

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1540	69.9%	5332	80203.82	45.7%	275081.29
AUTOMATIC PHASEOUT (AP) PARTS	245	11.1%	946	15567.87	8.8%	54765.19
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	186	8.4%	426	70670.08	40.3%	284671.60
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	230	10.6%	387	8833.90	5.2%	36341.01
TOTAL COST OF SALES	2201	100.0%	7091	175275.67	100.0%	650859.09
LOST SALES (MEMO)	0		0	0.00		1200.80
CREDIT/RETURNS (MEMO)	10		8	1335.60		3893.35
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1218	27.2%	8327	208268.28	67.6%
AUTOMATIC PHASEOUT (AP) PARTS	1178	26.3%	2386	67624.13	21.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	2076	46.4%	515	31915.22	10.3%
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	0.1%	0	0.00	0.2%
TOTAL INVESTMENT	4473	100.0%	11228	307807.63	100.0%
DIRTY CORE INVENTORY	17		17	7775.00	
NEW CORE INVENTORY	50		61	8375.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	982	21.9%	21.9%	141784.22	46.0	46.0%
1-3 MONTHS	1663	37.1%	59.0%	73226.06	23.7	69.7%
4-6 MONTHS	735	16.4%	75.4%	34924.01	11.3	81.0%
7-9 MONTHS	386	8.6%	84.0%	29630.53	9.6	90.6%
10-12 MONTHS	242	5.4%	89.4%	12274.88	3.9	94.5%
13-24 MONTHS	267	5.9%	95.3%	13632.75	4.4	98.9%
25 MONTHS OR MORE	198	4.7%	100.0%	2335.18	1.1	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	138	22.5%	587	21861.99	0.5%	
STOCK ORDER - BACKORDER	78	12.7%	343	13240.25	0.3%	
STOCK ORDER - CROSS SHIP	3	0.4%	4	397.40	0.0%	
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	256	41.8%	317	61309.74	1.4%	
CUSTOMER ORDER - BACKORDER	130	21.2%	172	36771.85	0.8%	
CUSTOMER ORDER - CROSS SHIP	6	0.9%	6820	4096508.20	96.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.5%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	611	100.0%	8243	4230089.43	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	318	45.5%	1539	42408.31	38.4%	156046.92
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	380	54.4%	467	68005.35	61.5%	246376.85
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-299.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	698	100.0%	2006	110413.66	100.0%	402124.77
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	278	25.0%	1196	34165.63	19.8%	143191.71
STOCK ORDER - BACKORDER	26	2.3%	270	4583.55	2.6%	13954.86
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	346	31.1%	549	57989.01	33.6%	237782.36
CUSTOMER ORDER - BACKORDER	16	1.4%	18	5025.95	2.9%	14357.21
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	2.10
EMERGENCY PURCHASES	164	14.7%	1837	54818.51	31.8%	194575.88
OTHER ORDERS	279	25.5%	456	15558.02	9.3%	50454.16
TOTAL RECEIPTS	1109	100.0%	4326	172140.67	100.0%	654318.28
PURCHASES DISCOUNT	48		1603	5634.86		31991.44

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	477	0	0.00	0.00
DELETED PARTS	362	0	0.00	0.00
MINUS ADJUSTMENTS	49	-119	-11542.34	-39445.07
PLUS ADJUSTMENTS	9	1726	7786.45	24638.72
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	333	22	195.08	2332.71
COST PRICE ADJUSTMENTS	16	68	-3489.64	-17039.64
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1246	1697	-7050.45	-29513.28

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	65	6026	-2370.14	1831.36
APPRECIATION - MANUAL UPDATE	11	5280	597.56	4218.26
TOTAL APPRECIATION	76	11306	-1772.58	6049.62
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	76	11306	-1772.58	6049.62

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	4355	12364	314130.80	295795.31
CLOSING INVENTORY	4473	11228	307807.63	307807.63
PERCENT OF CHANGE	2.7%	-9.1%	-1.9%	4.1%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	2776	0	0.00
NO COST	3	0	0.00
NO FACTORY RECORD	125	722	20456.97
NO SERVICE	1	0	0.00
MINUS ON HAND	52	-78	-7779.29
PHASED IN	2	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	426	198	11347.15

BUSINESS RATIOS	
LEVEL OF SERVICE	69.9%
STOCK ORDER PERFORMANCE	23.9%
GROSS TURNOVER RATE	7.0
TRUE TURNOVER RATE	1.8