

| CDK                    |                 |                |                          | COLOR SCORING |  |
|------------------------|-----------------|----------------|--------------------------|---------------|--|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |               |  |
| INVESTMENT             |                 |                |                          | GOOD          |  |
| Normal or Active Stock |                 | #DIV/0!        | over 70%                 | WARNING       |  |
| Automatic Phase Out    |                 | #DIV/0!        | Less than 30%            | DANGER        |  |
| Dealer Phase Out       |                 | #DIV/0!        | Less than 1%             |               |  |
| Manual Order           |                 | #DIV/0!        | Less than 3%             |               |  |
| Non Stock Part \$'s    |                 | #DIV/0!        | Less than 5%             |               |  |
| Non Stock Part #'s*    |                 |                | Greater than 70% of PN's |               |  |
| Clean Core             |                 | #DIV/0!        | # PIECES                 | PART #        |  |
| Dirty Core             |                 | #DIV/0!        |                          |               |  |
| Total Inventory        | \$0             | #DIV/0!        |                          |               |  |

| Activity           | Value \$ | %       | Notes & Guides                          |
|--------------------|----------|---------|---|
| 0-3 Months         |          | #DIV/0! | ACTIVE INVENTORY at 75%                 |
| 4-6 Months         |          | #DIV/0! | ACTIVE INVENTORY at 23%                 |
| 7-12 Months        |          | #DIV/0! | 75% will likely become Obso 2% is guide |
| Over 12 Months     |          | #DIV/0! | Technical Obsolescence 2% is guide      |
| New parts no sales |          | #DIV/0! | Minimal Amount                          |
| Total Inventory    | 0        | #DIV/0! |   |

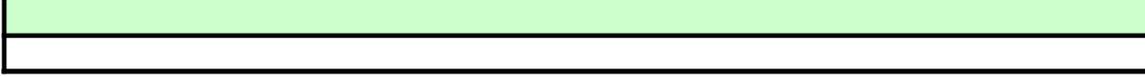
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code | Pass or Fail ? |
|--|----------------|
| OBSO POSITION (LINES 20-22 FROM ABOVE)                                       |                |
| NEG-ON-HAND (MINUS-ON-HAND)  |                |
| CLEAN CORE   |                |
| DIRTY CORE (RDCI) OR DONE MANUALLY   |                |
| LOST SALES CALCULATOR VS. ACTUAL   |                |
| AVERAGE STOCK ORDER (Obtain data from  |                |
| MONTHS SUPPLY (This calculation from you                                     |                |
| GROSS (TOTAL) TURNS (from your FS Temp                                       |                |
| TRUE (STOCK) TURNS (from your FS Temp  |                |
| FTFR (FIRST TIME FILL RATE)  |                |
|  |                |
|  |                |
|  |                |

| OBSO POSITION |    |         |   |
|---------------|----|---------|---|
| .75 TIMES     | \$ |         | 0 |
| PLUS          |    |         | 0 |
| PLUS          |    |         | 0 |
| EQUALS        |    | #DIV/0! | 0 |

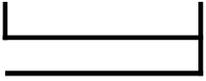
| REYNOLDS 2213          |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| Normal or Active Stock |                 | #DIV/0!        | over 70%                 |
| Automatic Phase Out    |                 | #DIV/0!        | Less than 30%            |
| Dealer Phase Out       |                 | #DIV/0!        | Less than 1%             |
| Manual Order           |                 | #DIV/0!        | Less than 3%             |
| Non Stock Part #'s     |                 | #DIV/0!        | Less than 5%             |
| Non Stock Part #'s*    |                 |                | Greater than 70% of PN's |
| Core Clean             |                 | #DIV/0!        | pn pieces                |
| Core Dirty             |                 | #DIV/0!        | pn pieces                |
| Replace by hold RBH    |                 | #DIV/0!        | pn NA pieces             |
|                        |                 |                | NA                       |
| Total Inventory        | \$0             | #DIV/0!        |                          |
|                        |                 |                |                          |
|                        |                 |                |                          |

