

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2183	71.7%	5999	136307.30	39.4%	1131679.53
AUTOMATIC PHASEOUT (AP) PARTS	268	8.8%	294	43822.12	12.6%	344792.60
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	30.95	0.0%	1947.05
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	363	11.9%	687	153214.24	44.3%	1542431.16
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	21	0.6%	24	1226.90	0.3%	15194.90
SOLD NOT STOCKED	208	7.0%	262	11003.51	3.4%	120859.04
TOTAL COST OF SALES	3044	100.0%	7267	345605.02	100.0%	3156904.28
LOST SALES (MEMO)	47		63	7808.64		89945.64
CREDIT/RETURNS (MEMO)	16		15	756.10		36998.05
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1582	20.5%	16889	529218.86	33.2%
AUTOMATIC PHASEOUT (AP) PARTS	1487	19.3%	4397	591717.69	37.2%
DEALER PHASEOUT (DP) PARTS	5	0.0%	13	2452.85	0.1%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4525	58.9%	2499	450944.49	28.3%
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	81	1.3%	195	15132.90	1.2%
TOTAL INVESTMENT	7680	100.0%	23993	1589466.79	100.0%
DIRTY CORE INVENTORY	39		43	20660.00	
NEW CORE INVENTORY	107		134	31930.01	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1194	15.5%	15.5%	409064.32	25.7	25.7%
1-3 MONTHS	2332	30.3%	45.8%	505903.64	31.8	57.5%
4-6 MONTHS	1718	22.3%	68.1%	263797.45	16.5	74.0%
7-9 MONTHS	933	12.1%	80.2%	156575.24	9.8	83.8%
10-12 MONTHS	837	10.8%	91.0%	66723.83	4.1	87.9%
13-24 MONTHS	582	7.5%	98.5%	148988.49	9.3	97.2%
25 MONTHS OR MORE	84	1.5%	100.0%	38413.82	2.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	296	52.9%	1034	62513.57	49.1%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	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	261	46.6%	330	64527.92	50.7%	
CUSTOMER ORDER - BACKORDER	1	0.1%	1	39.70	0.0%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	1	0.4%	2	61.90	0.2%	
TOTAL OUTSTANDING ORDERS	559	100.0%	1367	127143.09	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	599	61.5%	4405	140309.24	60.1%	1350012.63
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	374	38.4%	478	93093.33	39.8%	666303.77
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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%	3559.30
TOTAL PROCESSED ORDERS	973	100.0%	4883	233402.57	100.0%	2019875.70
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	682	51.7%	8776	290053.95	72.6%	2450876.16
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	44.00
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	394	29.9%	585	96789.51	24.2%	746459.98
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	48.50
EMERGENCY PURCHASES	8	0.6%	8	1110.01	0.2%	2068.06
OTHER ORDERS	233	17.8%	338	11507.07	3.0%	127977.14
TOTAL RECEIPTS	1317	100.0%	9707	399460.54	100.0%	3327473.84
PURCHASES DISCOUNT	71		1510	-371.19		7579.94

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	543	0	0.00	0.00
DELETED PARTS	449	0	0.00	69.00
MINUS ADJUSTMENTS	53	-649	-24818.83	-182381.40
PLUS ADJUSTMENTS	94	759	21847.45	210827.67
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-22276.66
RETURNED PARTS	78	-201	-4190.90	-73037.90
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	339	6	669.00	-4732.28
COST PRICE ADJUSTMENTS	2	-346	-30.04	1215.54
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1558	-431	-6523.32	-70316.03

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	183	147	-1136.26	36624.30
APPRECIATION - MANUAL UPDATE	6	6005	538.38	3950.39
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TOTAL APPRECIATION	189	6152	-597.88	40574.69
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	172.61
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TOTAL FIRST PRICING	0	0	0.00	172.61
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TOTAL APPRECIATION/FIRST PRICING	189	6152	-597.88	40747.30

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	7592	21638	1544432.20	1442601.11
CLOSING INVENTORY	7680	23993	1589466.79	1589466.79
PERCENT OF CHANGE	1.2%	10.9%	2.9%	10.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	4323	0	0.00
NO COST	2	0	0.00
NO FACTORY RECORD	851	4477	856594.07
NO SERVICE	5	0	0.00
MINUS ON HAND	17	-19	-2828.80
PHASED IN	1	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	412	351	34735.74

BUSINESS RATIOS	
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LEVEL OF SERVICE	97.1%
STOCK ORDER PERFORMANCE	42.7%
GROSS TURNOVER RATE	3.2
TRUE TURNOVER RATE	2.5