

SUMMARY

COST OF SALES

	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5776	82.4%	95686	537364.31	87.3%	2548065.62
AUTOMATIC PHASEOUT (AP) PARTS	403	5.7%	458	33512.14	5.4%	212874.66
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	782	11.1%	1954	71918.79	11.6%	484469.16
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	4.92
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	7	0.0%	7	30.66	0.0%	271.56
SOLD NOT STOCKED	35	0.8%	-9061	-27552.42	0.0%	-45081.41
TOTAL COST OF SALES	7003	100.0%	89044	615273.48	100.0%	3200604.51
LOST SALES (MEMO)	0		0	0.00		842.10
CREDIT/RETURNS (MEMO)	113		133	6719.79		48712.60
UNUSUAL SALES (MEMO)	0		0	0.00		4.62

INVESTMENT

	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2977	17.7%	12209	187453.29	27.3%
AUTOMATIC PHASEOUT (AP) PARTS	6432	38.3%	11304	437518.88	63.7%
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4758	28.3%	1852	59197.50	8.6%
NO PHASEOUT (NP) PARTS	2592	15.4%	97	2026.20	0.2%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	4	0.3%	4	25.64	0.2%
TOTAL INVESTMENT	16765	100.0%	25466	686221.51	100.0%
DIRTY CORE INVENTORY	250		1413	101787.07	
NEW CORE INVENTORY	65		139	8496.25	

ACTIVITY

	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2431	14.5%	14.5%	132939.67	19.3	19.3%
1-3 MONTHS	3473	20.7%	35.2%	150786.90	21.9	41.2%
4-6 MONTHS	1589	9.4%	44.6%	43619.55	6.3	47.5%
7-9 MONTHS	1463	8.7%	53.3%	42894.63	6.2	53.7%
10-12 MONTHS	1246	7.4%	60.7%	45201.48	6.5	60.2%
13-24 MONTHS	1682	10.0%	70.7%	111746.78	16.2	76.4%
25 MONTHS OR MORE	4881	29.3%	100.0%	159032.50	23.6	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
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STOCK ORDER	660	99.6%	2749	66450.28	99.5%	
STOCK ORDER - BACKORDER	1	0.1%	1	291.56	0.4%	
STOCK ORDER - CROSS SHIP	1	0.1%	1	13.76	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	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	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	0	0.2%	0	0.00	0.1%	
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TOTAL OUTSTANDING ORDERS	662	100.0%	2751	66755.60	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
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STOCK ORDER	2852	100.0%	7248	242222.94	100.0%	1790522.06
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	0	0.0%	0	0.00	0.0%	0.00
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	0.0%	0	0.00	0.0%	616.17
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TOTAL PROCESSED ORDERS	2852	100.0%	7248	242222.94	100.0%	1791362.05
FORCED ORDERS	0		0	0.00		0.00
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RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
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STOCK ORDER	2742	96.2%	6859	240823.16	45.6%	1765093.54
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	11.14
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	1184.26
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	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - BACKORDER	1*	0.4%	15	1029.28	0.1%	9802.70
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	100.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	3109.31
OTHER ORDERS	94	3.4%	62353	285985.92	54.3%	739535.71
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TOTAL RECEIPTS	2850	100.0%	69227	527838.36	100.0%	2518836.66
PURCHASES DISCOUNT	12		1030	41.41		6452.47

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	670	5	126.71	989.61
DELETED PARTS	668	0	0.00	0.00
MINUS ADJUSTMENTS	31	-2038	-13663.55	-145406.93
PLUS ADJUSTMENTS	163	1938	33497.89	643711.17
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	252	-413	-20221.35	-147920.33
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	4214	1733	20073.00	64518.18
COST PRICE ADJUSTMENTS	0	758	220.87	-2487.52
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	5998	1983	20033.57	413404.18

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	0	0	0.00	26422.79
APPRECIATION - MANUAL UPDATE	1	0	0.00	1937.00
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TOTAL APPRECIATION	1	0	0.00	28359.79
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	1	0	0.00	28359.79

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	16765	35025	717140.52	824099.65
CLOSING INVENTORY	16765	25466	686221.51	686221.51
PERCENT OF CHANGE	0.0%	-27.2%	-4.2%	-16.6%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	10082	0	0.00
NO COST	135	221	0.00
NO FACTORY RECORD	287	-443	-13784.28
NO SERVICE	14	-3	1055.93
MINUS ON HAND	2432	-8038	-380477.12
PHASED IN	392	787	15884.20
CONVERTED TO AUTOMATIC PHASEOUT (AP)	646	906	30351.23

BUSINESS RATIOS	
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LEVEL OF SERVICE	99.8%
STOCK ORDER PERFORMANCE	55.9%
GROSS TURNOVER RATE	6.3
TRUE TURNOVER RATE	3.8