

		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Total	Avg.
**** Inventory ****															
Turnover		1.2	1.4	1.2	1.0	1.3	1.0	1.4	1.4	2.9	1.9	1.3	1.8		1.4
Months Supply		1.9	2.2	2.1	1.8	2.1	1.7	2.3	2.2	3.5	2.6	2.1	2.9		2.2
Closing Inventory	Parts	3,257	3,332	3,339	3,138	3,192	3,150	3,207	3,165	3,152	3,188	3,166	3,084		3,197
	Pieces	16,764	17,225	17,689	16,788	17,207	17,369	18,553	18,537	17,324	14,508	13,661	13,703		16,610
	Cost	374,377	398,107	419,748	354,770	383,263	375,940	403,355	398,601	382,616	367,753	360,884	365,945		382,113
Active	Parts	1,667	1,688	1,714	1,739	1,753	1,765	1,777	1,770	1,794	1,759	1,705	1,689		1,735
	Pieces	12,407	12,788	13,358	13,013	13,328	13,599	14,715	14,717	13,481	10,409	9,515	9,590		12,576
	Cost	226,825	230,250	239,238	235,098	246,902	252,896	253,217	258,774	260,701	232,291	211,006	216,705		238,658
Non-Stock	Parts	1,319	1,340	1,314	1,249	1,249	1,230	1,223	1,231	1,193	1,207	1,221	1,144		1,243
	Pieces	3,508	3,537	3,470	3,302	3,349	3,284	3,273	3,334	3,349	3,406	3,449	3,362		3,385
	Cost	94,097	98,262	94,114	90,474	88,545	88,576	83,748	92,700	83,653	87,119	91,712	87,372		90,031
Replaced	Parts	152	150	134	110	111	122	124	120	111	138	130	129		127
	Pieces	677	665	571	430	425	443	437	427	425	560	479	487		502
	Cost	20,927	23,600	23,113	16,732	16,848	18,095	20,814	25,172	22,042	24,367	23,809	20,855		21,364
Core	Parts	119	154	177	40	79	33	83	44	54	84	110	122		91
	Pieces	172	235	290	43	105	43	128	59	69	133	218	264		146
	Cost	32,528	45,995	63,283	12,466	30,968	16,373	45,576	21,955	16,220	23,976	34,357	41,013		32,059
**** Activity ****															
Sales (at cost)		298,097	267,454	324,496	337,886	290,298	374,173	274,691	270,729	131,438	191,413	267,548	196,477	3,224,700	268,725
Shop Counter		215,355	199,075	229,128	254,025	220,803	285,035	204,685	200,388	92,711	140,285	187,873	126,661	2,356,024	196,335
Lost Sale		82,742	68,378	95,368	83,860	69,495	89,137	70,005	70,341	38,726	51,127	79,674	69,816	868,669	72,389
				1,619	22	86	491	138	97			49	273	2,775	231
Total Purchases		217,058	205,678	270,443	256,108	234,493	286,888	254,369	211,717	85,423	134,360	201,855	214,937	2,573,329	214,444
Regular Ord		135,608	140,898	178,799	152,397	163,678	177,114	145,589	135,037	58,035	96,394	129,903	153,279	1,666,731	138,894
Special Ord		81,449	64,780	91,643	103,711	70,814	109,773	108,779	76,679	27,387	37,965	71,951	61,658	906,589	75,549
**** Stock Order ****															
Suggested	Parts	106	93	133	119	111	118	101	90	38	77	105			90
	Pieces	179	198	281	383	271	282	200	200	113	568	618			274
	Cost	8,868	8,536	15,843	17,649	14,320	25,179	21,137	12,664	2,221	10,274	15,399			12,674
Adjust-ments	Parts	54	92	331	190	137	163	102	394	71	143	174	240		174
	Pieces	120	4,527	4,947	223	514	33	-76	673	262	660	370	790		1,086
	Cost	-966	-1,530	-5,450	-7,059	-6,261	-6,541	-9,885	-1,042	671	-6,396	1,624	-13,043		-4,656

		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Total	Avg.
Closing	Parts	3,257	3,332	3,339	3,138	3,192	3,150	3,207	3,165	3,152	3,188	3,166	3,084		3,197
Inventory	Pieces	16,764	17,225	17,689	16,788	17,207	17,369	18,553	18,537	17,324	14,508	13,661	13,703		16,610
	Cost	374,377	398,107	419,748	354,770	383,263	375,940	403,355	398,601	382,616	367,753	360,884	365,945		382,113

