

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	13,433		60,289		620,591.89	
Active Parts	3,043	22.65	52,223	86.62	333,166.33	53.68
NS Parts	8,463	63.00	1,832	3.03	129,601.81	20.88
MO Parts	54	0.40	2,429	4.02	21,521.32	3.46
AP Parts	1,870	13.92	3,803	6.30	136,099.39	21.93
DP Parts	1	0.00	2	0.00	203.04	0.03
SP Parts						
DEL Parts	2	0.01				
Parts With No Cost	584	4.34	1	0.00		
Parts With Negative On-Hand	44	0.32	68		-3,623.59	
Core/Exchange	18	0.13	54	0.08	10,693.00	
Memos On File	2,536					
Parts Added	622	4.63	90	0.14	4,345.73	0.70
Active Parts	4	0.64	4	4.44	18.36	0.42
NS Parts	614	98.71	84	93.33	4,279.59	98.47
MO Parts	4	0.64	2	2.22	47.78	1.09
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	629					
Inventory Movement - Sales						
0 to 3 Months	4,745	35.32	54,683	90.70	367,990.00	59.29
4 to 6 Months	1,519	11.30	1,422	2.35	68,200.36	10.98
7 to 12 Months	1,877	13.97	1,625	2.69	59,142.28	9.52
Over 12 Months	1,321	9.83	1,848	3.06	80,005.29	12.89
New Parts No Sales	3,971	29.56	711	1.17	45,253.96	7.29
Inventory Movement - Receipts						
0 to 3 Months	4,547	33.84	49,063	81.37	344,830.79	55.56
4 to 6 Months	1,640	12.20	2,334	3.87	85,469.29	13.77
7 to 12 Months	2,103	15.65	4,323	7.17	89,092.22	14.35
Over 12 Months	1,475	10.98	4,402	7.30	98,541.78	15.87
New Parts No Receipts	3,668	27.30	167	0.27	2,657.81	0.42
Outstanding Orders	457	3.40	2,707		126,889.02	
Stockorders	341	74.61	798	29.47	105,364.43	83.03
Supplemental Orders						
Customer Orders						
Backorders	153	33.47	1,909	70.52	21,524.59	16.96
Stockorder Backorders	152	33.26	1,899	70.15	21,367.29	16.83
Supplemntl Backorders						
Customer Backorders	1	0.21	10	0.36	157.30	0.12
Outstanding Forced Orders	5	0.03	12		467.48	

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	2,149	15.99	45,409		410,413.19		8,607
Regular	2,147	99.90	45,043	99.19	409,913.72	99.87	8,475
No History							
Drop Ship	24	1.11	366	0.80	499.47	0.12	132
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	8	0.05	50		958.20		8
Return Sales	710	5.28	2,864		86,387.37		1,046
Regular	710	100.00	2,864	100.00	86,387.37	100.00	1,046
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,626	12.10	23,909		318,362.35		2,298
Stockorders	1,218	74.90	5,854	24.48	178,743.04	56.14	1,640
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	544	33.45	18,055	75.51	139,619.31	43.85	658
Overages							
Net Adjustments	29	0.21	13,092		-3,061.20		30
Plus	10	34.48	12,604	96.27	8,587.96		11
Minus	19	65.51	488	3.72	-11,649.16		19
Factory Returns	120	0.89	334		-9,068.71		121
Net Appreciation	82	0.61	37,679	62.49	2,556.05		207
Positive	39	47.56	37,620	99.84	3,991.09		74
Negative	43	52.43	59	0.15	-1,435.04		133
Parts Updated With Cost	12	0.08					12
Parts With Comments	10						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			6		814.60		5
Lost Sales							
Return Sales			1		173.90		1

