

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
**** Inventory ****	*****													
Turnover Months	2.4	2.0	2.1	2.3	1.9	2.2	2.1	2.4	2.3	2.3	2.7	3.2		2.3
Supply	3.0	2.7	2.7	3.0	2.6	2.9	2.9	3.1	2.9	3.0	3.5	3.9		3.0
Closing Inventory	2,824	2,869	2,937	3,022	3,131	3,166	3,196	3,264	3,324	3,383	3,495	3,586		3,183
Pieces	22,266	21,252	22,853	23,366	23,081	22,976	23,333	23,629	23,359	23,348	24,087	25,676		23,268
Cost	545,642	551,119	580,207	582,341	612,050	616,525	626,322	630,969	631,289	640,544	658,526	674,064		612,466
Active	767	789	821	879	895	872	866	884	881	871	869	891		857
Pieces	14,454	13,391	14,654	15,162	14,673	14,323	14,407	14,736	14,292	14,021	14,638	16,165		14,576
Cost	95,595	95,014	103,039	110,716	112,614	112,365	116,378	122,066	122,223	124,343	129,906	131,296		114,629
Active Obs										1				
Pieces										2				
Cost										306				25
Non-Stock	1,927	1,947	1,976	2,003	2,079	2,132	2,180	2,233	2,290	2,353	2,459	2,515		2,174
Pieces	7,137	7,158	7,463	7,447	7,587	7,801	8,058	7,972	8,074	8,267	8,362	8,331		7,804
Cost	422,567	427,769	440,589	434,881	447,901	457,250	463,899	466,414	466,937	469,880	475,841	481,659		454,632
Replaced	67	70	66	68	66	71	73	72	71	72	74	80		70
Pieces	386	390	388	394	383	394	384	379	389	392	397	461		394
Cost	6,624	7,189	7,428	7,503	7,144	7,595	7,609	6,870	7,508	8,939	9,293	11,444		7,928
Core	63	63	74	72	91	91	77	75	82	86	93	100		80
Pieces	289	313	348	363	438	458	484	542	604	666	690	719		492
Cost	20,856	21,147	29,151	29,241	44,391	39,315	38,436	35,619	34,621	37,076	43,486	49,665		35,250
**** Activity ****	*****													
Sales (at cost)	225,115	265,734	275,104	246,971	319,707	268,249	285,257	256,159	272,981	268,936	236,896	209,697		260,900
Shop	130,950	164,962	175,053	144,881	200,156	145,072	190,393	163,436	160,032	173,731	139,672	126,723		159,588
Counter	94,165	100,772	100,050	102,090	119,550	123,176	94,863	92,722	112,949	95,204	97,224	82,974		101,311
Lost Sale	5,128	8,451	5,720	5,566	5,454	3,781	4,885	6,047	6,083	7,408	5,392	4,259		5,681
Total Purchases	143,451	191,910	187,209	158,979	223,326	169,425	213,235	186,037	173,393	177,321	189,584	155,885		180,812
Regular Ord	70,500	114,358	108,456	81,114	130,209	95,062	137,669	121,680	98,214	100,597	119,675	95,058		106,049
Special Ord	72,950	77,551	78,753	77,864	93,116	74,363	75,565	64,357	75,179	76,724	69,908	60,826		74,763
**** Stock Order ****	*****													
Suggested	152	165	167	162	147	145	131	134	142	142	133	129		145
Pieces	411	364	450	440	412	347	992	366	884	638	775	282		530
Cost	14,498	14,957	14,653	13,142	14,976	12,030	16,720	15,361	21,425	15,924	15,385	13,166		15,186
Adjustments	493	607	655	589	765	666	560	470	578	351	401	654		565
Pieces	6,173	1,638	2,124	2,455	2,191	4,508	54	1,408	1,497	2,551	1,546	3,664		2,484
Cost	279,500	10,480	11,951	5,239	26,446	-42,567	729	4,891	14,533	12,897	1,177	8,157		27,786

