

Report Part	Type	# of Parts	# of Parts (%)	Count of Parts	Count of Parts (%)	\$ of Parts	\$ of Parts (%)
Inventory Balance - By Stock Status	Total	21499	100.0%	151162.51	100.0%	\$ 1,450,259.05	100.0%
Inventory Balance - By Stock Status	Obsolete	4178	19.4%	51731	34.2%	\$ 205,203.17	14.1%
Inventory Balance - By Stock Status	Stocked	7836	36.4%	96155.51	63.6%	\$ 1,098,335.40	75.7%
Inventory Balance - By Stock Status	Watched	9485	44.1%	3276	2.2%	\$ 146,720.48	10.1%
Inventory Balance - By Part Type	Total	21499	100.0%	151162.51	100.0%	\$ 1,450,259.05	100.0%
Inventory Balance - By Part Type	Core	2793	13.0%	269	0.2%	\$ 43,110.23	3.0%
Inventory Balance - By Part Type	Normal	17782	82.7%	149849.51	99.1%	\$ 1,132,261.18	78.1%
Inventory Balance - By Part Type	Reman	924	4.3%	1044	0.7%	\$ 274,887.64	19.0%
Core Charges	Total	2803	100.0%	1056	100.0%	\$ 102,053.70	100.0%
Inventory Movement - Sales	Total	20485	100.0%	122008	100.0%	\$ 1,174,824.53	100.0%
Inventory Movement - Sales	0 to 3 Months	5738	28.0%	56473	46.3%	\$ 607,258.06	51.7%
Inventory Movement - Sales	4 to 6 Months	3778	18.4%	13867	11.4%	\$ 184,230.55	15.7%
Inventory Movement - Sales	7 to 12 Months	5079	24.8%	16529	13.5%	\$ 199,237.98	17.0%
Inventory Movement - Sales	Over 12 Months	4279	20.9%	33995	27.9%	\$ 137,588.42	11.7%
Inventory Movement - Sales	Sales - Other	1611	7.9%	1144	0.9%	\$ 46,509.52	4.0%
Inventory Movement - Receipts	Total	20765	100.0%	132516.51	100.0%	\$ 1,237,088.46	100.0%
Inventory Movement - Receipts	0 to 3 Months	4439	21.4%	27367	20.7%	\$ 523,444.09	42.3%
Inventory Movement - Receipts	4 to 6 Months	3738	18.0%	11566	8.7%	\$ 180,994.61	14.6%
Inventory Movement - Receipts	7 to 12 Months	5267	25.4%	21685	16.4%	\$ 204,437.76	16.5%
Inventory Movement - Receipts	Over 12 Months	5383	25.9%	60204	45.4%	\$ 211,213.13	17.1%
Inventory Movement - Receipts	Sales - Other	1658	8.0%	1186	0.9%	\$ 54,734.94	4.4%
Purchase Orders - Open	Total	485	100.0%	2965	100.0%	\$ 174,307.41	100.0%
Purchase Orders - Open	CRITICAL NEXT DAY	4	0.8%	4	0.1%	\$ 237.96	0.1%
Purchase Orders - Open	DAILY EMERGENCY	4	0.8%	6	0.2%	\$ 582.95	0.3%
Purchase Orders - Open	DAILY STOCK ORDER	17	3.5%	57	1.9%	\$ 3,352.85	1.9%
Purchase Orders - Open	DIRECT SHIP VENDOR	148	30.5%	1336	45.1%	\$ 55,772.25	32.0%
Purchase Orders - Open	DTNA RIM ORDER	121	24.9%	362	12.2%	\$ 20,672.05	11.9%
Purchase Orders - Open	EXCESS RETURN	110	22.7%	-191	-6.4%	\$ (22,797.29)	-13.1%
Purchase Orders - Open	LOCAL PURCHASE	71	14.6%	1382	46.6%	\$ 118,690.79	68.1%
Purchase Orders - Open	PARTS EXPENSE	7	1.4%	17	0.6%	\$ 1,083.45	0.6%
Purchase Orders - Open	RETURN TO VENDOR	3	0.6%	-8	-0.3%	\$ (3,287.60)	-1.9%
Purchase Orders - Closed	Total	3464	100.0%	17272	100.0%	\$ 766,413.30	100.0%
Purchase Orders - Closed	WARRANTY VOR	9	0.3%	9	0.1%	\$ 3,255.12	0.4%
Purchase Orders - Closed	CORE RETURN	3	0.1%	-3	0.0%	\$ (2,067.39)	-0.3%
Purchase Orders - Closed	PARTS EXPENSE	52	1.5%	129	0.7%	\$ 10,020.12	1.3%
Purchase Orders - Closed	*PURCH AGENT ONLY	4	0.1%	21	0.1%	\$ 426.92	0.1%
Purchase Orders - Closed	RETURN TO VENDOR	14	0.4%	-14	-0.1%	\$ (16,646.78)	-2.2%
Purchase Orders - Closed	LOCAL PURCHASE	346	10.0%	4579	26.5%	\$ 83,253.27	10.9%
Purchase Orders - Closed	DIRECT SHIP CUSTOMER	1	0.0%	1	0.0%	\$ 21.79	0.0%
