

Source: 100 VK VOLKSWAGEN CANADA

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	5,050		12,332		303,285.17	
Active Parts	935	18.51	8,958	72.64	168,242.06	55.47
NS Parts	3,065	60.69	398	3.22	33,366.44	11.00
MO Parts	44	0.87	163	1.32	2,505.40	0.82
AP Parts	953	18.87	2,533	20.54	87,805.86	28.95
DP Parts	29	0.57	280	2.27	11,365.41	3.74
SP Parts						
DEL Parts	24	0.47				
Parts With No Cost	70	1.38	253	2.05		
Parts With Negative On-Hand	83	1.64	125		-32,702.47	
Core/Exchange	8	0.15	13	0.10	1,670.00	
Memos On File	819					
Parts Added	237	4.69	23	0.18	1,347.92	0.44
Active Parts						
NS Parts	237	100.00	23	100.00	1,347.92	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	433					
Inventory Movement - Sales						
0 to 3 Months	1,995	39.50	9,527	77.25	174,026.19	57.38
4 to 6 Months	849	16.81	894	7.24	58,118.11	19.16
7 to 12 Months	727	14.39	563	4.56	31,670.30	10.44
Over 12 Months	270	5.34	1,185	9.60	27,875.52	9.19
New Parts No Sales	1,209	23.94	163	1.32	11,595.05	3.82
Inventory Movement - Receipts						
0 to 3 Months	1,930	38.21	8,492	68.86	170,213.82	56.12
4 to 6 Months	825	16.33	723	5.86	43,402.05	14.31
7 to 12 Months	742	14.69	1,104	8.95	47,728.12	15.73
Over 12 Months	376	7.44	1,947	15.78	39,058.18	12.87
New Parts No Receipts	1,177	23.30	66	0.53	2,883.00	0.95
Outstanding Orders	78	1.54	305		11,457.02	
Stockorders	62	79.48	268	87.86	7,927.15	69.19
Supplemental Orders						
Customer Orders	5	6.41	7	2.29	332.22	2.89
Backorders	15	19.23	30	9.83	3,197.65	27.90
Stockorder Backorders	15	19.23	30	9.83	3,197.65	27.90
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Source: 100 VK VOLKSWAGEN CANADA

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	770	15.24	4,695.9		178,669.51		2,412
Regular	770	100.00	4,695.9	100.00	178,669.51	100.00	2,412
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.01	1		128.15		1
Return Sales	234	4.63	695.8		46,696.88		336
Regular	234	100.00	695.8	100.00	46,696.88	100.00	336
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	605	11.98	3,914		128,833.01		988
Stockorders	375	61.98	2,327	59.45	49,063.22	38.08	603
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	270	44.62	1,587	40.54	79,769.79	61.91	385
Overages							
Net Adjustments	3	0.05	5		-4,173.00		4
Plus							
Minus	3	100.00	5	100.00	-4,173.00		4
Factory Returns	62	1.22	165		-12,107.40		62
Net Appreciation	3	0.05	977	7.92	35,891.83		7
Positive	3	100.00	977	100.00	35,891.83		4
Negative							3
Parts Updated With Cost	2	0.03					2
Parts With Comments	2						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Source: 400 GN NON-VW PARTS & ACCESSORIES

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	126		48,738		10,679.08	
Active Parts	58	46.03	36,089	74.04	5,884.80	55.10
NS Parts	62	49.20	12,644	25.94	4,318.44	40.43
MO Parts						
AP Parts	6	4.76	5	0.01	475.84	4.45
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	25	19.84				
Parts With Negative On-Hand	6	4.76	16		-118.56	
Core/Exchange						
Memos On File	13					
Parts Added	7	5.55	12	0.02	215.88	2.02
Active Parts						
NS Parts	7	100.00	12	100.00	215.88	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	7					
Inventory Movement - Sales						
0 to 3 Months	74	58.73	48,327	99.15	9,324.05	87.31
4 to 6 Months	6	4.76	7	0.01	29.72	0.27
7 to 12 Months	13	10.31	264	0.54	168.79	1.58
Over 12 Months	12	9.52	12	0.02	550.08	5.15
New Parts No Sales	21	16.66	128	0.26	606.44	5.67
Inventory Movement - Receipts						
0 to 3 Months	56	44.44	47,392	97.23	7,965.05	74.58
4 to 6 Months	6	4.76	785	1.61	1,283.68	12.02
7 to 12 Months	18	14.28	240	0.49	276.72	2.59
Over 12 Months	34	26.98	321	0.65	1,153.63	10.80
New Parts No Receipts	12	9.52				
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Source: 400 GN NON-VW PARTS & ACCESSORIES