WILSON MOTOR NISSAN FORD LINCO
Parts Inventory
Management Trend Analysis

PD3430R
NWIL551
Manufacturer: FORD

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Closing Inventory	2,824	2,869	2,937	3,022	3,131	3,166	3,196	3,264	3,324	3,383	3,495	3,586		3,183
Parts	69	78	79	65	84	78	84	83	75	77	74	79		77
Pieces	21,118	25,663	22,773	22,944	24,398	24,092	25,013	24,876	22,940	23,158	21,425	21,615		23,334
Cost	102,707	120,208	115,210	112,139	132,439	129,875	142,872	147,397	133,413	144,017	136,434	139,334		129,670
Non-Stk	10	14	17	8	11	11	12	13	14	12	15	10		12
Pieces	43	129	92	42	55	52	70	58	56	56	74	41		64
Cost	1,224	2,899	2,665	1,249	1,513	2,658	3,780	1,933	2,369	1,621	1,512	1,788		2,100
Not Sold														
3 Months														
% Total Cost	49.1	49.9	1.4	2.0	1.7	1.5	1.8	1.7	1.5	1.0	1.0	.5		9.4
ALL	1	1	1	2	2	1	1	1	1	2	2			
Parts			600	2,100					70		2,500			
Pieces			31	29	25	25	27	24	18	24	23	24		439
Cost	29	25	95	77	64	205	215	50	44	64	54	57		126
Non-Stk	268,358	275,096	7,722	9,727	10,914	9,393	11,445	11,293	9,401	6,655	4,565	3,616		52,348
6 Months														
% Total Cost	7.2	5.7	50.2	49.9	48.8	7.1	6.7	7.6	6.1	7.7	8.3	10.9		18.0
ALL	93	70	69	84	81	108	93	112	88	107	98	101		92
Parts	404	555	285	389	421	339	265	376	242	346	412	283		359
Pieces	8,397	7,245	5,591	7,591	8,289	11,340	7,340	10,843	6,742	13,785	11,264	18,581		9,750
Cost	437	354	314	315	341	406	414	436	410	414	388	452		390
Non-Stk	1,329	932	1,142	1,235	1,241	1,308	1,253	1,190	1,139	1,077	1,044	1,528		1,201
Pieces	31,270	24,460	286,067	283,160	290,430	33,046	35,166	37,327	32,199	35,773	43,739	55,553		99,015
Cost	3.4	5.1	5.4	5.1	4.0	45.9	45.2	45.6	4.7	4.6	5.4	3.8		14.8
ALL	9	21	21	26	15	16	15	19	22	21	26	16		18
Parts	13	64	134	141	115	125	154	140	118	66	91	38		99
Pieces	1,940	6,146	5,152	4,368	2,226	2,445	3,675	3,458	3,200	1,884	3,636	3,163		3,441
Cost	286	337	328	318	271	244	257	248	299	311	353	301		296
Non-Stk	886	1,212	930	931	752	979	996	1,060	961	990	933	806		953
Pieces	16,651	22,477	26,334	25,460	22,312	280,715	279,526	284,680	26,578	27,880	32,341	22,751		88,975
Cost	2.7	2.4	1.8	1.9	3.6	4.2	4.2	3.2	44.5	43.7	42.8	3.8		13.2
ALL	3	5	3	5	19	19	22	13	14	13	11	18		12
Parts	5	7	3	6	58	131	133	93	103	153	129	97		76
Pieces	778	956	182	1,244	6,739	4,969	4,126	2,193	2,309	3,239	1,905	2,838		2,623
Cost	161	180	171	197	241	269	272	224	195	181	172	221		207
Non-Stk	493	478	681	663	923	761	882	599	785	760	859	698		715
Pieces	14,493	12,536	10,802	9,833	15,514	21,204	22,614	18,560	278,880	276,720	280,053	23,411		82,047
Cost	9.6	9.7	9.5	10.1	9.1	8.5	9.7	9.3	10.4	10.2	10.2	49.6		12.9
ALL	36	34	37	40	44	45	41	52	56	64	68	67		48
Parts	93	82	79	85	89	90	87	136	201	213	235	289		139
Pieces	1,700	1,657	3,385	2,802	3,216	3,482	3,137	6,753	7,192	8,288	9,987	10,131		5,144
Cost														

