488  
 Fax 936-634-2968  
 LovingNissan.com



- 20% RESTOCKING CHARGE ON APPROVED RETURNS
- NO REFUNDS AFTER 15 DAYS
- NO RETURN ON ELECTRIC PARTS
- NO RETURN ON SPECIAL ORDER PARTS
- NO REFUND WITHOUT THIS INVOICE

INVOICE NO. <b>129821</b>	CUSTOMER NO. <b>R0</b>	PO. #	CUSTOMER NAME <b>PELTIER NISSAN</b>	DATE <b>04/06/22</b>
			3201 S SW LOOP 323 TYLER TX 75701 P(903) 561-7300	

N5 (1) 1 13264-9N00A COVER ASSY-V 67.80 41.09 41.09

LOVING NISSAN  
 1433 S MEDFORD DR  
 LUFKIN, TX 75901  
 (936) 634-1000

**SALE**

MD: 6124 Store: 0001 Term: 0001  
 REF#: 00000008  
 Batch #: 037 RR#: 20967205024  
 04/06/22 12:23:11  
 Trans ID: D04688733675065  
 Ship-to Postal/Zip: 75901  
 APPR CODE: 227482  
 AMEX Manual CNP  
 \*\*\*\*\*2049

*AMEX*

AMOUNT \$55.72

PAID APR 06 2022

APPROVED

CUSTOMER COPY

Counterman 16

Freight	14.63
Parts	41.09
State Tax	.00
<b>Cash Total</b>	<b>55.72</b>

**DISCLAIMER OF WARRANTIES**  
 Any warranties on the product sold hereby are those made by the manufacturer. The seller hereby expressly disclaims all warranties other than those made by the manufacturer, including any implied warranty of merchantability, fitness for a particular purpose, and neither assumes nor authorizes any person to assume for it any liability in connection with the sale of said products. Any limitation contained herein does not apply where prohibited by law.

CUSTOMER SIGNATURE

**TERMS**  
 No returns on electrical or special order items. 20% restocking charge applied on all merchandise returned for credit or refund. No returns after 15 days or without this invoice.

\*129821\*

**129821** Customer Copy

00129821\*16



Returns and Accrual Information

Accrual Earnings		
Current Quarter	Apr-Jun 2022	\$19,350.96
Next Quarter	Jul-Sep 2022	\$13,958.50

4,5,6-(Must be used same month)	12-This amount gets deducted first-(4+5+6)
7-Accrual Earned Based On Parts Purchased from Prior Quarter	13-Earned Accrual deducted after Adjustments
8-Equals the sum of 4,5,6 and 7	14-Earned Accrual Not Used(7-13)
9-Over Accrual Allowance to be used if necessary subject to restock fee	15-Excess Accrual Allowance Used(9)
10-Total Allowance Available(equals the sum of 8 and 9)	16-75% of (14), 17-25% of (14)
11-MOQ Return Amount Submitted by Dealer	18-Value of parts rejected by the PDC(available for use next month)

