

STOTTS FORD  
 MONTHLY SUMMARY REPORT

Grand Total

|                               | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
|                               | -----        | -----   | -----        | -----   | -----      | -----   |
| Inventory Balance             | 5,578        |         | 13,482       |         | 271,788.06 |         |
| Active Parts                  | 1,364        | 24.45   | 11,012       | 81.67   | 135,215.75 | 49.75   |
| NS Parts                      | 4,001        | 71.72   | 1,957        | 14.51   | 122,519.60 | 45.07   |
| MO Parts                      |              |         |              |         |            |         |
| AP Parts                      | 190          | 3.40    | 490          | 3.63    | 12,797.68  | 4.70    |
| DP Parts                      | 11           | 0.19    | 23           | 0.17    | 1,255.03   | 0.46    |
| SP Parts                      |              |         |              |         |            |         |
| DEL Parts                     | 12           | 0.21    |              |         |            |         |
| Parts With No Cost            |              |         |              |         |            |         |
| Parts With Negative On-Hand   | 6            | 0.10    | 12           |         | -2,025.41  |         |
| Core/Exchange                 | 43           | 0.77    | 98           | 0.72    | 8,172.00   |         |
| Memos On File                 | 194          |         |              |         |            |         |
| Parts Added                   | 502          | 8.99    | 145          | 1.07    | 18,497.59  | 6.80    |
| Active Parts                  | 8            | 1.59    | 6            | 4.13    | 269.18     | 1.45    |
| NS Parts                      | 489          | 97.41   | 139          | 95.86   | 18,228.41  | 98.54   |
| MO Parts                      |              |         |              |         |            |         |
| AP Parts                      | 5            | 0.99    |              |         |            |         |
| DP Parts                      |              |         |              |         |            |         |
| SP Parts                      |              |         |              |         |            |         |
| Parts & Memos Deleted         | 848          |         |              |         |            |         |
| Inventory Movement - Sales    |              |         |              |         |            |         |
| 0 to 3 Months                 | 3,556        | 63.75   | 10,681       | 79.22   | 146,442.64 | 53.88   |
| 4 to 6 Months                 | 1,146        | 20.54   | 944          | 7.00    | 34,246.24  | 12.60   |
| 7 to 12 Months                | 344          | 6.16    | 814          | 6.03    | 36,934.78  | 13.58   |
| Over 12 Months                | 162          | 2.90    | 485          | 3.59    | 9,069.12   | 3.33    |
| New Parts No Sales            | 370          | 6.63    | 558          | 4.13    | 45,095.28  | 16.59   |
| Inventory Movement - Receipts |              |         |              |         |            |         |
| 0 to 3 Months                 | 3,311        | 59.35   | 8,815        | 65.38   | 162,882.24 | 59.92   |
| 4 to 6 Months                 | 1,133        | 20.31   | 1,792        | 13.29   | 29,174.34  | 10.73   |
| 7 to 12 Months                | 498          | 8.92    | 985          | 7.30    | 45,643.84  | 16.79   |
| Over 12 Months                | 327          | 5.86    | 1,720        | 12.75   | 23,258.14  | 8.55    |
| New Parts No Receipts         | 309          | 5.53    | 170          | 1.26    | 10,829.50  | 3.98    |
| Outstanding Orders            | 113          | 2.02    | 400          |         | 21,941.48  |         |
| Stockorders                   | 47           | 41.59   | 283          | 70.75   | 7,955.29   | 36.25   |
| Supplemental Orders           |              |         |              |         |            |         |
| Customer Orders               | 66           | 58.40   | 117          | 29.25   | 13,986.19  | 63.74   |
| Backorders                    |              |         |              |         |            |         |
| Stockorder Backorders         |              |         |              |         |            |         |
| Supplemntl Backorders         |              |         |              |         |            |         |
| Customer Backorders           |              |         |              |         |            |         |
| Outstanding Forced Orders     |              |         |              |         |            |         |

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Grand Total

|                             | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|------------|---------|-------------|
| Gross Sales                 | 1,359        | 24.36   | 6,237        |         | 212,791.25 |         | 3,059       |
| Regular                     | 1,359        | 100.00  | 6,237        | 100.00  | 212,791.25 | 100.00  | 3,059       |
| No History                  |              |         |              |         |            |         |             |
| Drop Ship                   |              |         |              |         |            |         |             |
| Wholesale                   |              |         |              |         |            |         |             |
| Wholesale No History        |              |         |              |         |            |         |             |
| Wholesale Drop Ship         |              |         |              |         |            |         |             |
| Warranty                    |              |         |              |         |            |         |             |
| Warranty No History         |              |         |              |         |            |         |             |
| Warranty Drop Ship          |              |         |              |         |            |         |             |
| Lost Sales                  | 1            | 0.01    | 3            |         | 21.72      |         | 3           |
| Return Sales                | 200          | 3.58    | 796          |         | 19,988.14  |         | 238         |
| Regular                     | 200          | 100.00  | 796          | 100.00  | 19,988.14  | 100.00  | 238         |
| No History                  |              |         |              |         |            |         |             |
| Defective                   |              |         |              |         |            |         |             |
| Wholesale                   |              |         |              |         |            |         |             |
| Wholesale No History        |              |         |              |         |            |         |             |
| Wholesale Defective         |              |         |              |         |            |         |             |
| Warranty                    |              |         |              |         |            |         |             |
| Warranty No History         |              |         |              |         |            |         |             |
| Warranty Defective          |              |         |              |         |            |         |             |
| Receipts                    | 1,067        | 19.12   | 6,077        |         | 192,007.82 |         | 1,339       |
| Stockorders                 | 454          | 42.54   | 1,654        | 27.21   | 40,113.23  | 20.89   | 556         |
| Supplemental Orders         |              |         |              |         |            |         |             |
| Customer Orders             | 619          | 58.01   | 904          | 14.87   | 79,633.54  | 41.47   | 651         |
| Emergency Purchases         | 73           | 6.84    | 253          | 4.16    | 39,980.07  | 20.82   | 77          |
| Other Receipts              | 46           | 4.31    | 3,266        | 53.74   | 32,280.98  | 16.81   | 55          |
| Overages                    |              |         |              |         |            |         |             |
| Net Adjustments             | 147          | 2.63    | 762          |         | 29,246.39  |         | 231         |
| Plus                        | 105          | 71.42   | 431          | 56.56   | 33,524.90  |         | 128         |
| Minus                       | 42           | 28.57   | 331          | 43.43   | -4,278.51  |         | 103         |
| Factory Returns             |              |         |              |         |            |         |             |
| Net Appreciation            | 565          | 10.12   | 834          | 6.18    | 741.48     |         | 1,871       |
| Positive                    | 403          | 71.32   | 626          | 75.05   | 2,155.93   |         | 1,398       |
| Negative                    | 162          | 28.67   | 208          | 24.94   | -1,414.45  |         | 473         |
| Parts Updated With Cost     | 27           | 0.48    |              |         |            |         | 27          |
| Parts With Comments         |              |         |              |         |            |         |             |
| Misc & Sublet Items         |              |         |              |         |            |         |             |
| Gross Sales                 |              |         | 5            |         | 3.72       |         | 5           |
| Lost Sales                  |              |         |              |         |            |         |             |
| Return Sales                |              |         | 1            |         | 0.01       |         | 1           |
| Parts Not On File, But Sold |              |         |              |         |            |         |             |
| Gross Sales                 |              |         | 626          |         | 59,304.70  |         | 386         |
| Lost Sales                  |              |         |              |         |            |         |             |
| Return Sales                |              |         | 103          |         | 8,823.63   |         | 44          |