**** Aging ****

WILSON MOTOR NISSAN FORD LINCO
Parts Inventory
Management Trend Analysis

PO3430R
NWLS551
Manufacturer: NISSAN

**** Inventory ****

Turnover Months	Supply	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Parts Pieces	1.531	1.537	1.554	1.589	1.589	1.572	1.571	1.566	1.554	1.575	1.604	1.600	1.618	630.387	1.572
Parts Cost	9.894	10.543	11.233	10.620	10.620	10.856	12.057	11.965	11.719	10.847	11.070	11.143	10.752	310.604	11.058
Inventory	152.272	155.424	162.404	166.587	166.587	163.680	170.267	170.957	172.571	177.551	184.235	186.035	183.658	319.776	170.470
Active	105	101	98	96	96	92	94	90	93	92	91	89	90	15.131	94
Pieces	5.506	6.191	6.841	6.603	6.603	6.809	7.741	7.674	7.615	6.674	6.739	6.601	6.232	6.768	6.768
Cost	20.785	23.598	28.398	26.910	26.910	24.901	26.405	26.089	27.237	23.998	23.583	22.672	21.836	24.701	24.701
Non-Stock	1.339	1.348	1.367	1.401	1.401	1.386	1.383	1.378	1.363	1.381	1.408	1.406	1.421	2.754	1.381
Pieces	4.151	4.120	4.160	3.795	3.795	3.823	4.085	4.055	3.866	3.926	4.061	4.268	4.244	4.046	4.046
Cost	89.650	90.041	90.244	92.770	92.770	88.458	88.946	88.296	87.432	91.451	95.802	96.825	94.943	91.238	91.238
Replaced	48	48	47	48	48	46	44	46	45	46	47	47	47	46	46
Pieces	165	158	155	139	139	134	132	134	133	134	155	156	155	145	145
Cost	2.509	2.613	2.342	2.628	2.628	2.597	2.374	2.705	2.593	2.540	3.529	3.806	2.821	2.754	2.754
Core	39	40	42	44	44	48	50	52	53	56	58	58	60	50	50
Pieces	72	74	77	83	83	90	99	102	105	113	115	118	121	97	97
Cost	39.328	39.172	41.420	44.279	44.279	47.724	52.542	53.867	55.309	59.562	61.321	62.732	64.058	51.776	51.776

**** Activity ****

Sales (at cost)	44.317	45.203	60.296	60.604	60.604	72.242	38.412	57.052	50.675	39.961	44.523	64.362	52.740	630.387	52.532
Shop	23.063	25.524	26.914	34.199	34.199	29.868	17.018	24.546	21.683	22.555	27.155	28.598	29.481	310.604	29.883
Counter	21.254	19.679	33.381	26.404	26.404	42.373	21.393	32.505	28.992	17.406	17.367	35.764	23.258	319.776	26.648
Lost Sale	773	1.756	2.331	1.624	1.624	438	1.737	894	384	785	1.128	2.603	678	15.131	1.260
Total Purchases	29.075	39.635	37.177	33.565	33.565	40.579	27.086	29.297	29.439	27.325	27.122	30.905	33.704	384.909	32.075
Regular Ord	7.560	15.518	10.763	9.544	9.544	12.985	8.726	9.229	6.121	10.089	8.803	8.731	9.354	117.423	9.785
Special Ord	21.515	24.117	26.414	24.021	24.021	27.593	18.359	20.067	23.317	17.235	18.318	22.174	24.350	267.480	22.290

**** Stock Order ****

Suggested	12	15	20	16	16	9	9	14	11	18	10	8	8	12	12
Pieces	29	28	36	32	32	15	28	26	21	29	12	16	30	25	25
Cost	631	670	789	713	713	260	202	756	141	399	201	205	114	423	423
Adjustments	621	74	44	73	73	160	57	71	97	77	80	626	39	168	168
Pieces	2.143	2.567	965	1.656	1.656	3.016	1.36	1.139	669	208	2.333	2.911	754	1.541	1.541
Cost	790	-133	-3.505	13.085	13.085	2.990	-2.722	1.362	-1.946	628	7.609	3.064	-6.243	1.248	1.248

