

NADA 436

11/29/2023

MONTHLY ANALYSIS

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STORE 01 BRANCH 01 TAMiami FORD MM/YY 10/23

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MAKE FO FORD

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5630	75.0%	16063	355771.39	65.1%	2905404.00
AUTOMATIC PHASEOUT (AP) PARTS	249	3.3%	391	35035.01	6.4%	288051.18
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1111	14.8%	3606	22091.43	4.0%	240467.24
NON-STOCK (NS) PARTS	488	6.5%	922	129909.41	23.8%	1930566.62
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	902.72
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	13	0.1%	18	1185.77	0.2%	6154.32
SOLD NOT STOCKED	9	0.3%	10	1720.75	0.5%	5384.37
TOTAL COST OF SALES	7500	100.0%	21010	545713.76	100.0%	5376930.45
LOST SALES (MEMO)	4		4	785.30		23329.25
CREDIT/RETURNS (MEMO)	60		77	3446.61		87238.89
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	5649	22.9%	38225	586143.23	72.8%
AUTOMATIC PHASEOUT (AP) PARTS	2488	10.1%	3341	141826.04	17.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	33	0.1%	5139	33537.87	4.1%
NON-STOCK (NS) PARTS	16360	66.4%	204	35574.08	4.4%
NO PHASEOUT (NP) PARTS	3	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	84	0.5%	124	7868.04	1.1%
TOTAL INVESTMENT	24617	100.0%	47033	804949.26	100.0%
DIRTY CORE INVENTORY	51		132	19170.00	
NEW CORE INVENTORY	127		328	21808.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3115	12.6%	12.6%	420758.35	52.2	52.2%
1-3 MONTHS	4832	19.6%	32.2%	205184.78	25.4	77.6%
4-6 MONTHS	3459	14.0%	46.2%	81948.28	10.1	87.7%
7-9 MONTHS	2754	11.1%	57.3%	36331.69	4.5	92.2%
10-12 MONTHS	2666	10.8%	68.1%	31043.14	3.8	96.0%
13-24 MONTHS	7613	30.9%	99.0%	26924.38	3.3	99.3%
25 MONTHS OR MORE	178	1.0%	100.0%	2758.64	0.7	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	130	26.9%	522	8759.87	11.5%	
STOCK ORDER - BACKORDER	42	8.6%	109	4766.76	6.2%	
STOCK ORDER - CROSS SHIP	20	4.1%	507	3392.43	4.4%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	99	20.4%	124	11383.53	14.9%	
CUSTOMER ORDER - BACKORDER	123	25.4%	188	26774.54	35.2%	
CUSTOMER ORDER - CROSS SHIP	69	14.2%	116	20878.80	27.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	483	100.0%	1566	75955.93	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2142	67.4%	5736	150350.76	48.6%	1478366.39
STOCK ORDER - BACKORDER	-7	0.0%	-20	-488.36	0.0%	-51372.61
STOCK ORDER - CROSS SHIP	-5	0.0%	-5	-180.74	0.0%	-3450.44
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1047	32.9%	2104	160501.55	51.9%	1840310.55
CUSTOMER ORDER - BACKORDER	-1	0.0%	-1	-1008.55	0.0%	-12115.49
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-6403.37
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	895.72
TOTAL PROCESSED ORDERS	3176	100.0%	7814	309174.66	100.0%	3246230.75
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2826	69.1%	18612	424676.93	69.6%	3920759.18
STOCK ORDER - BACKORDER	81	1.9%	275	6849.40	1.1%	60839.13
STOCK ORDER - CROSS SHIP	47	1.1%	393	6827.01	1.1%	73427.29
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	761	18.6%	1793	90449.03	14.8%	985861.82
CUSTOMER ORDER - BACKORDER	49	1.1%	114	10990.15	1.8%	189913.99
CUSTOMER ORDER - CROSS SHIP	245	5.9%	277	61430.07	10.0%	693875.16
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	37.20
OTHER ORDERS	78	2.3%	152	8337.03	1.6%	56865.46
TOTAL RECEIPTS	4087	100.0%	21616	609559.62	100.0%	5981579.23
PURCHASES DISCOUNT	50		596	-18.54		2258.49

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	974	0	0.00	0.00
DELETED PARTS	882	0	0.00	-117.47
MINUS ADJUSTMENTS	394	-1802	-52640.48	-681796.44
PLUS ADJUSTMENTS	115	350	35805.78	312063.92
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-10876.63
RETURNED PARTS	84	-92	-15910.93	-135070.86
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1220	-16	-5721.55	-10326.61
COST PRICE ADJUSTMENTS	2	-1334	-548.18	-10284.05
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3671	-2894	-39015.36	-536408.14