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	43	34.12	5,713		4,080.03		353
Regular	43	100.00	5,713	100.00	4,080.03	100.00	353
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	15	11.90	1,435		404.85		33
Regular	15	100.00	1,435	100.00	404.85	100.00	33
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	22	17.46	36,869		4,847.81		25
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	22	100.00	36,869	100.00	4,847.81	100.00	25
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation	5	3.96	505	1.03	197.18		5
Positive	4	80.00	355	70.29	204.38		4
Negative	1	20.00	150	29.70	-7.20		1
Parts Updated With Cost	27	21.42	183		2,440.81		27
Parts With Comments	18						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			34		1,386.34		22
Lost Sales							
Return Sales			7		1,172.08		6

Source: 500 VK BULK OIL

	<u>NBR OF PARTS</u>	<u>PERCENT</u>	<u>PARTS PIECES</u>	<u>PERCENT</u>	<u>PARTS COST</u>	<u>PERCENT</u>
Inventory Balance						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost						
Parts With Negative On-Hand						
Core/Exchange						
Memos On File		6				
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Sales						
Inventory Movement - Receipts						
0 to 3 Months						
4 to 6 Months						
7 to 12 Months						
Over 12 Months						
New Parts No Receipts						
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Source: 500 VK BULK OIL

	<u>NBR OF PARTS</u>	<u>PERCENT</u>	<u>PARTS PIECES</u>	<u>PERCENT</u>	<u>PARTS COST</u>	<u>PERCENT</u>	<u>TRANS COUNT</u>
Gross Sales							
Regular							
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Source: 600 VK TIRE PURCHASES -- VW

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	337		419		74,740.79	
Active Parts	130	38.57	321	76.61	57,893.17	77.45
NS Parts	179	53.11	30	7.15	4,731.68	6.33
MO Parts	2	0.59	8	1.90	1,323.42	1.77
AP Parts	26	7.71	60	14.31	10,792.52	14.43
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	107	31.75	5	1.19		
Parts With Negative On-Hand						
Core/Exchange						
Memos On File	9					
Parts Added	4	1.18	6	1.43	1,445.08	1.93
Active Parts						
NS Parts	4	100.00	6	100.00	1,445.08	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	20					
Inventory Movement - Sales						
0 to 3 Months	78	23.14	99	23.62	20,833.59	27.87
4 to 6 Months	31	9.19	147	35.08	25,732.29	34.42
7 to 12 Months	79	23.44	26	6.20	4,185.02	5.59
Over 12 Months	91	27.00	133	31.74	21,039.37	28.14
New Parts No Sales	58	17.21	14	3.34	2,950.52	3.94
Inventory Movement - Receipts						
0 to 3 Months	77	22.84	38	9.06	6,463.88	8.64
4 to 6 Months	33	9.79	209	49.88	39,382.99	52.69
7 to 12 Months	80	23.73	7	1.67	1,458.10	1.95
Over 12 Months	98	29.08	165	39.37	27,435.82	36.70
New Parts No Receipts	49	14.54				
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Source: 600 VK TIRE PURCHASES -- VW

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	10	2.96	36		6,707.55		14
Regular	10	100.00	36	100.00	6,707.55	100.00	14
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales	2	0.59	10		1,601.48		3
Regular	2	100.00	10	100.00	1,601.48	100.00	3
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	10	2.96	28		5,960.65		10
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	10	100.00	28	100.00	5,960.65	100.00	10
Overages							
Net Adjustments	1	0.29	3		-513.00		1
Plus							
Minus	1	100.00	3	100.00	-513.00		1
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost	3	0.89					3
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Source: 610 GN TIRE PURCHASES NON-VW

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	10		6		678.00	
Active Parts	1	10.00	6	100.00	678.00	100.00
NS Parts	9	90.00				
MO Parts						
AP Parts						
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	5	50.00				
Parts With Negative On-Hand						
Core/Exchange						
Memos On File						
Parts Added						
Active Parts						
NS Parts						
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted						
Inventory Movement - Sales						
0 to 3 Months	5	50.00	6	100.00	678.00	100.00
4 to 6 Months	3	30.00				
7 to 12 Months						
Over 12 Months						
New Parts No Sales	2	20.00				
Inventory Movement - Receipts						
0 to 3 Months	4	40.00				
4 to 6 Months	4	40.00	6	100.00	678.00	100.00
7 to 12 Months						
Over 12 Months						
New Parts No Receipts	2	20.00				
Outstanding Orders						
Stockorders						
Supplemental Orders						
Customer Orders						
Backorders						
Stockorder Backorders						
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Source: 610 GN TIRE PURCHASES NON-VW

