

## SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	11001	92.3%	26077	385865.05	70.3%	1662212.52
AUTOMATIC PHASEOUT (AP) PARTS	391	3.2%	599	58728.03	10.7%	91899.79
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	509	4.2%	710	104792.59	19.1%	435049.29
NO PHASEOUT (NP) PARTS	2	0.0%	501	0.00	0.0%	123.25
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	2	0.0%	2	5.76	0.0%	201.97
SOLD NOT STOCKED	5	0.3%	-5	-829.13	0.0%	-5351.24
TOTAL COST OF SALES	11910	100.0%	27884	548562.30	100.0%	2184135.58
LOST SALES (MEMO)	2		2	24.10		24.10
CREDIT/RETURNS (MEMO)	95		124	7113.94		25077.41
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	8754	47.9%	65287	530751.31	69.6%
AUTOMATIC PHASEOUT (AP) PARTS	3801	20.8%	7703	204175.07	26.8%
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	5663	31.0%	464	22393.75	2.9%
NO PHASEOUT (NP) PARTS	14	0.0%	20	1397.85	0.1%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	24	0.3%	52	2805.04	0.6%
TOTAL INVESTMENT	18256	100.0%	73526	761523.02	100.0%
DIRTY CORE INVENTORY	19		24	8378.00	
NEW CORE INVENTORY	143		324	30893.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3494	19.1%	19.1%	325578.83	42.7	42.7%
1-3 MONTHS	5521	30.2%	49.3%	180766.43	23.7	66.4%
4-6 MONTHS	3565	19.5%	68.8%	77941.22	10.2	76.6%
7-9 MONTHS	3239	17.7%	86.5%	50344.21	6.6	83.2%
10-12 MONTHS	1215	6.6%	93.1%	29821.87	3.9	87.1%
13-24 MONTHS	946	5.1%	98.2%	77507.40	10.1	97.2%
25 MONTHS OR MORE	276	1.8%	100.0%	19563.06	2.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	143	60.3%	638	8527.58	28.4%	
STOCK ORDER - BACKORDER	2	0.8%	3	25.54	0.0%	
STOCK ORDER - CROSS SHIP	4	1.6%	6	245.35	0.8%	
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	27	11.3%	32	7725.76	25.7%	
CUSTOMER ORDER - BACKORDER	27	11.3%	40	5256.14	17.5%	
CUSTOMER ORDER - CROSS SHIP	34	14.3%	39	8190.43	27.3%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	237	100.0%	758	29970.80	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3051	73.6%	12551	199102.29	57.0%	753102.01
STOCK ORDER - BACKORDER	0	0.0%	-12	-495.62	0.0%	-3033.50
STOCK ORDER - CROSS SHIP	0	0.0%	-138	-2115.22	0.0%	-2805.08
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	1089	26.3%	1562	152212.77	43.6%	596232.55
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1832.01
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-4897.69
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	4140	100.0%	13963	348704.22	100.0%	1336766.28
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3105	60.5%	15833	243772.79	46.5%	960427.10
STOCK ORDER - BACKORDER	24	0.4%	129	2494.08	0.4%	8156.17
STOCK ORDER - CROSS SHIP	57	1.1%	203	10253.46	1.9%	22563.31
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	868	16.9%	1519	73382.11	14.0%	352308.41
CUSTOMER ORDER - BACKORDER	56	1.0%	72	10055.09	1.9%	42573.83
CUSTOMER ORDER - CROSS SHIP	211	4.1%	269	63425.83	12.1%	199198.87
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	49.50
OTHER ORDERS	807	16.0%	1337	120271.54	23.2%	470439.77
TOTAL RECEIPTS	5128	100.0%	19362	523654.90	100.0%	2055716.96
PURCHASES DISCOUNT	32		71	-629.65		-5319.97

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	934	0	0.00	0.00
DELETED PARTS	9733	0	0.00	0.00
MINUS ADJUSTMENTS	108	-3284	-15656.42	-59012.94
PLUS ADJUSTMENTS	213	3977	43183.18	246741.42
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	1062	454	-4789.49	-1257.10
COST PRICE ADJUSTMENTS	4	-2379	1007.94	1214.19
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	12054	-1232	23745.21	187685.57
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	3513	7995	1956.97	4775.53
APPRECIATION - MANUAL UPDATE	4	12	-33.18	-120.53
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TOTAL APPRECIATION	3517	8007	1923.79	4655.00
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	40	0.00	0.00
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TOTAL FIRST PRICING	2	40	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	3519	8047	1923.79	4655.00
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	27079	80896	760561.94	697821.60
CLOSING INVENTORY	18256	73526	761523.02	761523.02
PERCENT OF CHANGE	-32.5%	-9.0%	0.1%	9.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	12364	0	0.00	
NO COST	50	29091	0.00	
NO FACTORY RECORD	4095	27717	81787.58	
NO SERVICE	24	26	628.01	
MINUS ON HAND	60	-585	-13420.98	
PHASED IN	1169	430	10968.01	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1836	810	32533.23	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	34.4%			
GROSS TURNOVER RATE	9.1			
TRUE TURNOVER RATE	3.9			