Returns And Accrual Details

	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022
1 Return Period	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022
2 Return Due Date	01/07/2022	02/11/2022	03/04/2022	04/08/2022	05/06/2022	06/03/2022	07/01/2022	08/05/2022	09/02/2022	10/07/2022	11/04/2022	12/02/2022
3 Return Status	Completed	Completed	Completed	Completed	Parts Received With Discrepant							
4 Roll Over from Previous Month	\$0.22	\$0.01	\$0.00	\$0.06	\$0.19							
5 Rejected Parts Adjustments	\$0.00	\$0.00	\$75.16	\$0.00	\$109.11							
6 Manual Adjustments for Current Month	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00							
7 Monthly Accrual Earned	\$6,089.14	\$6,089.14	\$6,089.14	\$6,450.32	\$6,450.32							
8 Monthly Accrual Earned + All Adjustments + Rollover	\$6,089.36	\$6,089.15	\$6,164.30	\$6,450.38	\$6,559.62							
9 Excess Accrual Allowed(Subject to Restock Fee)	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00							
10 TOTAL ALLOWED TO BE SUBMITTED	\$7,089.36	\$7,089.15	\$7,164.30	\$7,450.38	\$7,559.62							
11 Total MOQ Return Amount Submitted	\$6,089.31	\$6,089.14	\$6,164.05	\$6,449.62	\$6,557.66							
12 Adjustment(Adjustments + Rollover + Rejected) Allowance Used	\$0.22	\$0.01	\$75.16	\$0.06	\$109.30							
13 Earned Accrual that has been Used	\$6,089.09	\$6,089.13	\$6,088.89	\$6,449.56	\$6,448.36							
14 Unused Allowance(Subject to Forfeit/Rollover)	\$0.05	\$0.01	\$0.25	\$0.76	\$1.96							
15 EXCESS ACCRUAL USED(Subject to FOREFIT AMOUNT(Unused Accrual x 75%))	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00							
16 FOREFIT AMOUNT(Unused Accrual x 75%)	\$0.04	\$0.01	\$0.19	\$0.57	\$1.47							
17 Roll Over to Next Month(Unused Accrual x 25%)	\$0.01	\$0.00	\$0.06	\$0.19	\$0.49							
18 Rejected Parts Amount(Add to Next Month,Row 5)	\$0.00	\$75.16	\$0.00	\$109.11	\$0.00							
19 ASR Return Suggested Amount	\$3,042.95	\$4,729.09	\$2,708.60	\$2,392.73	\$2,782.40							
20 ASR Return Submitted Amount	\$3,042.95	\$5,389.58	\$2,708.60	\$2,392.73	\$2,890.40							
21 Total Return Submitted Amount(MOQ + ASR)	\$9,132.26	\$11,478.72	\$8,872.65	\$8,842.35	\$9,448.06							

\* Some Values Are Subject To Change Once Return Is In Completed Status

⚠ Past Return Due Date

📄 Accrual Earnings Based On Current Quarter Invoiced Parts Sales(Updates Daily)

❌ Cancelled Return Status

📄 PDC Adjustments

Dates reported: 01MAY22 to 27MAY22

Output device: Report Printer

Sources to Report : ALL

Report Type: = Detail by Part Number

Special Status to Report: ALL

Sort Option: By Part Number

Detail or Totals: TOTALS

RO#..... PART NUMBER AND DESCRIPTION SO.. QORD QFIL TC SS YRSL OP-CODE... OPENDATE YEAR/MAKE./MODEL/VIN..... OSF SDF

GRAND TOTALS			STOCKING		NON-STOCKING	
	PARTS	%	PARTS	%	PARTS	%
TOTAL	5071	100.00%	4863	95.89%	208	4.10%
OSF	4120	81.24%	4120	100.00%		0.00%
SDF	4842	95.48%	4757	98.24%	85	1.75%
NON OSF	951	18.75%	743	78.12%	208	21.87%
NON SDF	229	4.51%	106	46.28%	123	53.71%
GRAND TOTALS			STOCKING		NON-STOCKING	
	PARTS	%	PARTS	%	PARTS	%
TOTAL	5071	100.00%	4863	95.89%	208	4.10%
OSF	4120	81.24%	4120	100.00%	0	0.00%
SDF	4842	95.48%	4757	98.24%	85	1.75%
NON OSF	951	18.75%	743	78.12%	208	21.87%
NON SDF	229	4.51%	106	46.28%	123	53.71%