**** Aging ****

Sold Last 3 Months															
% Total Cost		115.5	113.8	108.7	136.9	130.0	126.4	120.0	120.1	91.2	115.2	125.3	123.1		118.8
ALL	Parts	87	93	92	91	90	89	90	84	47	67	84	77		82
	Pieces	79,865	81,711	81,040	84,073	81,069	77,764	80,825	77,593	72,513	72,151	75,445	72,053		78,008
	Cost	431,732	451,751	455,350	484,875	498,286	474,898	483,437	478,350	349,089	422,931	451,239	449,199		452,594
Non-Stk	Parts	7	6	7	6	4	3	4	4	2	4	7	7		5
	Pieces	52	39	44	40	12	7	13	16	6	16	44	49		28
	Cost	913	1,304	934	905	259	458	690	487	137	827	1,036	1,434		782
Not Sold 3 Months															
% Total Cost		.1	.4	.4	.9	1.0	.3	.5	.5	.4	1.9	1.1			.6
ALL	Parts		3	2	7	12	6	4	2	4	5				3
	Pieces		3	5	20	33	16	4	3	5	6				7
	Cost		1,231	997	2,366	3,821	1,081	675	488	436	499				966
Non-Stk	Parts	4	7	8	5	6	7	14	17	13	19		12		9
	Pieces	5	11	13	12	28	28	39	32	21	54		38		23
	Cost	501	709	997	957	305	367	1,705	1,560	1,278	6,503		4,120		1,583
6 Months															
% Total Cost		15.6	14.0	12.3	12.6	12.8	14.8	12.1	11.6	13.1	14.8	19.5			12.7
ALL	Parts	409	389	367	382	412	432	419	405	443	475	510			386
	Pieces	954	1,024	969	937	836	943	1,136	1,080	1,116	1,077	1,217			940
	Cost	44,961	42,328	39,936	34,559	38,721	42,215	41,298	36,638	44,717	45,005	57,416			38,982
Non-Stk	Parts	160	151	175	177	166	163	152	152	138	157	159			145
	Pieces	348	410	635	611	522	359	364	356	324	398	499			402
	Cost	13,689	13,804	12,022	10,436	10,413	13,526	7,572	9,648	5,414	9,585	13,159			9,939
9 Months															
% Total Cost		8.0	8.2	7.0	9.4	6.9	8.1	7.3	8.0	9.3	7.1	7.8			7.2
ALL	Parts	36	199	186	51	179	220	41	239	264	47	265			143
	Pieces	159	458	388	96	533	463	47	480	541	111	571			320
	Cost	5,325	20,900	19,198	4,667	15,877	19,657	6,270	21,403	23,979	4,895	22,603			13,731
Non-Stk	Parts	299	149	127	286	134	151	342	145	140	357	133			188
	Pieces	554	340	303	642	390	615	905	396	294	833	354			468
	Cost	24,844	11,760	10,266	29,016	10,903	10,805	23,502	10,613	11,911	21,525	5,707			14,237
12 Months															
% Total Cost		4.1	4.8	4.9	4.4	4.1	4.5	4.9	4.4	6.2	5.0	4.9			4.3
ALL	Parts	14	98	90	14	97	91	21	113	145	19	129			69
	Pieces	20	199	219	101	265	222	41	282	323	25	272			164
	Cost	1,856	10,112	7,685	1,538	7,284	9,402	2,396	10,388	14,831	2,972	11,198			6,638
Non-Stk	Parts	195	111	141	187	114	87	198	96	128	261	119			136
	Pieces	523	294	272	339	243	207	446	303	460	735	356			348
	Cost	13,617	9,052	12,947	14,327	8,496	7,708	17,645	7,392	8,942	15,690	6,525			10,195
Over 12 Months															
% Total Cost		9.9	9.6	8.3	9.6	9.7	10.0	9.2	8.9	10.5	12.1	10.8			9.0
ALL	Parts	59	92	65	30	65	73	45	61	71	47	63			55
	Pieces	350	434	231	124	196	301	224	260	294	208	282			242
	Cost	4,069	8,065	6,803	2,400	7,516	6,930	4,371	6,421	8,193	6,275	5,831			5,572

DAVID DODGE
 Parts Inventory
 Management Trend Analysis

	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Total	Avg.
Non-Stk														
Parts	559	542	452	482	461	495	516	463	478	531	506			457
Pieces	1,556	1,523	1,356	1,419	1,369	1,408	1,403	1,365	1,388	1,538	1,575			1,325
Cost	33,040	30,366	28,258	31,974	29,699	30,845	33,133	29,384	32,005	38,478	33,421			29,216