NEW CENTURY VOLKSWAGEN
 ANNUAL ACTIVITY & BENCHMARK TREND REPORT

Grand Total

	JULY 2022	YEAR-TO-DATE TOTAL	YEAR-TO-DATE AVERAGE	LAST 12 MONTHS TOTAL	LAST 12 MONTHS AVERAGE
Number of Parts	13,510	92,976	13,282	156,480	13,040
Parts Pieces	60,367	437,537	62,505	581,210	48,434
Parts Cost	646,301.89	4,467,300.13	638,185.73	7,776,598.49	648,049.87
Parts With Negative OH	-3,623.59	-57,528.63	-8,218.38	-276,503.34	-23,041.95
Core/Exchange	10,693.00	89,994.00	12,856.29	168,368.00	14,030.67
Gross Sales	379,828.01	2,594,756.74	370,679.53	4,372,582.06	364,381.84
Net Sales	298,068.05	2,109,685.95	301,383.71	3,505,241.17	292,103.43
Lost Sales	742.20	6,594.61	942.09	15,015.34	1,251.28
Outstanding Orders	126,889.02	772,498.11	110,356.87	1,161,852.08	96,821.01
Total Receipts	291,140.26	2,058,660.11	294,094.30	3,336,993.74	278,082.81
Customer Orders	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	123.55	17.65	352.55	29.38
Net Adjustments	-3,061.20	30,158.11	4,308.30	120,090.78	10,007.57
Net Appreciation	2,556.05	22,451.95	3,207.42	25,865.83	2,155.49
NS Parts					
Number of Parts	8,489	59,564	8,509	101,920	8,493
Parts Pieces	1,848	65,545	9,364	76,285	6,357
Parts Cost	135,976.81	992,342.69	141,763.24	1,736,782.97	144,731.91
Gross Sales	70,508.69	518,178.27	74,025.47	886,051.89	73,837.66
Net Sales	53,118.55	404,270.01	57,752.86	676,697.23	56,391.44
Lost Sales	484.00	2,660.27	380.04	9,199.39	766.62
Outstanding Orders	58,497.35	350,622.76	50,088.97	479,213.11	39,934.43
Receipts	61,530.09	453,969.45	64,852.78	776,104.91	64,675.41
Inventory Movement - Sales					
0 to 3 Months	367,990.00	2,604,178.67	372,025.52	4,682,220.11	390,185.01
4 to 6 Months	68,900.36	467,266.87	66,752.41	811,119.43	67,593.29
7 to 12 Months	59,342.28	484,425.29	69,203.61	814,577.89	67,881.49
Over 12 Months	99,490.29	555,245.75	79,320.82	824,817.72	68,734.81
New Parts No Sales	50,578.96	356,183.55	50,883.36	643,863.34	53,655.28
Non-Productive Parts					
Excess Stock MNS < 12	210,662.70	1,589,006.82	227,000.97	2,940,737.62	245,061.47
Stock MNS > 11	101,044.55	571,941.59	81,705.94	845,713.49	70,476.12
NS Parts Not Sold	112,756.50	787,842.66	112,548.95	1,391,053.71	115,921.14
New Obsolescence					
Stock 9 Months	5,229.66	44,304.03	6,329.15	79,574.45	6,631.20
NS Parts 2 Months	24,619.99	134,778.34	19,254.05	240,350.56	20,029.21
Early Phase In					
NS Parts With YRSL > 2	8,158.93	76,887.49	10,983.93	118,107.44	9,842.29
True Turn	5.53		5.67		5.41
Purchase to Stock Ratio					
By Number of Parts	100.00		99.98		99.98
By Piece	100.00		99.99		99.99
By Cost	100.00		99.99		99.98
Sales Closing Ratio					
By Number of Parts	99.44		99.42		99.41
By Piece	99.88		99.76		99.73
By Cost	99.75		99.68		99.57
Demand Filled from Stock Ratio					
By Number of Parts	99.44		99.40		99.39
By Piece	99.88		99.76		99.73
By Cost	99.75		99.68		99.56
NS Parts Sales Efficiency	114.59		114.14		114.16