	<u>NBR OF PARTS</u>	<u>PERCENT</u>	<u>PARTS PIECES</u>	<u>PERCENT</u>	<u>PARTS COST</u>	<u>PERCENT</u>	<u>TRANS COUNT</u>
Gross Sales							
Regular							
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales							
Return Sales							
Regular							
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts							
Stockorders							
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts							
Overages							
Net Adjustments							
Plus							
Minus							
Factory Returns							
Net Appreciation							
Positive							
Negative							
Parts Updated With Cost							
Parts With Comments							
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
	-----	-----	-----	-----	-----	-----
Inventory Balance	5,523		61,495		389,383.04	
Active Parts	1,124	20.35	45,374	73.78	232,698.03	59.76
NS Parts	3,315	60.02	13,072	21.25	42,416.56	10.89
MO Parts	46	0.83	171	0.27	3,828.82	0.98
AP Parts	985	17.83	2,598	4.22	99,074.22	25.44
DP Parts	29	0.52	280	0.45	11,365.41	2.91
SP Parts						
DEL Parts	24	0.43				
Parts With No Cost	207	3.74	258	0.41		
Parts With Negative On-Hand	89	1.61	141		-32,821.03	
Core/Exchange	8	0.14	13	0.02	1,670.00	
Memos On File	847					
Parts Added	248	4.49	41	0.06	3,008.88	0.77
Active Parts						
NS Parts	248	100.00	41	100.00	3,008.88	100.00
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	460					
Inventory Movement - Sales						
0 to 3 Months	2,152	38.96	57,959	94.24	204,861.83	52.61
4 to 6 Months	889	16.09	1,048	1.70	83,880.12	21.54
7 to 12 Months	819	14.82	853	1.38	36,024.11	9.25
Over 12 Months	373	6.75	1,330	2.16	49,464.97	12.70
New Parts No Sales	1,290	23.35	305	0.49	15,152.01	3.89
Inventory Movement - Receipts						
0 to 3 Months	2,067	37.42	55,922	90.93	184,642.75	47.41
4 to 6 Months	868	15.71	1,723	2.80	84,746.72	21.76
7 to 12 Months	840	15.20	1,351	2.19	49,462.94	12.70
Over 12 Months	508	9.19	2,433	3.95	67,647.63	17.37
New Parts No Receipts	1,240	22.45	66	0.10	2,883.00	0.74
Outstanding Orders	78	1.41	305		11,457.02	
Stockorders	62	79.48	268	87.86	7,927.15	69.19
Supplemental Orders						
Customer Orders	5	6.41	7	2.29	332.22	2.89
Backorders	15	19.23	30	9.83	3,197.65	27.90
Stockorder Backorders	15	19.23	30	9.83	3,197.65	27.90
Supplemntl Backorders						
Customer Backorders						
Outstanding Forced Orders						

Grand Total

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
	-----	-----	-----	-----	-----	-----	-----
Gross Sales	823	14.90	10,444.9		189,457.09		2,779
Regular	823	100.00	10,444.9	100.00	189,457.09	100.00	2,779
No History							
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	1	0.01	1		128.15		1
Return Sales	251	4.54	2,140.8		48,703.21		372
Regular	251	100.00	2,140.8	100.00	48,703.21	100.00	372
No History							
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	637	11.53	40,811		139,641.47		1,023
Stockorders	375	58.86	2,327	5.70	49,063.22	35.13	603
Supplemental Orders							
Customer Orders							
Emergency Purchases							
Other Receipts	302	47.40	38,484	94.29	90,578.25	64.86	420
Overages							
Net Adjustments	4	0.07	8		-4,686.00		5
Plus							
Minus	4	100.00	8	100.00	-4,686.00		5
Factory Returns	62	1.12	165		-12,107.40		62
Net Appreciation	8	0.14	1,482	2.40	36,089.01		12
Positive	7	87.50	1,332	89.87	36,096.21		8
Negative	1	12.50	150	10.12	-7.20		4
Parts Updated With Cost	32	0.57	183		2,440.81		32
Parts With Comments	20						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales			34		1,386.34		22
Lost Sales							
Return Sales			7		1,172.08		6