

Sort Source: 100

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 4,457 | | 35,922 | | 123,949.59 | |
| Active Parts | 1,001 | 22.45 | 35,227 | 98.06 | 63,799.48 | 51.47 |
| NS Parts | 2,803 | 62.88 | 314 | 0.87 | 28,360.63 | 22.88 |
| MO Parts | | | | | | |
| AP Parts | 551 | 12.36 | 294 | 0.81 | 26,427.29 | 21.32 |
| DP Parts | 101 | 2.26 | 87 | 0.24 | 5,362.19 | 4.32 |
| SP Parts | | | | | | |
| DEL Parts | 1 | 0.02 | | | | |
| Parts With No Cost | 22 | 0.49 | | | | |
| Parts With Negative On-Hand | 29 | 0.65 | 149 | | -2,319.63 | |
| Core/Exchange | 2 | 0.04 | 4 | 0.01 | 98.00 | |
| Memos On File | 295 | | | | | |
| Parts Added | 160 | 3.58 | 25 | 0.06 | 3,928.35 | 3.16 |
| Active Parts | 3 | 1.87 | | | | |
| NS Parts | 157 | 98.12 | 25 | 100.00 | 3,928.35 | 100.00 |
| MO Parts | | | | | | |
| AP Parts | | | | | | |
| DP Parts | | | | | | |
| SP Parts | | | | | | |
| Parts & Memos Deleted | 184 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 1,157 | 25.95 | 35,073 | 97.63 | 64,160.02 | 51.76 |
| 4 to 6 Months | 556 | 12.47 | 261 | 0.72 | 11,466.62 | 9.25 |
| 7 to 12 Months | 926 | 20.77 | 364 | 1.01 | 16,103.38 | 12.99 |
| Over 12 Months | 806 | 18.08 | 115 | 0.32 | 24,862.00 | 20.05 |
| New Parts No Sales | 1,012 | 22.70 | 109 | 0.30 | 7,357.57 | 5.93 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 1,051 | 23.58 | 28,052 | 78.09 | 53,723.62 | 43.34 |
| 4 to 6 Months | 507 | 11.37 | 6,622 | 18.43 | 12,805.75 | 10.33 |
| 7 to 12 Months | 879 | 19.72 | 493 | 1.37 | 18,485.77 | 14.91 |
| Over 12 Months | 938 | 21.04 | 748 | 2.08 | 36,369.60 | 29.34 |
| New Parts No Receipts | 1,082 | 24.27 | 7 | 0.01 | 2,564.85 | 2.06 |
| Outstanding Orders | 720 | 16.15 | 2,877 | | 176,939.73 | |
| Stockorders | 429 | 59.58 | 1,802 | 62.63 | 75,318.46 | 42.56 |
| Supplemental Orders | 1 | 0.13 | 1 | 0.03 | 178.68 | 0.10 |
| Customer Orders | 165 | 22.91 | 581 | 20.19 | 43,367.12 | 24.50 |
| Backorders | 212 | 29.44 | 493 | 17.13 | 58,075.47 | 32.82 |
| Stockorder Backorders | 174 | 24.16 | 424 | 14.73 | 38,190.78 | 21.58 |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | 46 | 6.38 | 69 | 2.39 | 19,884.69 | 11.23 |

Outstanding Forced Orders

Sort Source: 100

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|------------|---------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross Sales | 378 | 8.48 | 13,004 | | 54,237.35 | | 1,547 |
| Regular | 378 | 100.00 | 13,004 | 100.00 | 54,237.35 | 100.00 | 1,547 |
| No History | | | | | | | |
| Drop Ship | | | | | | | |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Drop Ship | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Drop Ship | | | | | | | |
| Lost Sales | 5 | 0.11 | 5 | | 435.80 | | 5 |
| Return Sales | 50 | 1.12 | 2,744 | | 4,812.20 | | 92 |
| Regular | 50 | 100.00 | 2,744 | 100.00 | 4,812.20 | 100.00 | 92 |
| No History | | | | | | | |
| Defective | | | | | | | |
| Wholesale | | | | | | | |
| Wholesale No History | | | | | | | |
| Wholesale Defective | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Defective | | | | | | | |
| Receipts | 257 | 5.76 | 28,422 | | 51,526.99 | | 312 |
| Stockorders | 37 | 14.39 | 641 | 2.25 | 8,835.56 | 17.14 | 69 |
| Supplemental Orders | | | | | | | |
| Customer Orders | 214 | 83.26 | 27,770 | 97.70 | 42,639.86 | 82.75 | 232 |
| Emergency Purchases | 9 | 3.50 | 11 | 0.03 | 51.57 | 0.10 | 11 |
| Other Receipts | | | | | | | |
| Overages | | | | | | | |
| Net Adjustments | 2 | 0.04 | 2 | | 117.83 | | 2 |
| Plus | 1 | 50.00 | 1 | 50.00 | 245.82 | | 1 |
| Minus | 1 | 50.00 | 1 | 50.00 | -127.99 | | 1 |
| Factory Returns | 9 | 0.20 | 46 | | -185.12 | | 9 |
| Net Appreciation | 17 | 0.38 | 21 | 0.05 | 37.28 | | 77 |
| Positive | 7 | 41.17 | 13 | 61.90 | 64.88 | | 53 |
| Negative | 10 | 58.82 | 8 | 38.09 | -27.60 | | 24 |
| Parts Updated With Cost | 3 | 0.06 | 6 | | 338.18 | | 3 |
| Parts With Comments | | | | | | | |
| Misc & Sublet Items | | | | | | | |
| Gross Sales | | | | | | | |
| Lost Sales | | | | | | | |
| Return Sales | | | | | | | |
| Parts Not On File, But Sold | | | | | | | |
| Gross Sales | | | 168 | | 7,916.78 | | 134 |
| Lost Sales | | | | | | | |
| Return Sales | | | 8 | | 221.88 | | 6 |