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	6734	2132	2116.94	23666.12
APPRECIATION - MANUAL UPDATE	120	126	-11.13	6013.09
TOTAL APPRECIATION	6854	2258	2105.81	29679.21
FIRST PRICING - FACTORY MASTER UPDATE	3	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	1987.94
TOTAL FIRST PRICING	4	0	0.00	1987.94
TOTAL APPRECIATION/FIRST PRICING	6858	2258	2105.81	31667.15

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	24522	47971	776625.35	702528.43
CLOSING INVENTORY	24617	47033	804949.26	804949.26
PERCENT OF CHANGE	0.4%	-1.9%	3.6%	14.6%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	19618	0	0.00
NO COST	116	0	0.00
NO FACTORY RECORD	175	278	3213.83
NO SERVICE	87	65	296.04
MINUS ON HAND	50	-66	-11906.38
PHASED IN	41	20	1642.03
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1056	216	16065.12

BUSINESS RATIOS	
LEVEL OF SERVICE	99.5%
STOCK ORDER PERFORMANCE	27.4%
GROSS TURNOVER RATE	8.9
TRUE TURNOVER RATE	6.7

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COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1034	94.6%	1270	27653.49	51.1%	280565.64
AUTOMATIC PHASEOUT (AP) PARTS	20	1.8%	70	6247.66	11.5%	36524.75
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	37	3.3%	363	20121.98	37.2%	302623.66
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	1	0.0%	1	3.55	0.0%	42.63
SOLD NOT STOCKED	0	0.3%	0	0.00	0.2%	785.13
TOTAL COST OF SALES	1092	100.0%	1704	54026.68	100.0%	620541.81
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	0		0	0.00		1141.40
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	483	19.6%	1240	44854.16	57.5%
AUTOMATIC PHASEOUT (AP) PARTS	464	18.8%	383	19536.30	25.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	1500	61.0%	123	12215.47	15.6%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	9	0.6%	17	1351.54	1.9%
TOTAL INVESTMENT	2456	100.0%	1763	77957.47	100.0%
DIRTY CORE INVENTORY	11		14	4555.00	
NEW CORE INVENTORY	26		39	8899.00	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	484	19.7%	19.7%	26165.62	33.5	33.5%
1-3 MONTHS	775	31.5%	51.2%	23542.65	30.1	63.6%
4-6 MONTHS	587	23.9%	75.1%	13430.34	17.2	80.8%
7-9 MONTHS	478	19.4%	94.5%	2278.53	2.9	83.7%
10-12 MONTHS	77	3.1%	97.6%	4850.61	6.2	89.9%
13-24 MONTHS	55	2.2%	99.8%	7689.72	9.8	99.7%
25 MONTHS OR MORE	0	0.2%	100.0%	0.00	0.3	100.0%

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STORE 01 BRANCH 01 TAMIAMI FORD MM/YY 10/23

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	2	2.6%	2	246.79	1.5%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	74	97.3%	144	16168.58	98.4%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	76	100.0%	146	16415.37	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1	0.4%	1	196.00	0.4%	3104.76
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	213	99.5%	383	47817.06	99.5%	374716.58
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	502.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	214	100.0%	384	48013.06	100.0%	378323.34
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	10	4.5%	15	1649.30	3.9%	21659.12
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	201	92.2%	363	39511.20	95.7%	389501.80
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	502.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	7	3.3%	8	92.74	0.4%	9039.33
TOTAL RECEIPTS	218	100.0%	386	41253.24	100.0%	420702.25
PURCHASES DISCOUNT	2		0	20.62		111.72

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	211	0	0.00	0.00
DELETED PARTS	176	0	0.00	0.00
MINUS ADJUSTMENTS	4	-8	-3744.24	-23679.90
PLUS ADJUSTMENTS	303	1528	26722.09	278135.46
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-2009.03
RETURNED PARTS	11	-11	-2166.30	-14683.17
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	281	-9	290.18	-28950.49
COST PRICE ADJUSTMENTS	0	-133	-193.30	-1540.19
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	986	1367	20908.43	207272.68
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	497	66	44.98	3154.57
APPRECIATION - MANUAL UPDATE	0	0	0.00	892.39
-----	-----	-----	-----	-----
TOTAL APPRECIATION	497	66	44.98	4046.96
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	0	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	497	66	44.98	4046.96
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	2423	1581	69519.31	65483.02
CLOSING INVENTORY	2456	1763	77957.47	77957.47
PERCENT OF CHANGE	1.4%	11.5%	12.1%	19.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	1868	0	0.00	
NO COST	1	0	0.00	
NO FACTORY RECORD	3	8	17.04	
NO SERVICE	0	0	0.00	
MINUS ON HAND	15	-31	-4620.62	
PHASED IN	26	2	214.00	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	249	77	1350.05	
BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	0.5%			
GROSS TURNOVER RATE	11.5			
TRUE TURNOVER RATE	0.5			

