

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3350	90.6%	4229	82186.04	71.2%	1742854.90
AUTOMATIC PHASEOUT (AP) PARTS	25	0.6%	28	2364.55	2.0%	62428.27
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	143	3.8%	337	3464.13	3.0%	150829.34
NON-STOCK (NS) PARTS	164	4.4%	210	24933.25	21.6%	483195.15
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%	0.00
SOLD NOT STOCKED	15	0.6%	18	2394.26	2.2%	63082.67
TOTAL COST OF SALES	3697	100.0%	4822	115342.23	100.0%	2502390.33
LOST SALES (MEMO)	24		26	3500.60		54483.82
CREDIT/RETURNS (MEMO)	17		19	1068.12		34590.49
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3667	14.2%	29167	390519.40	83.0%
AUTOMATIC PHASEOUT (AP) PARTS	1463	5.6%	1031	39144.71	8.3%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	16	0.0%	1539	8905.36	1.8%
NON-STOCK (NS) PARTS	20571	79.9%	379	31473.51	6.6%
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	0	0.3%	0	0.00	0.3%
TOTAL INVESTMENT	25717	100.0%	32116	470042.98	100.0%
DIRTY CORE INVENTORY	20		77	1785.00	
NEW CORE INVENTORY	48		226	6703.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3116	12.1%	12.1%	306232.18	65.1	65.1%
1-3 MONTHS	4536	17.6%	29.7%	97903.98	20.8	85.9%
4-6 MONTHS	2802	10.8%	40.5%	39067.87	8.3	94.2%
7-9 MONTHS	2537	9.8%	50.3%	13522.52	2.8	97.0%
10-12 MONTHS	1986	7.7%	58.0%	10944.11	2.3	99.3%
13-24 MONTHS	6277	24.4%	82.4%	1862.94	0.3	99.6%
25 MONTHS OR MORE	4463	17.6%	100.0%	509.38	0.4	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	148	10.7%	270	50497.36	16.1%	
STOCK ORDER - BACKORDER	10	0.7%	12	4334.49	1.3%	
STOCK ORDER - CROSS SHIP	12	0.8%	38	4726.79	1.5%	
SUPPLEMENTAL ORDER	112	8.1%	112	6363.20	2.0%	
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	26	1.8%	179	15685.70	5.0%	
CUSTOMER ORDER	289	20.9%	369	62262.73	19.9%	
CUSTOMER ORDER - BACKORDER	186	13.4%	196	53810.16	17.2%	
CUSTOMER ORDER - CROSS SHIP	46	3.3%	61	7009.88	2.2%	
EMERGENCY PURCHASES	551	39.9%	621	107283.53	34.3%	
OTHER ORDERS	0	0.4%	0	0.00	0.5%	
TOTAL OUTSTANDING ORDERS	1380	100.0%	1858	311973.84	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	373	66.1%	801	44211.70	66.0%	1058628.80
STOCK ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-2508.76
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-5397.89
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	-147.00
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	212	37.5%	233	23144.26	34.5%	770460.24
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2124.00
CUSTOMER ORDER - CROSS SHIP	-3	0.0%	-1	-283.94	0.0%	-1602.58
EMERGENCY PURCHASES	-16	0.0%	-2	-122.35	0.0%	-27013.75
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	564	100.0%	1031	66949.67	100.0%	1790295.06
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	366	41.0%	3101	54126.78	49.6%	1385881.99
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	5059.22
STOCK ORDER - CROSS SHIP	10	1.1%	63	5156.95	4.7%	95348.09
SUPPLEMENTAL ORDER	144	16.1%	144	9253.84	8.4%	131781.14
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	4331.00
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	248	27.8%	270	26359.00	24.2%	625037.96
CUSTOMER ORDER - BACKORDER	8	0.8%	8	786.49	0.7%	28728.16
CUSTOMER ORDER - CROSS SHIP	33	3.6%	35	4292.57	3.9%	89603.86
EMERGENCY PURCHASES	24	2.6%	34	5121.84	4.7%	67513.27
OTHER ORDERS	59	7.0%	72	3823.67	3.8%	103592.94
TOTAL RECEIPTS	892	100.0%	3727	108921.14	100.0%	2536877.63
PURCHASES DISCOUNT	184		178	572.81		1594.64

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	161	0	0.00	2160.03
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	4	-4	-752.99	-46713.38
PLUS ADJUSTMENTS	3	10	1964.00	18907.27
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	2229.63
RETURNED PARTS	28	-28	-3707.64	-56175.83
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	245	13	1124.78	6547.82
COST PRICE ADJUSTMENTS	24	-369	-184.22	-1263.37
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	465	-378	-1556.07	-74307.83
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	17273.96
APPRECIATION - MANUAL UPDATE	0	0	0.00	5745.03
TOTAL APPRECIATION	0	0	0.00	23018.99
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	0	0	0.00	23018.99
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	25557	33220	477447.33	485215.79
CLOSING INVENTORY	25717	32116	470042.98	470042.98
PERCENT OF CHANGE	0.6%	-3.2%	-1.5%	-3.0%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	23040	0	0.00	
NO COST	9	0	0.00	
NO FACTORY RECORD	242	593	3814.76	
NO SERVICE	18	117	2444.96	
MINUS ON HAND	65	-80	-7128.46	
PHASED IN	58	26	1008.16	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00	
BUSINESS RATIOS				
LEVEL OF SERVICE	95.2%			
STOCK ORDER PERFORMANCE	42.3%			
GROSS TURNOVER RATE	15.0			
TRUE TURNOVER RATE	9.2			