

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|--------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 12,697 | | 147,995 | | 6,328,237.03 | |
| Active Parts | 5,523 | 43.49 | 101,255 | 68.41 | 3,518,814.28 | 55.60 |
| NS Parts | 1,409 | 11.09 | 3,484 | 2.35 | 317,508.96 | 5.01 |
| MO Parts | 1,439 | 11.33 | 20,271 | 13.69 | 625,210.96 | 9.87 |
| AP Parts | 3,011 | 23.71 | 18,826 | 12.72 | 1,381,032.43 | 21.82 |
| DP Parts | 222 | 1.74 | 2,671 | 1.80 | 107,296.10 | 1.69 |
| SP Parts | 261 | 2.05 | 1,488 | 1.00 | 378,374.31 | 5.97 |
| DEL Parts | 832 | 6.55 | | | | |
| Parts With No Cost | 11 | 0.08 | 1 | 0.00 | | |
| Parts With Negative On-Hand | 326 | 2.56 | 2,324 | | -218,329.55 | |
| Core/Exchange | 242 | 1.90 | 1,090 | 0.73 | 287,631.13 | |
| Memos On File | 231 | | | | | |
| Parts Added | 587 | 4.62 | 724 | 0.48 | 96,555.38 | 1.52 |
| Active Parts | 24 | 4.08 | 261 | 36.04 | 31,431.67 | 32.55 |
| NS Parts | 464 | 79.04 | 157 | 21.68 | 33,369.91 | 34.56 |
| MO Parts | 26 | 4.42 | 265 | 36.60 | 18,028.39 | 18.67 |
| AP Parts | 52 | 8.85 | 27 | 3.72 | 4,521.88 | 4.68 |
| DP Parts | | | | | | |
| SP Parts | 21 | 3.57 | 14 | 1.93 | 9,203.53 | 9.53 |
| Parts & Memos Deleted | 550 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 5,923 | 46.64 | 100,190 | 67.69 | 3,771,546.39 | 59.59 |
| 4 to 6 Months | 1,505 | 11.85 | 12,762 | 8.62 | 890,137.62 | 14.06 |
| 7 to 12 Months | 1,357 | 10.68 | 9,960 | 6.72 | 544,617.19 | 8.60 |
| Over 12 Months | 2,830 | 22.28 | 23,047 | 15.57 | 698,564.87 | 11.03 |
| New Parts No Sales | 1,082 | 8.52 | 2,036 | 1.37 | 423,370.97 | 6.69 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 4,672 | 36.79 | 66,423 | 44.88 | 3,720,551.97 | 58.79 |
| 4 to 6 Months | 1,223 | 9.63 | 18,443 | 12.46 | 725,404.63 | 11.46 |
| 7 to 12 Months | 1,697 | 13.36 | 13,554 | 9.15 | 696,275.18 | 11.00 |
| Over 12 Months | 4,277 | 33.68 | 48,148 | 32.53 | 1,030,159.71 | 16.27 |
| New Parts No Receipts | 828 | 6.52 | 1,427 | 0.96 | 155,845.54 | 2.46 |
| Outstanding Orders | 1,023 | 8.05 | 7,355 | | 711,954.85 | |
| Stockorders | 1,027 | 100.39 | 7,355 | 100.00 | 711,954.85 | 100.00 |
| Supplemental Orders | | | | | | |
| Customer Orders | | | | | | |
| Backorders | | | | | | |
| Stockorder Backorders | | | | | | |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | | | | | | |
| Outstanding Forced Orders | | | | | | |

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|--------------|---------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross Sales | 4,046 | 31.86 | 28,807 | | 2,141,338.11 | | 11,004 |
| Regular | 3,901 | 96.41 | 28,388 | 98.54 | 1,986,066.21 | 92.74 | 10,803 |
| No History | 184 | 4.54 | 418 | 1.45 | 152,234.07 | 7.10 | 200 |
| Drop Ship | 1 | 0.02 | 1 | 0.00 | 3,037.83 | 0.14 | 1 |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Drop Ship | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Drop Ship | | | | | | | |
| Lost Sales | 21 | 0.16 | 79 | | 5,637.61 | | 24 |
| Return Sales | 1,176 | 9.26 | 5,688 | | 506,392.06 | | 2,238 |
| Regular | 1,170 | 99.48 | 5,675 | 99.77 | 491,779.34 | 97.11 | 2,231 |
| No History | 6 | 0.51 | 12 | 0.21 | 14,529.48 | 2.86 | 6 |
| Defective | 1 | 0.08 | 1 | 0.01 | 83.24 | 0.01 | 1 |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Defective | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Defective | | | | | | | |
| Receipts | 2,035 | 16.02 | 19,048 | | 1,575,410.60 | | 2,798 |
| Stockorders | 2,035 | 100.00 | 19,048 | 100.00 | 1,575,410.60 | 100.00 | 2,798 |
| Supplemental Orders | | | | | | | |
| Customer Orders | | | | | | | |
| Emergency Purchases | | | | | | | |
| Other Receipts | | | | | | | |
| Overages | | | | | | | |
| Net Adjustments | 103 | 0.81 | 1,950 | | 44,174.90 | | 119 |
| Plus | 100 | 97.08 | 1,929 | 98.92 | 44,256.58 | | 114 |
| Minus | 3 | 2.91 | 21 | 1.07 | -81.68 | | 5 |
| Factory Returns | | | | | | | |
| Net Appreciation | 523 | 4.11 | 11,008 | 7.43 | 5,808.22 | | 683 |
| Positive | 295 | 56.40 | 7,375 | 66.99 | 7,617.77 | | 413 |
| Negative | 228 | 43.59 | 3,633 | 33.00 | -1,809.55 | | 270 |
| Parts Updated With Cost | 5 | 0.03 | | | | | 5 |
| Parts With Comments | 3,210 | | | | | | |
| Misc & Sublet Items | | | | | | | |
| Gross Sales | | | 6 | | 6,438.50 | | 5 |
| Lost Sales | | | | | | | |
| Return Sales | | | 3 | | 1,190.00 | | 2 |
| Parts Not On File, But Sold | | | | | | | |
| Gross Sales | | | 52 | | 14,759.31 | | 52 |
| Lost Sales | | | 1 | | 286.51 | | 1 |
| Return Sales | | | 12 | | 6,018.73 | | 8 |