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COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1395	61.6%	1448	46607.32	37.4%	350426.51
AUTOMATIC PHASEOUT (AP) PARTS	196	8.6%	214	20147.61	16.1%	184647.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	10	0.4%	13	620.96	0.4%	13326.45
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0.00	0.0%	0.00
SOLD NOT STOCKED	660	29.4%	1018	57242.09	46.1%	805105.98
TOTAL COST OF SALES	2261	100.0%	2693	124617.98	100.0%	1353506.81
LOST SALES (MEMO)	0		0	0.00		263.25
CREDIT/RETURNS (MEMO)	3		3	597.97		6502.27
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	41	12.9%	1067	42994.97	29.8%
AUTOMATIC PHASEOUT (AP) PARTS	260	82.2%	1533	95937.79	66.6%
DEALER PHASEOUT (DP) PARTS	2	0.6%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	13	4.1%	15	5067.37	3.5%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	0	0.2%	0	0.00	0.1%
TOTAL INVESTMENT	316	100.0%	2615	144000.13	100.0%
DIRTY CORE INVENTORY	2		2	0.00	
NEW CORE INVENTORY	0		0	0.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	131	41.4%	41.4%	84553.73	58.7	58.7%
1-3 MONTHS	87	27.5%	68.9%	36565.96	25.3	84.0%
4-6 MONTHS	44	13.9%	82.8%	5043.31	3.5	87.5%
7-9 MONTHS	11	3.4%	86.2%	4766.64	3.3	90.8%
10-12 MONTHS	13	4.1%	90.3%	6293.01	4.3	95.1%
13-24 MONTHS	11	3.4%	93.7%	1987.54	1.3	96.4%
25 MONTHS OR MORE	19	6.3%	100.0%	4789.94	3.6	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.0%	0	0.00	0.0%	
TOTAL OUTSTANDING ORDERS	0	100.0%	0	0.00	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	0	100.0%	0	0.00	100.0%	0.00
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	166	19.4%	1831	96840.47	62.1%	489473.50
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	686	80.6%	1046	58908.61	37.9%	818786.86
TOTAL RECEIPTS	852	100.0%	2877	155749.08	100.0%	1308260.36
PURCHASES DISCOUNT	18		17	-1431.17		-4878.69

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MAKE ZL GENERIC LEFT

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	48	9	217.92	12531.40
DELETED PARTS	32	2	125.00	1611.18
MINUS ADJUSTMENTS	4	-33	-425.87	-126381.39
PLUS ADJUSTMENTS	13	30	312.58	58948.42
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	68584.65
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	126	-11	-2457.70	-4305.47
COST PRICE ADJUSTMENTS	12	-6817	1432.66	5760.20
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	235	-6820	-795.41	16748.99
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	0.00
APPRECIATION - MANUAL UPDATE	2	0	0.00	285.01
-----	-----	-----	-----	-----
TOTAL APPRECIATION	2	0	0.00	285.01
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	2	0	0.00	285.01
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	307	2438	115345.61	180244.64
CLOSING INVENTORY	316	2615	144000.13	144000.13
PERCENT OF CHANGE	2.9%	7.3%	24.8%	-20.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	22	0	0.00	
NO COST	0	0	0.00	
NO FACTORY RECORD	200	1248	79003.43	
NO SERVICE	0	0	0.00	
MINUS ON HAND	0	0	0.00	
PHASED IN	1	0	0.00	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	20	27	1937.37	
BUSINESS RATIOS				
-----	-----	-----	-----	-----
LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	0.0%			
GROSS TURNOVER RATE	12.0			
TRUE TURNOVER RATE	4.7			

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SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	8059	74.2%	18781	430032.20	59.3%	3536396.15
AUTOMATIC PHASEOUT (AP) PARTS	465	4.2%	675	61430.28	8.4%	509223.80
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1111	10.2%	3606	22091.43	3.0%	240467.24
NON-STOCK (NS) PARTS	535	4.9%	1298	150652.35	20.7%	2246516.73
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	902.72
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	14	0.1%	19	1189.32	0.1%	6196.95
SOLD NOT STOCKED	669	6.4%	1028	58962.84	8.5%	811275.48
TOTAL COST OF SALES	10853	100.0%	25407	724358.42	100.0%	7350979.07
LOST SALES (MEMO)	4		4	785.30		23592.50
CREDIT/RETURNS (MEMO)	63		80	4044.58		94882.56
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	6173	22.5%	40532	673992.36	65.6%
AUTOMATIC PHASEOUT (AP) PARTS	3212	11.7%	5257	257300.13	25.0%
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	33	0.1%	5139	33537.87	3.2%
NON-STOCK (NS) PARTS	17873	65.2%	342	52856.92	5.1%
NO PHASEOUT (NP) PARTS	3	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	93	0.5%	141	9219.58	1.1%
TOTAL INVESTMENT	27389	100.0%	51411	1026906.86	100.0%
DIRTY CORE INVENTORY	64		148	23725.00	
NEW CORE INVENTORY	153		367	30707.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3730	13.6%	13.6%	531477.70	51.7%	51.7%
1-3 MONTHS	5694	20.7%	34.3%	265293.39	25.8%	77.5%
4-6 MONTHS	4090	14.9%	49.2%	100421.93	9.7%	87.2%
7-9 MONTHS	3243	11.8%	61.0%	43376.86	4.2%	91.4%
10-12 MONTHS	2756	10.0%	71.0%	42186.76	4.1%	95.5%
13-24 MONTHS	7679	28.0%	99.0%	36601.64	3.5%	99.0%
25 MONTHS OR MORE	197	1.0%	100.0%	7548.58	1.0%	100.0%