Sort Source: 200

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 9 | | 19 | | 2,041.88 | |
| Active Parts | 8 | 88.88 | 16 | 84.21 | 1,655.84 | 81.09 |
| NS Parts | 1 | 11.11 | 3 | 15.78 | 386.04 | 18.90 |
| MO Parts | | | | | | |
| AP Parts | | | | | | |
| DP Parts | | | | | | |
| SP Parts | | | | | | |
| DEL Parts | | | | | | |
| Parts With No Cost | | | | | | |
| Parts With Negative On-Hand | | | | | | |
| Core/Exchange | 8 | 88.88 | 19 | 100.00 | 304.00 | |
| Memos On File | 1 | | | | | |
| Parts Added | | | | | | |
| Active Parts | | | | | | |
| NS Parts | | | | | | |
| MO Parts | | | | | | |
| AP Parts | | | | | | |
| DP Parts | | | | | | |
| SP Parts | | | | | | |
| Parts & Memos Deleted | | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 8 | 88.88 | 16 | 84.21 | 1,655.84 | 81.09 |
| 4 to 6 Months | | | | | | |
| 7 to 12 Months | 1 | 11.11 | 3 | 15.78 | 386.04 | 18.90 |
| Over 12 Months | | | | | | |
| New Parts No Sales | | | | | | |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 4 | 44.44 | 9 | 47.36 | 845.46 | 41.40 |
| 4 to 6 Months | 1 | 11.11 | 2 | 10.52 | 255.06 | 12.49 |
| 7 to 12 Months | 2 | 22.22 | 4 | 21.05 | 574.20 | 28.12 |
| Over 12 Months | 2 | 22.22 | 4 | 21.05 | 367.16 | 17.98 |
| New Parts No Receipts | | | | | | |
| Outstanding Orders | | | | | | |
| Stockorders | 2 | 22.22 | 6 | | 843.00 | |
| Supplemental Orders | 2 | 100.00 | 5 | 83.33 | 750.16 | 88.98 |
| Customer Orders | 1 | 50.00 | 1 | 16.66 | 92.84 | 11.01 |
| Backorders | | | | | | |
| Stockorder Backorders | | | | | | |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | | | | | | |
| Outstanding Forced Orders | | | | | | |

Sort Source: 200

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|------------|---------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross Sales | 4 | 44.44 | 13 | | 1,948.96 | | 12 |
| Regular | 4 | 100.00 | 13 | 100.00 | 1,948.96 | 100.00 | 12 |
| 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 | 2 | 22.22 | 10 | | 1,481.45 | | 2 |
| Stockorders | 2 | 100.00 | 10 | 100.00 | 1,481.45 | 100.00 | 2 |
| 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 | | | | | | | |

Sort Source: 300

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 79 | | 50 | | 9,873.79 | |
| Active Parts | 34 | 43.03 | 45 | 90.00 | 8,872.74 | 89.86 |
| NS Parts | 37 | 46.83 | 5 | 10.00 | 1,001.05 | 10.13 |
| MO Parts | | | | | | |
| AP Parts | 7 | 8.86 | | | | |
| DP Parts | 1 | 1.26 | | | | |
| SP Parts | | | | | | |
| DEL Parts | | | | | | |
| Parts With No Cost | | | | | | |
| Parts With Negative On-Hand | 1 | 1.26 | 2 | | -271.60 | |
| Core/Exchange | | | | | | |
| Memos On File | 2 | | | | | |
| Parts Added | 6 | 7.59 | | | | |
| Active Parts | | | | | | |
| NS Parts | 6 | 100.00 | | | | |
| MO Parts | | | | | | |
| AP Parts | | | | | | |
| DP Parts | | | | | | |
| SP Parts | | | | | | |
| Parts & Memos Deleted | 2 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 22 | 27.84 | 36 | 72.00 | 7,001.45 | 70.90 |
| 4 to 6 Months | 7 | 8.86 | 2 | 4.00 | 343.34 | 3.47 |
| 7 to 12 Months | 10 | 12.65 | 8 | 16.00 | 1,762.40 | 17.84 |
| Over 12 Months | 21 | 26.58 | | | | |
| New Parts No Sales | 19 | 24.05 | 4 | 8.00 | 766.60 | 7.76 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 22 | 27.84 | 41 | 82.00 | 7,876.94 | 79.77 |
| 4 to 6 Months | 3 | 3.79 | 1 | 2.00 | 234.45 | 2.37 |
| 7 to 12 Months | 10 | 12.65 | 8 | 16.00 | 1,762.40 | 17.84 |
| Over 12 Months | 24 | 30.37 | | | | |
| New Parts No Receipts | 20 | 25.31 | | | | |
| Outstanding Orders | 14 | 17.72 | 25 | | 5,234.20 | |
| Stockorders | 4 | 28.57 | 5 | 20.00 | 634.88 | 12.12 |
| Supplemental Orders | | | | | | |
| Customer Orders | 10 | 71.42 | 20 | 80.00 | 4,599.32 | 87.87 |
| Backorders | | | | | | |
| Stockorder Backorders | | | | | | |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | | | | | | |
| Outstanding Forced Orders | | | | | | |