**REYNOLDS**

| Activity  | Value      | % of inventory | NADA Guide | Notes                  |
|---|------------|----------------|------------|------------------------|
| Current   |            | #DIV/0!        | 75%        | this is your current a |
| 1-3 Months  |            | #DIV/0!        | included   | healthy parts invento  |
| 4-6 Months  |            | #DIV/0!        | 23%        |                        |
| 7-9 Months  |            | #DIV/0!        | 2%         | 65% Will likely become |
| 10-12 Months  |            | #DIV/0!        | included   | 85% Will likely become |
| 13-24 Months  |            | #DIV/0!        | 0%         | Technically Obsolete   |
| 25+ months  |            | #DIV/0!        | 0%         |                        |
| <b>TOTAL</b>  | <b>\$0</b> | <b>#DIV/0!</b> |            |                        |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code</b> |            |                |            |                        |
| OBESO POSITION (LINES 23-26 FROM ABOVE)   |            |                |            |                        |
| NEG-ON-HAND (MINUS-ON-HAND)   |            |                |            |                        |
| CLEAN CORE  |            |                |            |                        |
| DIRTY CORE  |            |                |            |                        |
| LOST SALES CALCULATOR VS. ACTUAL  |            |                |            |                        |
| AVERAGE STOCK ORDER (NEEDED FOR FS  |            |                |            |                        |
| MONTHS SUPPLY (FS TEMPLATE)   |            |                |            |                        |
| GROSS (TOTAL) TURNS (from your FSTempl  |            |                |            |                        |
| TRUE (STOCK) TURNS (from your FS Templ  |            |                |            |                        |
| FTFR (FIRST TIME FILL RATE) (from your par  |            |                |            |                        |
|   |            |                |            |                        |







| <b>AUTO MATE<br/>Stocking Status<br/>INVESTMENT</b> | <b>Inventory<br/>Value</b> | <b>% of Inventory</b> | <b>Guide</b>             |
|---|----------------------------|-----------------------|--------------------------|
| Active parts  |                            | #DIV/0!               | over 70%                 |
| Auto Phase Out Parts                                |                            | #DIV/0!               | Less than 30%            |
| Dealer Phase Out Parts                              |                            | #DIV/0!               | Less than 1%             |
| Manual Order Parts                                  |                            | #DIV/0!               | Less than 3%             |
| Non Stock Part \$'s                                 |                            | #DIV/0!               | Less than 5%             |
| Non Stock Part #'s*                                 |                            |                       | Greater than 70% of PN's |
| Core Clean  |                            | #DIV/0!               | pn pieces                |
| Core Dirty  |                            | #DIV/0!               | pn pieces                |
|   |                            | #DIV/0!               |                          |
|   |                            |                       |                          |
| <b>Total Inventory</b>                              | <b>\$0</b>                 | <b>#DIV/0!</b>        |                          |
|   |                            |                       |                          |
|   |                            |                       |                          |

**AUTO MATE**

| <b>Activity</b>     | <b>AUTO MATE<br/>Value</b> | <b>% of inven</b> | <b>NADA<br/>Guide</b> | <b>Notes</b>           |
|---------------------|----------------------------|-------------------|-----------------------|------------------------|
|                     |                            | #DIV/0!           |                       | this is your current a |
| Current to 3 Months |                            | #DIV/0!           | 75%                   | healthy parts invento  |
| 4-6 Months          |                            | #DIV/0!           | 23%                   |                        |
| 7-9 Months          |                            | #DIV/0!           | 2%                    | 65% Will likely become |
| 10-12 Months        |                            | #DIV/0!           | included              | 85% Will likely become |
| over 12 Months      |                            | #DIV/0!           | 0%                    | Technically Obsolete   |
|                     |                            | #DIV/0!           |                       |                        |
| <b>TOTAL</b>        | <b>\$0</b>                 | <b>#DIV/0!</b>    |                       |                        |

**CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code**

OBSO POSITION (LINES 23-25 FROM ABOVE)

CLEAN CORE

DIRTY CORE

LOST SALES CALCULATOR VS. ACTUAL

AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)

MONTHS SUPPLY (FS TEMPLATE)