Grand Total

	JANUARY 2022	FEBRUARY 2022	MARCH 2022	APRIL 2022	MAY 2022	JUNE 2022
Number of Parts	12,823	12,939	13,297	13,468	13,405	13,534
Parts Pieces	54,977	64,463	49,963	65,134	75,717	66,916
Parts Cost	620,713.64	607,511.91	630,609.74	639,796.89	653,852.93	668,513.13
Parts With Negative OH	-3,048.79	-14,209.95	-21,661.81	-6,687.32	-3,823.79	-4,473.38
Core/Exchange	12,460.00	11,182.00	16,029.00	15,049.00	12,321.00	12,260.00
Gross Sales	310,474.81	345,519.43	383,723.38	396,465.11	373,977.93	404,768.07
Net Sales	255,682.01	288,809.25	325,244.19	330,462.38	287,977.32	323,442.75
Lost Sales	677.50	1,949.27	1,330.19	356.31	906.84	632.30
Outstanding Orders	102,104.83	94,839.00	114,663.23	98,946.05	116,333.49	118,722.49
Total Receipts	227,169.00	296,920.50	343,717.88	323,588.32	271,195.82	304,928.33
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	69.55	0.00	0.00	54.00	0.00
Net Adjustments	18,198.97	-33,928.80	545.66	24,314.75	18,639.36	5,449.37
Net Appreciation	15,339.44	885.81	1,210.19	1,918.71	2,011.23	-1,469.48
NS Parts						
Number of Parts	8,297	8,463	8,655	8,605	8,474	8,581
Parts Pieces	2,151	15,598	2,389	39,577	2,018	1,964
Parts Cost	141,544.91	140,877.91	133,357.35	159,160.46	136,865.97	144,559.28
Gross Sales	42,232.55	81,500.68	82,317.83	95,746.08	70,741.18	75,131.26
Net Sales	30,079.11	67,306.61	67,424.17	83,178.31	48,309.47	54,853.79
Lost Sales	19.40	1,075.56	441.92	26.86	0.00	612.53
Outstanding Orders	43,187.42	38,299.22	52,070.39	44,194.42	56,137.75	58,236.21
Receipts	41,720.71	71,147.10	65,179.66	97,869.44	49,481.32	67,041.13
Inventory Movement - Sales						
0 to 3 Months	363,039.45	349,341.33	379,371.02	373,650.80	387,574.92	383,211.15
4 to 6 Months	75,657.99	76,104.82	64,181.32	59,377.89	61,309.49	61,735.00
7 to 12 Months	77,504.25	74,225.10	72,500.32	72,049.21	69,886.71	58,917.42
Over 12 Months	53,728.66	61,816.02	69,102.29	80,592.05	82,402.02	108,114.42
New Parts No Sales	50,783.29	46,024.64	45,454.79	54,126.94	52,679.79	56,535.14
Non-Productive Parts						
Excess Stock MNS < 12	253,728.91	229,318.60	243,966.09	213,757.57	221,738.43	215,834.52
Stock MNS > 11	54,723.05	65,807.13	71,325.12	79,776.77	92,508.58	106,756.39
NS Parts Not Sold	125,835.72	113,562.80	110,376.36	102,271.88	113,727.67	109,311.73
New Obsolescence						
Stock 9 Months	4,176.64	10,107.92	6,796.84	5,886.65	7,920.78	4,185.54
NS Parts 2 Months	22,217.67	13,904.55	17,878.11	16,653.07	23,013.02	16,491.93
Early Phase In						
NS Parts With YRSL > 2	8,786.36	14,546.30	8,414.13	23,976.83	4,191.90	8,813.04
True Turn	4.94	5.70	6.19	6.20	5.28	5.81
Purchase to Stock Ratio						
By Number of Parts	100.00	99.93	100.00	100.00	99.93	100.00
By Piece	100.00	99.99	100.00	100.00	99.99	100.00
By Cost	100.00	99.97	100.00	100.00	99.98	100.00
Sales Closing Ratio						
By Number of Parts	99.27	99.18	99.41	99.41	99.43	99.71
By Piece	99.71	99.75	99.48	99.86	99.62	99.97
By Cost	99.73	99.32	99.59	99.89	99.68	99.80
Demand Filled from Stock Ratio						
By Number of Parts	99.27	99.12	99.41	99.41	99.36	99.71
By Piece	99.71	99.74	99.48	99.86	99.62	99.97
By Cost	99.73	99.30	99.59	99.89	99.66	99.80
NS Parts Sales Efficiency	101.22	114.55	126.29	97.83	142.96	112.06