		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Total	Avg.
**** Inventory ****															
Turnover		.5	.3	.2	.3	.3	.2	.6	.8	1.1	.6	.8	.8		.5
Months Supply		.8	.4	.6	.4	.5	.2	1.6	.8		.7	.9	1.0		.6
Closing Inventory	Parts	90	96	97	99	109	112	120	130	134	136	141	139		116
	Pieces	535	1,043	1,040	996	1,079	984	1,190	1,156	1,084	1,082	1,186	1,194		1,047
	Cost	3,229	3,062	3,309	2,605	2,620	1,934	3,104	4,805	4,335	4,289	5,898	5,814		3,750
Active	Parts	12	15	17	22	22	24	24	23	26	24	23	21		21
	Pieces	125	67	80	49	79	2	185	86	90	78	125	123		90
	Cost	137	8	311	338	412	-33	186	-120	1,629	1,573	1,732	1,720		657
Non-Stock	Parts	78	81	80	77	86	87	95	105	106	110	116	117		94
	Pieces	410	976	960	947	991	974	1,000	1,069	992	1,003	1,061	1,073		954
	Cost	3,092	3,054	2,998	2,267	2,117	1,894	2,871	4,916	2,693	2,707	4,163	4,122		3,074
Replaced	Parts					1	1	1	2	2	2	2	1		1
	Pieces					9	8	5	1	2	1		-2		2
	Cost					91	73	47	9	13	9	3	-28		18
**** Activity ****															
Sales (at cost)		5,956	9,926	11,844	6,734	7,121	8,959	4,506	5,690	3,928	6,682	7,355	6,479	85,180	7,098
Shop Counter		4,923	8,569	10,133	5,257	5,214	5,843	3,795	4,040	3,229	6,014	6,753	5,058	68,828	5,735
		1,033	1,357	1,710	1,477	1,906	3,115	711	1,650	698	668	602	1,421	16,348	1,362
Total Purchases		1,700	1,370	3,906	666	1,517	692	4,196	254		953	956	1,140	17,350	1,445
Regular Ord		1,700	1,370	3,906	666	1,517	692	4,196	254		953	956	1,082	17,292	1,441
Special Ord													57	57	4
**** Stock Order ****															
Suggested	Parts	8	11	15	17	18	19	17	15	16	15	15			13
	Pieces	16	51	60	78	88	112	107	78	74	81	96			70
	Cost	284	369	1,385	570	421	805	637	635	576	664	689			586
Adjust-ments	Parts		4	4	1	12	6	4	3	1	7	26	5		6
	Pieces			-1	101	-345	12	6		3	112	35	1		-6
	Cost			-26	10	-773	-162	24		22	252	1,130	-88		32

		Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Total	Avg.
Closing	Parts	90	96	97	99	109	112	120	130	134	136	141	139		116
Inventory	Pieces	535	1,043	1,040	996	1,079	984	1,190	1,156	1,084	1,082	1,186	1,194		1,047
	Cost	3,229	3,062	3,309	2,605	2,620	1,934	3,104	4,805	4,335	4,289	5,898	5,814		3,750

**** Aging ****

Sold Last 3 Months															
% Total Cost		100.0	85.0	159.4	111.6	108.4	142.0	90.6	62.7	33.4	51.9	36.7	29.0		84.2
ALL	Parts	1	1	2	2	1	2	1	2	1	1	2	2		1
	Pieces	1,651	1,266	1,461	1,443	1,393	1,310	1,368	1,382	743	1,061	1,015	770		1,238
	Cost	3,121	2,468	4,506	2,812	2,821	2,658	2,727	2,752	1,418	2,174	2,130	1,666		2,604
Non-Stk	Parts	1	1	1	1	1	1	2	1	1	1	2	1		1
	Pieces	3	3	9	2	2	4	13	21	3	22	5	3		7
	Cost	111	135	771	97	21	89	88	261	30	52	35	21		142
Not Sold 3 Months															
% Total Cost		29.5	20.5	14.3		11.9	16.2	10.9	3.7	4.4	6.3	1.6			9.9
Non-Stk	Parts	11	8	4		5	5	13	13	13	7	4			6
	Pieces	861	850	831		36	36	34	17	19	35	16			227
	Cost	953	628	475		314	314	340	178	191	273	97			313
6 Months															
% Total Cost		14.6	11.3	-18.7	-8.9	-13.9	40.7	2.9	1.1	-2.6	1.5	22.8			4.2
ALL	Parts	2	6	4	5	5	6	6	5	8	8	10			5
	Pieces	2			-3	-6	-3	-5	-2	-13	-21	-19			-5
	Cost	37	-3	-18	-50	-52	122	-55	-24	-194	-277	-216			-60
Non-Stk	Parts	13	13	15	16	13	12	9	15	15	27	23			14
	Pieces	16	12	20	844	424	418	2	436	444	477	73			263
	Cost	435	351	-603	-182	-314	666	146	77	77	345	1,562			213
9 Months															
% Total Cost		1.1	6.6	9.9	16.6	6.3	-48.1	-18.9	-3.7	16.2	1.9	.6			-.9
ALL	Parts									1					
	Pieces									1					
	Cost									88					7
Non-Stk	Parts	3	4	5	12	14	15	12	10	13	12	17			9
	Pieces	4	7	8	15	9	9	407	410	413	-4	432			142
	Cost	36	204	329	434	167	-931	-589	-181	616	84	36			17
12 Months															
% Total Cost		18.2	20.0	18.2	.5	7.4	15.6	13.1	1.3	-22.6	-14.3	11.9			5.7
Non-Stk	Parts	2	4	4	2	4	3	10	14	15	10	6			6
	Pieces	28	31	30	2	5	3	10	6		404	412			77
	Cost	590	615	605	15	196	303	408	67	-981	-615	706			159
Over 12 Months															
% Total Cost		43.8	45.8	40.9	74.7	74.4	71.9	44.1	31.9	38.5	41.7	30.0			44.8
Non-Stk	Parts	35	34	31	33	34	34	32	33	35	44	42			32
	Pieces	57	56	51	79	80	61	59	60	62	71	69			58
	Cost	1,415	1,404	1,356	1,946	1,950	1,391	1,370	1,537	1,673	1,789	1,772			1,466