PELTIER NISSAN PARTS  
 MONTHLY SUMMARY REPORT

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
<b>Inventory Balance</b>	8,697		25,618		397,544.21	
Active Parts	3,244	37.30	24,506	95.65	343,263.59	86.34
NS Parts	4,849	55.75	793	3.09	39,628.84	9.96
MO Parts						
AP Parts	523	6.01	161	0.62	6,406.52	1.61
DP Parts	79	0.90	158	0.61	8,245.26	2.07
SP Parts						
DEL Parts	2	0.02				
Parts With No Cost	66	0.75	2	0.00		
Parts With Negative On-Hand	38	0.43	92		-2,441.66	
Core/Exchange	53	0.60	75	0.29	25,340.00	
Memos On File	2,720					
Parts Added	398	4.57	59	0.23	3,827.46	0.96
Active Parts	10	2.51				
NS Parts	386	96.98	59	100.00	3,827.46	100.00
MO Parts						
AP Parts	1	0.25				
DP Parts	1	0.25				
SP Parts						
Parts & Memos Deleted	553					
Inventory Movement - Sales						
0 to 3 Months	2,578	29.64	23,203	90.57	271,137.53	68.20
4 to 6 Months	1,036	11.91	1,440	5.62	58,669.57	14.75
7 to 12 Months	1,621	18.63	770	3.00	50,499.15	12.70
Over 12 Months	1,293	14.86	102	0.39	6,585.97	1.65
New Parts No Sales	2,169	24.93	103	0.40	10,651.99	2.67
Inventory Movement - Receipts						
0 to 3 Months	2,158	24.81	15,298	59.71	279,341.38	70.26
4 to 6 Months	927	10.65	1,836	7.16	47,464.65	11.93
7 to 12 Months	1,487	17.09	4,082	15.93	49,539.51	12.46
Over 12 Months	1,609	18.50	4,399	17.17	21,190.12	5.33
New Parts No Receipts	2,516	28.92	3	0.01	8.55	0.00
Outstanding Orders	308	3.54	986		101,981.68	
Stockorders	167	54.22	702	71.19	54,883.94	53.81
Supplemental Orders						
Customer Orders	153	49.67	283	28.70	47,070.28	46.15
Backorders	1	0.32	1	0.10	27.46	0.02
Stockorder Backorders	1	0.32	1	0.10	27.46	0.02
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2021	JUNE 2021
Number of Parts	8,710	8,628	8,755	8,866	8,623	8,820
Parts Pieces	22,092	22,602	29,392	27,514	23,892	25,216
Parts Cost	346,851.43	355,094.42	371,194.18	386,255.05	329,834.47	336,172.69
Parts With Negative OH	-1,983.13	-3,287.26	-3,658.13	-3,787.17	-3,979.85	-3,936.80
Core/Exchange	18,400.00	20,000.00	20,875.00	21,250.00	24,925.00	21,675.00
Gross Sales	236,079.14	208,619.83	298,949.34	277,839.73	262,808.29	240,058.81
Net Sales	208,032.20	182,646.40	251,973.45	248,870.38	194,914.33	220,193.69
Lost Sales	43,339.85	47,726.50	85,034.93	48,733.45	60,213.85	40,208.25
Outstanding Orders	104,118.32	101,017.92	103,982.86	109,895.36	82,267.77	87,007.17
Total Receipts	204,270.10	186,753.73	273,487.30	268,927.83	204,318.29	233,933.05
Customer Orders	70,801.65	60,941.07	95,125.88	109,740.47	84,871.33	95,869.25
Emergency Purchases	1,422.86	406.24	1,236.45	1,144.55	808.99	1,646.26
Net Adjustments	5,470.03	-4,748.29	1,224.26	-1,252.01	825.09	93.61
Net Appreciation	5,808.01	18,434.58	1,284.06	4,728.75	1,324.68	-7.93
NS Parts						
Number of Parts	5,081	4,951	5,123	4,961	5,532	5,546
Parts Pieces	1,094	813	651	1,166	1,095	833
Parts Cost	43,665.18	43,355.98	33,596.02	35,572.53	44,460.45	42,944.64
Gross Sales	55,245.65	50,359.45	69,838.37	67,958.46	65,058.32	63,726.26
Net Sales	49,712.04	43,557.12	61,189.38	59,206.70	58,458.29	59,698.46
Lost Sales	20,695.49	28,058.32	33,818.90	29,252.90	25,097.30	18,513.71
Outstanding Orders	14,212.27	10,894.83	13,760.66	9,628.55	15,541.70	12,769.15
Receipts	54,586.47	43,731.32	63,746.62	68,454.95	64,968.53	66,821.51
Inventory Movement - Sales						
0 to 3 Months	225,959.61	233,640.62	255,324.27	253,446.77	210,914.60	231,191.94
4 to 6 Months	66,955.00	67,929.76	53,537.10	58,469.39	50,631.07	48,511.08
7 to 12 Months	32,007.93	36,509.21	48,699.94	56,942.50	51,184.11	39,746.80
Over 12 Months	8,094.24	7,439.18	5,248.76	7,262.91	1,504.68	1,401.92
New Parts No Sales	13,834.65	9,575.65	8,384.11	10,133.48	15,600.01	15,320.95
Non-Productive Parts						
Excess Stock MNS < 12	149,392.25	148,617.12	170,174.91	178,502.96	145,245.64	150,986.40
Stock MNS > 11	6,569.40	8,770.39	6,216.89	8,231.81	1,772.31	653.00
NS Parts Not Sold	33,632.98	39,014.23	26,081.14	25,889.04	34,126.20	35,823.35
New Obsolescence						
Stock 9 Months	6,558.31	4,575.86	6,911.56	8,164.43	10,256.04	9,551.51
NS Parts 2 Months	4,695.67	13,365.33	2,341.26	5,459.55	6,313.84	5,315.55
Early Phase In						
NS Parts With YRSL > 2	3,923.83	12,121.02	2,930.40	2,419.29	5,885.86	4,471.50
True Turn	4.70	4.10	5.03	4.29	3.97	4.38
Purchase to Stock Ratio						
By Number of Parts	54.53	52.35	45.67	52.44	54.60	51.04
By Piece	94.49	95.47	96.27	93.61	93.67	95.29
By Cost	64.64	67.15	64.76	58.76	58.06	58.31
Sales Closing Ratio						
By Number of Parts	81.21	78.02	75.79	78.50	74.54	76.86
By Piece	96.91	96.79	95.14	96.62	95.58	96.67
By Cost	82.75	79.28	74.76	83.62	76.39	84.55
Demand Filled from Stock Ratio						
By Number of Parts	46.91	42.22	36.61	38.71	38.72	37.64
By Piece	92.86	92.30	90.44	91.55	90.46	91.80
By Cost	54.02	52.65	46.17	46.36	42.81	47.11
NS Parts Sales Efficiency	101.20	115.15	109.55	99.27	100.13	95.36