GROSS (TOTAL) TURNS (from your FS Template)

TRUE (STOCK) TURNS (from your FS Template)

FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)

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| AUTO SOFT              |           |                |                          |
|------------------------|-----------|----------------|--------------------------|
| Stocking Status        | Inventory | % of Inventory | Guide                    |
| INVESTMENT             | Value     |                |                          |
| Normal or Active Stock |           | #DIV/0!        | over 70%                 |
| Automatic Phase Out    |           | #DIV/0!        | Less than 30%            |
| Dealer Phase Out       |           | #DIV/0!        | Less than 1%             |
| Manual Order           |           | #DIV/0!        | Less than 3%             |
| Non Stock Part \$'s    |           | #DIV/0!        | Less than 5%             |
| Non Stock Part #'s*    |           |                | Greater than 70% of PN's |
| No Phase Out           |           |                | NA                       |
| Repace by Hold         |           |                | NA                       |
| Clean Core             |           | #DIV/0!        | # PIECES PART #          |
| Dirty Core             |           | #DIV/0!        |                          |
| Total Inventory        | \$0       | #DIV/0!        |                          |

**AUTO SOFT**

| Activity from Source | Value \$ | % of Inven | %       | Notes & Guides                    |
|----------------------|----------|------------|---------|-----------------------------------|
| 0-3 Months           |          |            | #DIV/0! | ACTIVE INVENTORY at 75%           |
| 4-6 Months           |          |            | #DIV/0! | ACTIVE INVENTORY at 23%           |
| 7-12 Months          |          |            | #DIV/0! | 75% will likely become Obso 2% is |
| 13-18 Months         |          |            | #DIV/0! | Technical Obsolescence 2% is gu   |
| New parts no sales   |          |            | #DIV/0! | Minimal Amount                    |
| Total Inventory      |          |            | #DIV/0! |                                   |