Grand Total

	JULY 2021	AUGUST 2021	SEPTEMBER 2021	OCTOBER 2021	NOVEMBER 2021	DECEMBER 2021
Number of Parts	12,505	12,608	12,754	12,754	12,650	12,738
Parts Pieces	27,571	32,946	24,577	24,757	33,232	28,161
Parts Cost	733,221.15	664,967.69	655,958.75	661,451.70	679,022.91	647,897.31
Parts With Negative OH	-58,398.10	-30,135.78	-45,208.23	-57,067.11	-43,900.53	-42,663.06
Core/Exchange	20,441.00	16,697.00	16,526.00	16,847.00	14,737.00	13,567.00
Gross Sales	338,158.62	361,280.79	350,922.15	389,866.20	353,261.61	322,494.57
Net Sales	277,709.52	284,763.07	287,784.40	311,272.87	262,229.60	249,505.28
Lost Sales	231.76	955.48	143.90	2,378.33	85.50	4,857.52
Outstanding Orders	53,726.71	68,731.41	104,457.15	56,983.16	83,043.03	76,139.22
Total Receipts	221,797.08	224,133.03	262,189.19	306,961.12	248,580.52	236,469.77
Customer Orders	0.00	0.00	0.00	0.00	0.00	0.00
Emergency Purchases	0.00	0.00	0.00	0.00	0.00	229.00
Net Adjustments	838.80	62,099.69	5,266.44	3,453.38	43,979.63	-24,866.47
Net Appreciation	1,865.01	520.72	656.84	889.25	490.94	856.13
NS Parts						
Number of Parts	8,563	8,543	8,602	8,519	8,352	8,340
Parts Pieces	2,494	2,335	2,041	2,112	2,109	2,143
Parts Cost	150,034.06	154,002.35	150,220.04	147,235.41	145,090.11	147,892.37
Gross Sales	69,713.35	81,428.74	65,081.43	90,949.97	64,244.87	66,168.61
Net Sales	57,838.40	59,317.56	52,756.83	68,923.80	44,216.29	47,212.74
Lost Sales	40.20	434.92	0.00	1,489.00	0.00	4,615.20
Outstanding Orders	11,269.01	16,227.32	21,999.04	22,248.84	33,504.78	34,610.37
Receipts	58,225.24	72,617.94	58,579.88	66,876.58	62,411.98	61,649.08
Inventory Movement - Sales						
0 to 3 Months	495,530.54	434,872.23	410,062.74	416,697.19	422,115.43	394,293.85
4 to 6 Months	51,417.60	64,142.59	64,314.49	73,562.26	68,225.65	73,607.57
7 to 12 Months	68,499.59	60,448.83	66,756.05	62,192.16	66,848.04	73,907.52
Over 12 Months	60,121.52	46,069.67	53,601.84	54,166.29	65,707.56	50,026.61
New Parts No Sales	57,651.90	59,434.37	61,223.63	54,833.80	56,126.23	56,061.76
Non-Productive Parts						
Excess Stock MNS < 12	314,721.08	275,610.84	287,455.48	262,884.57	268,371.98	257,407.93
Stock MNS > 11	62,227.38	46,620.22	52,140.71	55,200.61	70,208.75	49,601.61
NS Parts Not Sold	116,225.21	117,417.00	123,612.29	121,111.58	119,394.09	121,676.09
New Obsolescence						
Stock 9 Months	8,723.60	8,113.87	4,114.34	3,749.38	13,312.32	5,980.51
NS Parts 2 Months	28,554.79	20,707.79	24,895.56	19,346.53	21,481.31	19,141.03
Early Phase In						
NS Parts With YRSL > 2	11,421.21	7,862.87	7,266.52	9,472.27	9,288.71	7,329.58
True Turn	4.55	5.14	5.26	5.65	4.63	4.62
Purchase to Stock Ratio						
By Number of Parts	100.00	100.00	100.00	100.00	100.00	99.93
By Piece	100.00	100.00	100.00	100.00	100.00	99.99
By Cost	100.00	100.00	100.00	100.00	100.00	99.90
Sales Closing Ratio						
By Number of Parts	99.15	99.33	99.61	99.01	99.48	99.53
By Piece	99.33	99.51	99.69	99.70	99.73	99.89
By Cost	99.91	99.66	99.95	99.24	99.96	98.09
Demand Filled from Stock Ratio						
By Number of Parts	99.15	99.33	99.61	99.01	99.48	99.46
By Piece	99.33	99.51	99.69	99.70	99.73	99.89
By Cost	99.91	99.66	99.95	99.24	99.96	98.00
NS Parts Sales Efficiency	119.73	112.13	111.09	135.99	102.93	107.33