PELTIER NISSAN PARTS  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	8,903	8,995	8,925	8,866	8,797	8,726
Parts Pieces	23,509	23,289	25,221	21,863	19,524	25,199
Parts Cost	338,520.15	337,174.06	357,748.33	358,919.68	356,619.03	347,083.14
Parts With Negative OH	-3,607.48	-4,463.05	-7,477.30	-8,095.66	-6,000.35	-562.02
Core/Exchange	21,690.00	20,620.00	23,850.00	23,025.00	22,100.00	19,555.00
Gross Sales	229,079.13	245,050.40	285,726.68	301,736.40	199,575.30	262,025.42
Net Sales	198,222.96	221,588.91	197,259.14	202,676.21	169,406.48	232,734.07
Lost Sales	40,039.24	55,557.87	73,897.02	46,302.66	41,282.33	46,640.46
Outstanding Orders	81,063.72	102,032.33	91,640.57	98,220.03	98,713.47	99,955.98
Total Receipts	213,569.66	235,846.98	232,481.75	207,642.23	178,752.92	236,517.76
Customer Orders	80,330.81	74,151.30	69,948.27	72,313.83	53,991.54	84,733.97
Emergency Purchases	736.47	505.31	736.39	1,256.53	436.84	1,834.37
Net Adjustments	-4,968.45	-8,588.00	-10,413.86	-785.06	-2,295.82	-1,764.67
Net Appreciation	3,120.83	502.77	11.19	5,686.46	3,306.05	1,545.92
NS Parts						
Number of Parts	5,509	5,503	5,371	5,325	5,141	5,144
Parts Pieces	935	1,189	1,263	960	884	764
Parts Cost	46,772.02	52,422.72	50,365.84	48,336.85	45,918.73	41,010.06
Gross Sales	59,992.41	59,702.91	55,539.87	56,514.61	49,742.10	61,995.80
Net Sales	48,778.87	53,638.90	50,616.95	51,088.24	42,803.14	53,050.71
Lost Sales	18,628.92	27,387.61	18,979.78	17,136.05	25,876.44	19,641.37
Outstanding Orders	6,888.60	9,625.67	7,001.24	12,520.67	10,759.07	11,027.41
Receipts	60,022.67	65,240.97	56,807.31	59,221.21	49,279.38	58,783.32
Inventory Movement - Sales						
0 to 3 Months	237,162.57	237,985.72	259,570.22	257,640.65	251,230.99	233,534.86
4 to 6 Months	45,752.73	38,468.64	45,428.87	39,111.19	46,732.33	64,336.35
7 to 12 Months	37,389.57	41,214.07	34,938.50	36,972.04	34,038.72	29,708.16
Over 12 Months	1,108.76	2,255.05	1,164.20	3,777.36	6,057.41	5,143.11
New Parts No Sales	17,106.52	17,250.58	16,646.54	21,418.44	18,559.58	14,360.66
Non-Productive Parts						
Excess Stock MNS < 12	145,586.67	156,582.58	166,972.77	159,369.01	163,083.13	155,462.29
Stock MNS > 11	1,761.86	1,791.84	1,071.23	2,786.67	4,808.69	5,875.77
NS Parts Not Sold	39,687.00	35,775.42	36,963.91	33,846.20	36,863.01	33,322.08
New Obsolescence						
Stock 9 Months	6,789.29	4,399.14	8,753.60	7,861.64	3,939.86	5,769.98
NS Parts 2 Months	6,372.93	3,400.37	6,595.24	5,341.94	7,940.23	6,640.52
Early Phase In						
NS Parts With YRSL > 2	4,585.06	10,027.25	8,811.16	5,936.74	2,366.26	4,024.09
True Turn	4.15	5.23	4.25	4.32	3.87	5.05
Purchase to Stock Ratio						
By Number of Parts	55.54	52.77	57.00	52.28	58.76	53.54
By Piece	95.59	94.57	96.38	94.53	94.93	95.81
By Cost	62.04	68.34	69.59	64.56	69.55	63.39
Sales Closing Ratio						
By Number of Parts	76.30	77.30	77.24	81.74	80.02	80.66
By Piece	97.29	96.36	96.51	97.13	97.15	96.83
By Cost	83.19	79.95	72.74	81.40	80.40	83.30
Demand Filled from Stock Ratio						
By Number of Parts	41.98	37.80	43.34	42.78	47.50	44.06
By Piece	93.62	91.23	92.68	93.13	93.02	92.35
By Cost	49.17	53.01	46.67	51.85	54.57	52.31
NS Parts Sales Efficiency	99.94	91.51	97.76	95.42	100.93	105.46