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| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code</b> |
| OBSO POSITION (LINES 20-22 FROM ABOVE)  |
| NEG-ON-HAND (MINUS-ON-HAND)   |
| CLEAN CORE  |
| DIRTY CORE (RDCI) OR DONE MANUALLY  |
| LOST SALES CALCULATOR VS. ACTUAL  |
| AVERAGE STOCK ORDER (Obtain data from your OE)                                      |
| MONTHS SUPPLY (This calculation from your FS Template)                              |
| GROSS (TOTAL) TURNS (from your FS Template)   |
| TRUE (STOCK) TURNS (from your FS Template)  |
| FTFR (FIRST TIME FILL RATE)(this is a post class assignment)                        |
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| DEALER TRACK ARKONA                 |  | MONTH OF:    |          |               |              | PROFILES                   |
|-------------------------------------|--|--------------|----------|---------------|--------------|----------------------------|
| STATUS                              |  | %            | #        | PIECES        | VALUE        |                            |
| ACTIVE PARTS: STOCKED               |  | 13.29%       | 552      | 588           | \$39,702.00  | See 9 D                    |
| ACTIVE PARTS: EXCESS STOCK          |  | 64.90%       | 883      | 24,697        | 193,860.00   | LESS THA                   |
| ACTIVE PARTS: UNDERSTOCKED          |  | 0.49%        | 212      | 11            | 1,457.00     | LESS THA                   |
| ACTIVE PARTS: TO PHASE OUT          |  | 0.00%        | 0        | 0             | 0.00         | LESS THA                   |
| TOTAL ACTIVE PARTS                  |  | 79.68%       | 1,597    | 25,296        | \$238,018.00 | 70%                        |
| SUPERCEDED W/ON HAND                |  | 2.63%        | 13       | 249           | 7,842.00     | LOW DBL                    |
| INACTIVE W/ON HAND                  |  | 17.39%       | 574      | 1,488         | 51,960.00    | LESS THA                   |
| INACTIVE PART NUMBER # AND %        |  |              |          |               |              |                            |
| TOTAL INV. TO SELL                  |  | 98.69%       | 2,184    | 27,033        | \$294,821.00 |                            |
| CORES ON HAND                       |  | 0.0163996    | 41       | 163           | 4,899.00     | LOW PIEC                   |
| NEG-ON-HAND                         |  |              | 3        | -3            | -992         | LOW DBL                    |
| TOTAL OF INVENTORY                  |  |              | 2,228    | 27,193        | \$298,727.00 |                            |
| PARTS ON OPEN R. O.'S               |  |              | 55       | 110           | 5,735.00     | ONE DAYS                   |
| VALUE OF TOTAL INVENTORY            |  |              | 2,283    | 27,303        | \$304,462.00 |                            |
| NOT ON FACTORY MASTER               |  |              | 4,723    | 12,860        | 52,994.00    | MINIMAL                    |
| PARTS WITH OUT COST                 |  |              | 311      | 0             | 0            | MINIMAL                    |
|                                     |  |              |          |               |              |                            |
| <b>INVENTORY AGING BY LAST SOLD</b> |  |              |          |               |              |                            |
|                                     |  | <b>VALUE</b> | <b>%</b> | <b>ACUM %</b> |              | <b>INS</b>                 |
| NEVER SOLD                          |  | 13,336       | 4.57%    | 4.57%         |              |                            |
| ONE YEAR AGO PLUS                   |  | 3,822        | 1.31%    | 5.88%         |              | THIS                       |
| ELEVEN MONTHS AGO                   |  | 1,188        | 0.41%    | 6.28%         |              |                            |
| TEN MONTHS AGO                      |  | 2,237        | 0.77%    | 7.05%         |              | THIS                       |
| NINE MONTHS AGO                     |  | 6,131        | 2.10%    | 9.15%         |              |                            |
| EIGHT MONTHS AGO                    |  | 2,884        | 0.99%    | 10.14%        |              | THESE PARTS WILL BE IN A " |
| SEVEN MONTHS AGO                    |  | 5,467        | 1.87%    | 12.01%        |              |                            |
| SIX MONTHS AGO                      |  | 6,975        | 2.39%    | 14.40%        |              |                            |
| FIVE MONTHS AGO                     |  | 6,114        | 2.09%    | 16.49%        |              |                            |
| FOUR MONTHS AGO                     |  | 14,279       | 4.89%    | 21.38%        |              |                            |
| THREE MONTHS AGO                    |  | 23,110       | 7.91%    | 29.30%        |              | THIS IS YOUR ACT           |
| TWO MONTHS AGO                      |  | 29,849       | 10.22%   | 39.52%        |              |                            |
| ONE MONTH AGO                       |  | 47,470       | 16.26%   | 55.77%        |              |                            |
| CURRENT MONTH                       |  | 129,136      | 44.22%   | 100.00%       |              |                            |
| TOTAL INVENTORY                     |  | 292,000      | 100.00%  |               |              | Guide is 1.5 Months Suppl  |
| CORES WITH ON HAND                  |  | 1,913        | 100      |               |              | CONFIRM DIRT               |

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| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code</b>          |
| <b>OBSO POSITION (LINES 25 to 31 FROM ABOVE) (includes potential and technicle OBSO)</b>     |
| <b>NEG-ON-HAND</b>   |
| <b>CLEAN CORE (Provide the # of part #'s and # of pieces)</b>                                |
| <b>DIRTY CORE</b>  |
| <b>LOST SALES CALCULATOR VS. ACTUAL</b>  |
| <b>AVERAGE STOCK ORDER (this will help you calculate your true turnfound in the FS temp)</b> |
| <b>MONTHS SUPPLY (this calculation is found in the FS template)</b>                          |
| <b>GROSS (TOTAL) TURNS (from your FS Template)</b>   |
| <b>TRUE (STOCK) TURNS (from your FS Template)</b>  |

**FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)**

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| Lightyear              |                 |                |                          |
|------------------------|-----------------|----------------|--------------------------|
| Stocking Status        | Inventory Value | % of Inventory | Guide                    |
| INVESTMENT             |                 |                |                          |
| Normal or Active Stock |                 | #DIV/0!        | over 70%                 |
| Automatic Phase Out    |                 | #DIV/0!        | Less than 30%            |
| Dealer Phase Out       |                 | #DIV/0!        | Less than 1%             |
| Manual Order           |                 | #DIV/0!        | Less than 3%             |
| Non Stock Part \$'s    |                 | #DIV/0!        | Less than 5%             |
| Non Stock Part #'s*    |                 |                | Greater than 70% of PN's |
| No Phase Out           |                 |                | NA                       |
|                        |                 |                | NA                       |
| Clean Core             |                 | #DIV/0!        | # PIECES PART #          |
| Dirty Core             |                 | #DIV/0!        |                          |
| Total Inventory        | \$0             | #DIV/0!        |                          |

**Lightyear**

| Activity           | Value \$ | % of Inver | %       | Notes & Guides                 |
|--------------------|----------|------------|---------|--------------------------------|
| 1-2 Months         |          |            | #DIV/0! | ACTIVE INVENTORY at 75%        |
| 3-5 Months         |          |            | #DIV/0! | ACTIVE INVENTORY at 23%        |
| 6-11 Months        |          |            | #DIV/0! | 75% will likely become Obso 2% |
| Over 12 Months     |          |            | #DIV/0! | Technical Obsolescence 2% is   |
| New parts no sales |          |            | #DIV/0! | Minimal Amount                 |
| Total Inventory    |          |            | #DIV/0! |                                |

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|---|
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code</b> |
| OBSO POSITION (LINES 20-22 FROM ABOVE)  |
| NEG-ON-HAND (MINUS-ON-HAND)   |
| CLEAN CORE  |
| DIRTY CORE (RDCI) OR DONE MANUALLY  |
| LOST SALES CALCULATOR VS. ACTUAL  |
| AVERAGE STOCK ORDER (Obtain data from your OE)                                      |
| MONTHS SUPPLY (This calculation from your FS Template)                              |
| GROSS (TOTAL) TURNS (from your FS Template)   |
| TRUE (STOCK) TURNS (from your FS Template)  |
| FTFR (FIRST TIME FILL RATE) (This is a post class assignment)                       |
|   |
|   |



| PBS SCORECARD       |           |                |                          |           |
|---------------------|-----------|----------------|--------------------------|-----------|
| Stocking Status     | Inventory | % of Inventory | Guide                    |           |
| INVESTMENT          | Value     |                |                          |           |
| Stock Parts         |           | #DIV/0!        | over 70%                 |           |
| Automatic Phase Out |           | #DIV/0!        | Less than 30%            |           |
|                     |           | #DIV/0!        |                          |           |
| Manual Order        |           | #DIV/0!        | Less than 3%             |           |
| Test Part \$'s      |           | #DIV/0!        | Less than 5%             |           |
| Test Part #'s*      |           |                | Greater than 70% of PN's |           |
| Core Parts          |           | #DIV/0!        | pn                       | pieces    |
| Core Dirty          |           | #DIV/0!        | pn                       | pieces    |
| Superseded Parts    |           | #DIV/0!        | pn                       | NA pieces |
|                     |           |                | NA                       |           |
| Total Inventory     | \$0       | #DIV/0!        |                          |           |
|                     |           |                |                          |           |
|                     |           |                |                          |           |

