

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5686	77.6%	15172	312703.06	68.9%	4023343.67
AUTOMATIC PHASEOUT (AP) PARTS	82	1.1%	123	9387.05	2.0%	192735.39
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	853	11.6%	876	18313.06	4.0%	292705.45
NON-STOCK (NS) PARTS	586	8.0%	840	102711.92	22.6%	1659820.58
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	5	0.0%	6	318.63	0.0%	4755.14
SOLD NOT STOCKED	113	1.7%	146	10166.21	2.5%	212109.11
TOTAL COST OF SALES	7325	100.0%	17163	453599.93	100.0%	6385469.34
LOST SALES (MEMO)	11		11	1569.99		23142.32
CREDIT/RETURNS (MEMO)	143		167	19107.40		229140.81
UNUSUAL SALES (MEMO)	0		0	0.00		24.78

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3584	23.8%	13170	311070.65	69.4%
AUTOMATIC PHASEOUT (AP) PARTS	1172	7.8%	1890	68479.01	15.2%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	113	0.7%	4047	12816.82	2.8%
NON-STOCK (NS) PARTS	10126	67.4%	1069	51405.01	11.4%
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	18	0.3%	135	3988.88	1.2%
TOTAL INVESTMENT	15013	100.0%	20311	447760.37	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	14		58	2455.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2151	14.3%	14.3%	221268.47	49.4	49.4%
1-3 MONTHS	3658	24.3%	38.6%	122614.42	27.3	76.7%
4-6 MONTHS	2333	15.5%	54.1%	41455.35	9.2	85.9%
7-9 MONTHS	1737	11.5%	65.6%	18218.08	4.0	89.9%
10-12 MONTHS	1183	7.8%	73.4%	10362.10	2.3	92.2%
13-24 MONTHS	3683	24.5%	97.9%	13297.26	2.9	95.1%
25 MONTHS OR MORE	268	2.1%	100.0%	20544.69	4.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	53	20.6%	151	10341.16	22.9%	
STOCK ORDER - BACKORDER	47	18.2%	76	3113.28	6.9%	
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	83	32.2%	95	11206.06	24.8%	
CUSTOMER ORDER - BACKORDER	72	28.0%	80	20337.61	45.1%	
CUSTOMER ORDER - CROSS SHIP	2	0.7%	8	92.27	0.2%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	257	100.0%	410	45090.38	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1135	45.0%	3700	94209.05	29.4%	1556263.22
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-881.90
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	1386	54.9%	1716	225963.71	70.5%	3239167.76
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-860.81
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1.69
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	2521	100.0%	5416	320172.76	100.0%	4793686.58
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1251	39.2%	10159	202203.87	42.9%	3038281.82
STOCK ORDER - BACKORDER	38	1.1%	96	3744.97	0.7%	42021.80
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	3253.60
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	1318.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1308	41.0%	1709	203701.40	43.3%	2847184.67
CUSTOMER ORDER - BACKORDER	78	2.4%	82	25779.85	5.4%	340566.17
CUSTOMER ORDER - CROSS SHIP	16	0.5%	18	4111.41	0.8%	38006.32
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	495	15.8%	547	30726.51	6.9%	426288.32
TOTAL RECEIPTS	3186	100.0%	12611	470268.01	100.0%	6736920.70
PURCHASES DISCOUNT	33		108	-2204.86		-25844.21

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	595	60	2409.42	15005.24
DELETED PARTS	767	0	0.00	235.28
MINUS ADJUSTMENTS	58	-702	-8093.32	-174759.74
PLUS ADJUSTMENTS	102	5287	25416.83	127859.52
PHYSICAL INVENTORY ADJUSTMENTS	417	136	-23964.41	-23964.41
RETURNED PARTS	117	-127	-23329.51	-278800.31
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	698	-348	-2047.25	883.54
COST PRICE ADJUSTMENTS	71	-184	-4640.88	-55363.18
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2825	4122	-34249.12	-388904.06
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	34	2084	-45.94	6538.15
APPRECIATION - MANUAL UPDATE	5	6	-118.57	-94.40
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TOTAL APPRECIATION	39	2090	-164.51	6443.75
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	1	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	40	2090	-164.51	6443.75
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	15192	20557	467710.78	500983.73
CLOSING INVENTORY	15013	20311	447760.37	447760.37
PERCENT OF CHANGE	-1.1%	-1.1%	-4.2%	-10.5%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	12227	0	0.00	
NO COST	17	0	0.00	
NO FACTORY RECORD	888	3985	32188.50	
NO SERVICE	13	4	488.70	
MINUS ON HAND	9	-9	-941.82	
PHASED IN	256	159	3701.92	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	595	200	11259.48	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	24.3%			
GROSS TURNOVER RATE	13.9			
TRUE TURNOVER RATE	6.7			