PELTIER NISSAN PARTS  
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	MAY 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	8,697	43,656	8,731	105,688	8,807
Parts Pieces	25,618	127,218	25,444	291,039	24,253
Parts Cost	397,544.21	1,856,939.29	371,387.86	4,289,176.37	357,431.36
Parts With Negative OH	-2,441.66	-15,157.35	-3,031.47	-49,300.01	-4,108.33
Core/Exchange	25,340.00	105,865.00	21,173.00	258,380.00	21,531.67
Gross Sales	272,279.61	1,293,767.65	258,753.53	3,057,019.79	254,751.65
Net Sales	208,391.77	1,099,914.20	219,982.84	2,541,995.66	211,832.97
Lost Sales	40,340.51	265,175.24	53,035.05	609,103.07	50,758.59
Outstanding Orders	101,981.68	520,996.14	104,199.23	1,179,629.41	98,302.45
Total Receipts	230,147.39	1,163,586.35	232,717.27	2,702,330.70	225,194.23
Customer Orders	86,415.11	423,024.18	84,604.84	954,363.15	79,530.26
Emergency Purchases	6,690.55	10,900.65	2,180.13	18,052.82	1,504.40
Net Adjustments	-3,415.34	-2,721.35	-544.27	-31,443.60	-2,620.30
Net Appreciation	3,544.29	33,799.69	6,759.94	47,964.98	3,997.08
NS Parts					
Number of Parts	4,849	24,965	4,993	62,504	5,209
Parts Pieces	793	4,517	903	11,345	945
Parts Cost	39,628.84	195,818.55	39,163.71	523,589.41	43,632.45
Gross Sales	59,956.37	303,358.30	60,671.66	710,572.26	59,214.36
Net Sales	51,001.00	264,666.24	52,933.25	624,341.51	52,028.46
Lost Sales	17,901.59	129,727.20	25,945.44	275,891.08	22,990.92
Outstanding Orders	6,347.72	54,844.03	10,968.81	125,435.84	10,452.99
Receipts	61,324.95	291,844.31	58,368.86	708,020.68	59,001.72
Inventory Movement - Sales					
0 to 3 Months	271,137.53	1,239,508.80	247,901.76	2,947,825.75	245,652.15
4 to 6 Months	58,669.57	305,560.82	61,112.16	633,902.01	52,825.17
7 to 12 Months	50,499.15	224,658.73	44,931.75	478,666.59	39,888.88
Over 12 Months	6,585.97	34,631.06	6,926.21	55,538.87	4,628.24
New Parts No Sales	10,651.99	52,579.88	10,515.98	173,243.15	14,436.93
Non-Productive Parts					
Excess Stock MNS < 12	178,360.21	825,047.45	165,009.49	1,923,090.30	160,257.53
Stock MNS > 11	7,113.83	36,902.32	7,380.46	55,651.38	4,637.62
NS Parts Not Sold	28,791.14	153,408.53	30,681.71	405,689.50	33,807.46
New Obsolescence					
Stock 9 Months	11,603.01	37,813.17	7,562.63	84,878.19	7,073.18
NS Parts 2 Months	7,618.72	33,480.53	6,696.11	75,087.31	6,257.28
Early Phase In					
NS Parts With YRSL > 2	5,446.60	26,841.14	5,368.23	67,063.20	5,588.60
True Turn	3.48		4.30		4.39
Purchase to Stock Ratio					
By Number of Parts	52.79		51.45		53.11
By Piece	93.63		94.95		95.20
By Cost	59.54		62.70		64.01
Sales Closing Ratio					
By Number of Parts	77.69		78.20		78.39
By Piece	96.30		96.30		96.63
By Cost	83.78		80.57		80.67
Demand Filled from Stock Ratio					
By Number of Parts	39.67		40.72		41.45
By Piece	91.13		91.61		92.18
By Cost	46.34		48.78		49.81
NS Parts Sales Efficiency	97.76		103.94		100.36