Purchase Orders - Closed	DIRECT SHIP VENDOR	463	13.4%	4847	28.1%	\$ 129,511.83	16.9%
Purchase Orders - Closed	DTNA RIM ORDER	1809	52.2%	6769	39.2%	\$ 358,665.24	46.8%
Purchase Orders - Closed	CRITICAL NEXT DAY	29	0.8%	36	0.2%	\$ 29,311.55	3.8%
Purchase Orders - Closed	CORE RETURN WARRANTY	2	0.1%	-2	0.0%	\$ (330.50)	0.0%
Purchase Orders - Closed	DAILY EMERGENCY	65	1.9%	106	0.6%	\$ 16,802.32	2.2%
Purchase Orders - Closed	DAILY STOCK ORDER	564	16.3%	1585	9.2%	\$ 159,866.01	20.9%
Purchase Orders - Closed	EXCESS RETURN	103	3.0%	-791	-4.6%	\$ (5,676.20)	-0.7%
Purchase Orders - Receipts	Total	0	100.0%	0	100.0%	\$ 0.00	100.0%
Gross Sales - Front Counter	Total	5658	100.0%	16442	100.0%	\$ 873,495.54	100.0%
Gross Sales - Front Counter	INTERNAL VEHICLE	5	0.1%	12	0.1%	\$ 996.65	0.1%
Gross Sales - Front Counter	WARRANTY	4	0.1%	4	0.0%	\$ 1,049.61	0.1%
Gross Sales - Front Counter	INTERNAL	58	1.0%	288	1.8%	\$ 11,321.52	1.3%
Gross Sales - Front Counter	RETAIL COUNTER	5591	98.8%	16138	98.2%	\$ 860,127.76	98.5%
Gross Sales - Back Counter	Total	2774	100.0%	10138	100.0%	\$ 544,211.17	100.0%
Gross Sales - Back Counter	CUMMINS WARRANTY	62	2.2%	160	1.6%	\$ 13,150.86	2.4%
Gross Sales - Back Counter	DETROIT WARRANTY	347	12.5%	1102	10.9%	\$ 109,543.58	20.1%
Gross Sales - Back Counter	FTL WARRANTY	142	5.1%	414	4.1%	\$ 17,179.55	3.2%
Gross Sales - Back Counter	FTL WTY - MOBILE1	2	0.1%	2	0.0%	\$ 197.25	0.0%
Gross Sales - Back Counter	INTERNAL	198	7.1%	788	7.8%	\$ 52,271.98	9.6%
Gross Sales - Back Counter	MISC. WARRANTY	9	0.3%	11	0.1%	\$ 538.61	0.1%
Gross Sales - Back Counter	RETAIL	2001	72.1%	7643	75.4%	\$ 349,254.39	64.2%
Gross Sales - Back Counter	RETAIL - MOBILE 1	13	0.5%	18	0.2%	\$ 2,074.95	0.4%
Lost Sales	Total	67	100.0%	83	100.0%	\$ 11,902.96	100.0%
Return Sales - Front Counter (credit)	Total	522	100.0%	-1345	100.0%	\$ (125,446.78)	100.0%
Return Sales - Front Counter (credit)	INTERNAL	4	0.8%	-4	0.3%	\$ (250.00)	0.2%
Return Sales - Front Counter (credit)	INTERNAL VEHICLE	1	0.2%	-4	0.3%	\$ (465.60)	0.4%
Return Sales - Front Counter (credit)	RETAIL COUNTER	516	98.9%	-1336	99.3%	\$ (124,586.18)	99.3%
Return Sales - Front Counter (credit)	WARRANTY	1	0.2%	-1	0.1%	\$ (145.00)	0.1%
Return Sales - Back Counter (credit)	Total	160	100.0%	-266	100.0%	\$ (73,020.41)	100.0%
Return Sales - Back Counter (credit)	CUMMINS WARRANTY	4	2.5%	-4	1.5%	\$ (978.13)	1.3%
Return Sales - Back Counter (credit)	DETROIT WARRANTY	48	30.0%	-56	21.1%	\$ (17,433.74)	23.9%
Return Sales - Back Counter (credit)	FTL WARRANTY	9	5.6%	-42	15.8%	\$ (2,295.40)	3.1%
Return Sales - Back Counter (credit)	INTERNAL	2	1.3%	-4	1.5%	\$ (6,363.40)	8.7%
Return Sales - Back Counter (credit)	RETAIL	97	60.6%	-160	60.2%	\$ (45,949.74)	62.9%
Parts - Misc - No Location	Total	68	100.0%	125	100.0%	\$ 14,001.67	100.0%
Parts - Misc - No Cost	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - Reman No Core Charge	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Front Counter Sold	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Back Counter Sold	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Purchase	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts Added	Total	1113	100.0%	425	100.0%	\$ 22,325.75	100.0%
Parts Deleted	Total	5356	100.0%	0	100.0%	\$ -	100.0%