

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4219	65.1%	5745	179284.79	46.2%	1126183.27
AUTOMATIC PHASEOUT (AP) PARTS	43	0.6%	41	5773.00	1.4%	200409.51
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	37	0.5%	88	412.04	0.1%	1659.26
NON-STOCK (NS) PARTS	2078	32.0%	6502	188463.43	48.6%	915091.16
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	15	0.2%	15	1358.59	0.3%	12711.69
SOLD NOT STOCKED	87	1.6%	112	12098.71	3.4%	66124.66
<b>TOTAL COST OF SALES</b>	<b>6479</b>	<b>100.0%</b>	<b>12503</b>	<b>387390.56</b>	<b>100.0%</b>	<b>2322179.55</b>
LOST SALES (MEMO)	43		44	3068.97		5410.58
CREDIT/RETURNS (MEMO)	230		1231	18253.30		129235.88
UNUSUAL SALES (MEMO)	0		0	0.00		27590.21

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	6588	59.1%	13524	280077.38	72.7%
AUTOMATIC PHASEOUT (AP) PARTS	601	5.3%	625	31416.22	8.1%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	8	0.0%	116	1290.02	0.3%
NON-STOCK (NS) PARTS	3924	35.2%	829	68945.05	17.9%
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	19	0.4%	27	3266.43	1.0%
<b>TOTAL INVESTMENT</b>	<b>11140</b>	<b>100.0%</b>	<b>15121</b>	<b>384995.10</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	20		24	8880.00	
NEW CORE INVENTORY	14		15	5260.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2772	24.8%	24.8%	164566.78	42.7	42.7%
1-3 MONTHS	6175	55.4%	80.2%	158670.05	41.2	83.9%
4-6 MONTHS	1747	15.6%	95.8%	43270.47	11.2	95.1%
7-9 MONTHS	371	3.3%	99.1%	18487.20	4.8	99.9%
10-12 MONTHS	29	0.2%	99.3%	0.60	0.0	99.9%
13-24 MONTHS	8	0.0%	99.3%	0.00	0.0	99.9%
25 MONTHS OR MORE	38	0.7%	100.0%	0.00	0.1	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	73	44.7%	178	6953.36	33.1%	
STOCK ORDER - BACKORDER	45	27.6%	47	4865.80	23.2%	
STOCK ORDER - CROSS SHIP	11	6.7%	13	3094.75	14.7%	
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	4	2.4%	4	95.91	0.4%	
CUSTOMER ORDER - BACKORDER	13	7.9%	13	2130.73	10.1%	
CUSTOMER ORDER - CROSS SHIP	17	10.4%	20	3826.95	18.2%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	163	100.0%	275	20967.50	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1533	61.1%	3650	141995.77	44.8%	845111.19
STOCK ORDER - BACKORDER	2	0.0%	0	0.00	0.0%	-1128.92
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-668.34
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	16.00
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	970	38.7%	1181	174705.32	55.1%	1167537.63
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1688.57
CUSTOMER ORDER - CROSS SHIP	1	0.0%	0	-69.89	0.0%	-629.93
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.2%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	2506	100.0%	4831	316631.20	100.0%	2008549.06
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1511	52.8%	10146	169876.56	41.0%	1017907.83
STOCK ORDER - BACKORDER	45	1.5%	49	8681.63	2.0%	65112.41
STOCK ORDER - CROSS SHIP	136	4.7%	168	35602.36	8.5%	137468.07
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	16.00
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	869	30.3%	1099	132312.31	31.9%	745509.79
CUSTOMER ORDER - BACKORDER	12	0.4%	12	3531.11	0.8%	73030.97
CUSTOMER ORDER - CROSS SHIP	145	5.0%	154	47089.79	11.3%	286044.54
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	2388.32
OTHER ORDERS	141	5.3%	192	17188.38	4.5%	95405.02
TOTAL RECEIPTS	2859	100.0%	11820	414282.14	100.0%	2422882.95
PURCHASES DISCOUNT	125		153	2619.15		4416.01

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1272	0	0.00	0.00
DELETED PARTS	234	0	0.00	0.00
MINUS ADJUSTMENTS	69	-195	-16160.42	-75032.73
PLUS ADJUSTMENTS	30	254	3266.93	21757.95
PHYSICAL INVENTORY ADJUSTMENTS	62	344	1019.89	1019.89
RETURNED PARTS	147	-260	-11476.74	-78349.40
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	518	22	5365.86	5295.26
COST PRICE ADJUSTMENTS	66	-1098	-1470.16	-1611.02
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2398	-933	-19454.64	-126920.05
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	11580	3822	4975.60	11448.26
APPRECIATION - MANUAL UPDATE	1	1	-925.00	-1669.21
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TOTAL APPRECIATION	11581	3823	4050.60	9779.05
FIRST PRICING - FACTORY MASTER UPDATE	4	0	0.00	4.15
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
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TOTAL FIRST PRICING	5	0	0.00	4.15
TOTAL APPRECIATION/FIRST PRICING	11586	3823	4050.60	9783.20
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	10051	15638	375653.14	396242.78
CLOSING INVENTORY	11140	15121	384995.10	384995.10
PERCENT OF CHANGE	10.8%	-3.2%	2.5%	-2.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	7591	0	0.00	
NO COST	2	0	0.00	
NO FACTORY RECORD	227	1255	9879.35	
NO SERVICE	0	0	0.00	
MINUS ON HAND	18	-29	-5175.76	
PHASED IN	128	4025	23127.10	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	515	578	28128.64	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	36.3%			
GROSS TURNOVER RATE	11.7			
TRUE TURNOVER RATE	6.1			