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SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	132	23.6%	524	9006.66	9.7%	
STOCK ORDER - BACKORDER	42	7.5%	109	4766.76	5.1%	
STOCK ORDER - CROSS SHIP	20	3.5%	507	3392.43	3.6%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	173	30.9%	268	27552.11	29.8%	
CUSTOMER ORDER - BACKORDER	123	22.0%	188	26774.54	28.9%	
CUSTOMER ORDER - CROSS SHIP	69	12.3%	116	20878.80	22.6%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	559	100.0%	1712	92371.30	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2143	63.2%	5737	150546.76	42.1%	1481471.15
STOCK ORDER - BACKORDER	-7	0.0%	-20	-488.36	0.0%	-51372.61
STOCK ORDER - CROSS SHIP	-5	0.0%	-5	-180.74	0.0%	-3450.44
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1260	37.1%	2487	208318.61	58.3%	2215027.13
CUSTOMER ORDER - BACKORDER	-1	0.0%	-1	-1008.55	0.0%	-11613.49
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-6403.37
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	895.72
TOTAL PROCESSED ORDERS	3390	100.0%	8198	357187.72	100.0%	3624554.09
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3002	58.2%	20458	523166.70	64.8%	4431891.80
STOCK ORDER - BACKORDER	81	1.5%	275	6849.40	0.8%	60839.13
STOCK ORDER - CROSS SHIP	47	0.9%	393	6827.01	0.8%	73427.29
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	962	18.6%	2156	129960.23	16.1%	1375363.62
CUSTOMER ORDER - BACKORDER	49	0.9%	114	10990.15	1.3%	190415.99
CUSTOMER ORDER - CROSS SHIP	245	4.7%	277	61430.07	7.6%	693875.16
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	37.20
OTHER ORDERS	771	15.2%	1206	67338.38	8.6%	884691.65
TOTAL RECEIPTS	5157	100.0%	24879	806561.94	100.0%	7710541.84
PURCHASES DISCOUNT	70		613	-1429.09		-2508.48

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SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	1233	9	217.92	12531.40
DELETED PARTS	1090	2	125.00	1493.71
MINUS ADJUSTMENTS	402	-1843	-56810.59	-831857.73
PLUS ADJUSTMENTS	431	1908	62840.45	649147.80
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	55698.99
RETURNED PARTS	95	-103	-18077.23	-149754.03
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1627	-36	-7889.07	-43582.57
COST PRICE ADJUSTMENTS	14	-8284	691.18	-6064.04
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	4892	-8347	-18902.34	-312386.47
-----	-----	-----	-----	-----
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	7231	2198	2161.92	26820.69
APPRECIATION - MANUAL UPDATE	122	126	-11.13	7190.49
-----	-----	-----	-----	-----
TOTAL APPRECIATION	7353	2324	2150.79	34011.18
-----	-----	-----	-----	-----
FIRST PRICING - FACTORY MASTER UPDATE	3	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	1987.94
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	4	0	0.00	1987.94
-----	-----	-----	-----	-----
TOTAL APPRECIATION/FIRST PRICING	7357	2324	2150.79	35999.12
-----	-----	-----	-----	-----
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	27252	51990	961490.27	948256.09
CLOSING INVENTORY	27389	51411	1026906.86	1026906.86
PERCENT OF CHANGE	0.5%	-1.0%	6.8%	8.3%
-----	-----	-----	-----	-----
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	21508	0	0.00	
NO COST	117	0	0.00	
NO FACTORY RECORD	378	1534	82234.30	
NO SERVICE	87	65	296.04	
MINUS ON HAND	65	-97	-16527.00	
PHASED IN	68	22	1856.03	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1325	320	19352.54	
-----	-----	-----	-----	
BUSINESS RATIOS				

LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	20.1%			
GROSS TURNOVER RATE	9.5			
TRUE TURNOVER RATE	6.0			