REYNOLDS

| Activity  | Value | % of inven | NADA Guide | Notes                  |
|---|-------|------------|------------|------------------------|
| Current   |       | #DIV/0!    | 75%        | this is your current a |
| 1-3 Months  |       | #DIV/0!    | included   | healthy parts inventc  |
| 4-6 Months  |       | #DIV/0!    | 23%        |                        |
| 7-9 Months  |       | #DIV/0!    | 2%         | 65% Will likely become |
| 10-12 Months  |       | #DIV/0!    | included   | 85% Will likely become |
| 13-24 Months  |       | #DIV/0!    | 0%         | Technically Obsolete   |
| 25+ months  |       | #DIV/0!    | 0%         |                        |
| TOTAL   | \$0   | #DIV/0!    |            |                        |
| <b>CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code</b> |       |            |            |                        |
| OBSCO POSITION (LINES 23-26 FROM ABOVE)   |       |            |            |                        |
| NEG-ON-HAND (MINUS-ON-HAND)   |       |            |            |                        |
| CLEAN CORE  |       |            |            |                        |
| DIRTY CORE  |       |            |            |                        |
| LOST SALES CALCULATOR VS. ACTUAL  |       |            |            |                        |
| AVERAGE STOCK ORDER (NEEDED FOR FS TEMPLATE TRUE TURN CALCULATION)                  |       |            |            |                        |
| MONTHS SUPPLY (FS TEMPLATE)   |       |            |            |                        |
| GROSS (TOTAL) TURNS (from your FS Template)   |       |            |            |                        |
| TRUE (STOCK) TURNS (from your FS Template)  |       |            |            |                        |
| FTFR (FIRST TIME FILL RATE) (from your parts class homework assignment)             |       |            |            |                        |
|   |       |            |            |                        |
|   |       |            |            |                        |
|   |       |            |            |                        |



| UCS SCORECARD                       |                 |                |                          | COLOR SCORING |
|-------------------------------------|-----------------|----------------|--------------------------|---------------|
| Stocking Status                     | Inventory Value | % of Inventory | Guide                    |               |
| Observations                        |                 |                |                          | GOOD          |
| Active Stock (0-6 month activity)   |                 |                | over 70%                 | WARNING       |
| Zero Guide (Auto Phase out)         |                 |                | Less than 30%            | DANGER        |
| No bin Location Parts               |                 |                | Less than 1%             |               |
| Manual Order Review                 |                 |                | Less than 3%             |               |
| No Match (Non Stock Part \$'s)      |                 |                | Less than 5%             |               |
| Total Watch #'s (N/ Stock Part #'s) |                 |                | Greater than 70% of PN's |               |
| Clean Core                          |                 |                |                          |               |
| Dirty Core                          |                 |                | Are controls in place?   |               |
|                                     |                 |                | NA                       |               |
|                                     |                 |                | NA                       |               |
| Total Inventory                     | \$0             |                |                          |               |
| EXTRA LINES                         |                 |                |                          |               |
| EXTRA LINES                         |                 |                |                          |               |

**UCS**

| Investment Activity  | Value | % of inven | NADA Guide | Notes   |
|--|-------|------------|------------|---|
| Current TO 3 Months  |       | #DIV/0!    | 75%        | this is your current and active healthy parts inventory |
| 3 to 6 Months  |       | #DIV/0!    | included   |   |
| 6-9 Months   |       | #DIV/0!    | 23%        | 65% Will likely become obso                             |
| 9-12 Months  |       | #DIV/0!    | 2%         | 85% Will likely become obso                             |
| 12 Months + Over   |       | #DIV/0!    | included   | This is your Technical OBSO                             |
|  |       | #DIV/0!    |            |   |
|  |       | #DIV/0!    |            |   |
| TOTAL  | \$0   | #DIV/0!    |            |   |
| CRITICAL OBSERVATIONS:(How do you feel about these observations?) Color Code |       |            |            | Pass or Fail ?  |
| OBSO POSITION (LINES 23-26 FROM ABOVE)                                       |       |            |            |   |
| NEG-ON-HAND (MINUS-ON-HAND) (minus balance parts)                            |       |            |            |   |
| CLEAN CORE   |       |            |            |   |
| DIRTY CORE   |       |            |            |   |
| LOST SALES CALCULATOR VS. ACTUAL   |       |            |            |   |
| AVERAGE STOCK ORDER  |       |            |            |   |
| MONTHS SUPPLY  |       |            |            |   |
| GROSS (TOTAL) TURNS (from your FS templat                                    |       |            |            |   |
| TRUE (STOCK) TURNS (from your FS Template                                    |       |            |            |   |
| FTFR (FIRST TIME FILL RATE) (from your part                                  |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |
|  |       |            |            |   |

|        |         |
|--------|---------|
| \$0.00 |         |
| \$0.00 |         |
| \$0    |         |
|        |         |
|        |         |
| \$0.00 | #DIV/0! |