WILSON MOTOR NISSAN FORD LINCO
Parts Inventory
Management Trend Analysis

PD3430R
NWIL551
Manufacturer: NISSAN

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Closing Inventory	1,531	1,537	1,554	1,589	1,572	1,571	1,566	1,554	1,575	1,604	1,600	1,618	1,618	1,572
Parts	9,894	10,543	11,233	10,620	10,856	12,057	11,965	11,719	10,847	11,070	11,143	10,752	11,070	11,058
Cost	152,272	155,424	162,404	166,587	163,680	170,267	170,957	172,571	177,551	184,235	186,035	183,658	184,235	170,470
**** Aging ****														
Sold Last 3 Months														
% Total Cost ALL	15.6	16.9	16.1	16.4	16.2	16.4	16.0	16.9	15.2	13.6	14.3	14.2	14.2	15.6
Parts	12	14	14	14	13	12	13	13	12	10	10	12	10	12
Pieces	5,533	5,653	6,024	5,908	6,404	6,485	6,492	6,866	6,858	6,663	7,023	6,668	6,663	6,381
Cost	23,472	26,106	25,241	27,208	26,002	27,663	26,932	28,842	26,237	24,899	25,963	25,413	24,899	26,164
Non-Stk	3	3	4	4	3	3	3	3	4	2	4	4	4	3
Pieces	17	10	17	24	9	14	12	19	12	10	35	25	10	17
Cost	429	280	1,040	237	643	332	471	486	855	170	711	804	711	538
Not Sold														
3 Months														
% Total Cost Non-Stk	.3	2.3	2.3	1.9	.5	.4	.5	.1	.1	.5				.7
Parts	3	7	22	22	5	4	4	5	5	6	4	7	4	7
Pieces	3	10	33	33	6	4	4	7	6	7	5	7	5	9
Cost	501	3,627	3,889	3,235	855	806	865	221	221	1,063	99	118	99	1,273
6 Months														
% Total Cost ALL	19.1	19.5	16.1	11.6	9.1	12.5	21.7	18.3	12.0	16.3	22.0	27.1	22.0	17.1
Parts	19	28	14	12	5	12	13	15	14	13	19	19	19	15
Pieces	44	129	37	107	7	83	176	41	50	247	255	73	255	104
Cost	11,480	12,750	9,742	5,194	2,050	7,339	23,355	13,296	6,607	14,866	27,479	34,844	27,479	14,083
Non-Stk	145	125	123	116	117	127	123	132	133	145	123	139	123	129
Pieces	348	284	284	320	363	348	441	370	490	497	718	425	497	407
Cost	17,726	17,586	16,548	14,133	12,934	14,045	13,909	18,426	14,831	15,287	13,630	15,026	13,630	15,340
9 Months														
% Total Cost ALL	6.2	6.9	9.2	10.1	9.3	7.2	5.5	6.2	6.8	7.8	10.9	9.4	10.9	7.9
Parts	5	5	13	16	16	9	8	4	4	7	11	10	11	9
Pieces	17	8	17	20	21	11	10	6	8	12	19	14	19	13
Cost	2,910	1,965	5,537	6,421	7,651	4,026	3,435	1,975	2,000	3,765	7,515	5,955	7,515	4,429
Non-Stk	67	86	101	111	92	87	72	88	99	94	102	99	102	91
Pieces	141	170	197	255	229	185	124	186	278	294	264	391	264	226
Cost	6,563	8,858	9,464	10,456	7,687	8,370	6,054	8,836	10,149	10,767	12,860	11,420	12,860	9,290
12 Months														
% Total Cost ALL	9.9	6.7	4.0	3.8	5.3	6.5	7.7	5.3	4.7	4.1	4.8	5.7	4.8	5.7
Parts	9	10	8	5	4	11	14	15	10	7	4	5	4	8
Pieces	9	19	20	17	7	15	18	19	12	9	6	10	6	13
Cost	3,650	4,532	3,210	2,910	1,165	4,725	5,601	6,051	4,049	3,350	1,975	2,112	1,975	3,610
Non-Stk	56	58	40	41	57	63	64	53	51	47	50	62	50	53
Pieces	273	275	190	83	121	129	153	138	121	82	121	152	121	153
Cost	11,577	5,910	3,392	3,508	7,603	6,414	7,584	3,107	4,388	4,255	7,028	8,402	7,028	6,097
Over 12 Months														
% Total Cost ALL	20.6	25.1	27.0	27.2	26.8	27.3	27.4	29.4	30.1	30.1	30.5	28.9	30.5	27.5
Parts	45	47	50	54	54	56	56	58	67	70	73	74	73	58
Pieces	122	124	127	131	140	146	146	148	161	164	167	170	167	145
Cost	2,875	4,562	6,113	7,482	8,465	9,465	9,465	10,397	13,436	14,175	15,586	16,554	15,586	9,881
Non-Stk	876	881	896	900	903	891	887	906	909	923	924	924	924	901
Pieces	2,359	2,318	2,386	2,479	2,482	2,407	2,402	2,463	2,547	2,582	2,591	2,577	2,582	2,466
Cost	28,535	34,565	37,755	37,955	35,497	37,162	37,489	40,345	40,184	41,351	41,169	36,615	41,169	37,385

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Turnover	.4	.2	.3	.2	.2	.3	.2	.3	.3	.4	.5	.5		.3
Months Supply	1.1	1.0	1.1	1.0	.8	1.4	1.0	1.3	1.1	1.3	1.5	1.3		1.1

**** Inventory ****

	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	Avg.
Non-Stk														
Parts	96	98	101	101	107	114	114	139	159	179	189	200		133
Pieces	383	381	388	393	420	498	430	536	603	666	944	966		550
Cost	12.745	12.820	13.101	13.111	13.244	14.886	14.200	14.335	16.861	19.997	20.834	27.668		16.150