

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1286	72.4%	2379	72744.13	52.7%	986014.85
AUTOMATIC PHASEOUT (AP) PARTS	100	5.6%	145	9133.73	6.6%	148265.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	87	4.8%	125	3074.43	2.2%	35447.11
NON-STOCK (NS) PARTS	287	16.1%	405	51941.84	37.6%	688234.26
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%	155.64
SOLD NOT STOCKED	16	1.1%	15	967.49	0.9%	67892.39
TOTAL COST OF SALES	1776	100.0%	3069	137861.62	100.0%	1926010.12
LOST SALES (MEMO)	0		0	0.00		420.86
CREDIT/RETURNS (MEMO)	17		27	2340.21		14868.53
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1187	12.3%	4544	164581.63	53.4%
AUTOMATIC PHASEOUT (AP) PARTS	997	10.3%	2695	83812.69	27.2%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	21	0.2%	264	5946.56	1.9%
NON-STOCK (NS) PARTS	7419	77.0%	879	53558.85	17.3%
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	1	0.2%	2	96.44	0.2%
TOTAL INVESTMENT	9625	100.0%	8384	307996.17	100.0%
DIRTY CORE INVENTORY	18		19	14265.00	
NEW CORE INVENTORY	42		54	6315.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	951	9.8%	9.8%	119684.35	38.8	38.8%
1-3 MONTHS	1591	16.5%	26.3%	68665.45	22.2	61.0%
4-6 MONTHS	1196	12.4%	38.7%	33914.04	11.0	72.0%
7-9 MONTHS	814	8.4%	47.1%	30049.66	9.7	81.7%
10-12 MONTHS	869	9.0%	56.1%	14233.08	4.6	86.3%
13-24 MONTHS	1577	16.3%	72.4%	26961.13	8.7	95.0%
25 MONTHS OR MORE	2627	27.6%	100.0%	14488.46	5.0	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	94	32.1%	182	8981.65	18.4%	
STOCK ORDER - BACKORDER	73	25.0%	129	5536.54	11.3%	
STOCK ORDER - CROSS SHIP	16	5.4%	19	2136.57	4.3%	
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	33.9%	314	29012.87	59.5%	
CUSTOMER ORDER - BACKORDER	9	3.0%	20	2699.40	5.5%	
CUSTOMER ORDER - CROSS SHIP	1	0.3%	1	393.75	0.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	292	100.0%	665	48760.78	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	435	59.7%	866	34650.15	41.4%	452756.36
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-890.34
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1015.95
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	293	40.2%	643	48936.62	58.5%	628827.11
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1936.23
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-309.00
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	728	100.0%	1509	83586.77	100.0%	1077431.95
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	371	34.0%	779	29268.33	18.5%	329450.52
STOCK ORDER - BACKORDER	72	6.5%	90	5264.78	3.3%	74333.91
STOCK ORDER - CROSS SHIP	6	0.5%	9	443.37	0.2%	40448.26
SUPPLEMENTAL ORDER	76	6.9%	1402	39025.45	24.7%	239898.48
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	320	29.3%	798	50180.38	31.7%	583475.73
CUSTOMER ORDER - BACKORDER	17	1.5%	35	3638.80	2.3%	29172.22
CUSTOMER ORDER - CROSS SHIP	3	0.2%	3	794.36	0.5%	10797.21
EMERGENCY PURCHASES	119	10.9%	140	16966.19	10.7%	304319.03
OTHER ORDERS	107	10.2%	616	12225.86	8.1%	297721.44
TOTAL RECEIPTS	1091	100.0%	3872	157807.52	100.0%	1909616.80
PURCHASES DISCOUNT	24		-8	505.00		11489.89

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	528	0	0.00	0.00
DELETED PARTS	589	0	0.00	0.00
MINUS ADJUSTMENTS	14	-20	-3434.16	-47709.76
PLUS ADJUSTMENTS	30	218	2048.10	49906.10
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	3579.36
RETURNED PARTS	23	-41	-1846.19	-19093.45
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	695	-43	3597.43	10437.43
COST PRICE ADJUSTMENTS	1	-396	1428.93	2105.32
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1880	-282	1794.11	-775.00

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	370	426	4433.69	41789.68
APPRECIATION - MANUAL UPDATE	12	66	-3700.82	-29246.99
TOTAL APPRECIATION	382	492	732.87	12542.69
FIRST PRICING - FACTORY MASTER UPDATE	2	0	0.00	114.32
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.02
TOTAL FIRST PRICING	2	0	0.00	114.34
TOTAL APPRECIATION/FIRST PRICING	384	492	732.87	12657.03

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	9678	7467	282396.20	302053.76
CLOSING INVENTORY	9625	8384	307996.17	307996.17
PERCENT OF CHANGE	-0.4%	12.3%	9.1%	2.0%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	7386	0	0.00
NO COST	642	3	0.00
NO FACTORY RECORD	1038	298	8214.95
NO SERVICE	92	56	179.73
MINUS ON HAND	27	-39	-11458.69
PHASED IN	89	279	13266.57
CONVERTED TO AUTOMATIC PHASEOUT (AP)	222	311	15734.94

BUSINESS RATIOS	
LEVEL OF SERVICE	84.1%
STOCK ORDER PERFORMANCE	23.5%
GROSS TURNOVER RATE	6.5
TRUE TURNOVER RATE	1.5