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	888	10.21	13,233		272,279.61		5,548
Regular	888	100.00	13,233	100.00	272,279.61	100.00	5,548
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	203	2.33	404		40,340.51		225
Return Sales	181	2.08	2,710		63,887.84		287
Regular	181	100.00	2,710	100.00	63,887.84	100.00	287
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	733	8.42	8,883		230,147.39		1,148
Stockorders	344	46.93	2,240	25.21	75,767.25	32.92	569
Supplemental Orders							
Customer Orders	331	45.15	534	6.01	86,415.11	37.54	388
Emergency Purchases	15	2.04	31	0.34	6,690.55	2.90	20
Other Receipts	111	15.14	6,078	68.42	61,274.48	26.62	171
Overages							
Net Adjustments	43	0.49	515		-3,415.34		48
Plus	7	16.27	175	33.98	6,139.17		8
Minus	36	83.72	340	66.01	-9,554.51		40
Factory Returns	71	0.81	114		-9,255.68		72
Net Appreciation	126	1.44	4,198	16.38	3,544.29		199
Positive	117	92.85	4,180	99.57	3,745.01		186
Negative	9	7.14	18	0.42	-200.72		13
Parts Updated With Cost	7	0.08					7
Parts With Comments	17						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			708		44,268.20		566
Lost Sales							
Return Sales			42		1,816.27		32