

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	666	63.4%	2258	10098.48	19.1%	94894.95
AUTOMATIC PHASEOUT (AP) PARTS	92	8.7%	118	5712.36	10.8%	32614.39
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	3	0.2%	18	73.26	0.1%	412.46
NON-STOCK (NS) PARTS	107	10.1%	167	19876.83	37.7%	166494.99
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	0.00
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0.00	0.0%	0.00
SOLD NOT STOCKED	182	17.6%	279	16925.71	32.3%	114557.47
TOTAL COST OF SALES	1050	100.0%	2840	52686.64	100.0%	408974.26
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	9		9	553.27		1962.19
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	443	10.1%	3310	24377.92	4.1%
AUTOMATIC PHASEOUT (AP) PARTS	2717	62.3%	5136	135193.79	22.9%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	21	85.47	0.0%
NON-STOCK (NS) PARTS	1183	27.1%	730	428653.73	72.8%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	13	0.5%	51	426.97	0.2%
TOTAL INVESTMENT	4357	100.0%	9248	588737.88	100.0%
DIRTY CORE INVENTORY	15		16	3075.00	
NEW CORE INVENTORY	37		39	2835.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	449	10.3%	10.3%	435117.00	73.9	73.9%
1-3 MONTHS	856	19.6%	29.9%	19905.82	3.3	77.2%
4-6 MONTHS	875	20.0%	49.9%	14334.99	2.4	79.6%
7-9 MONTHS	424	9.7%	59.6%	18083.17	3.0	82.6%
10-12 MONTHS	199	4.5%	64.1%	9617.02	1.6	84.2%
13-24 MONTHS	661	15.1%	79.2%	41039.36	6.9	91.1%
25 MONTHS OR MORE	893	20.8%	100.0%	50640.52	8.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	142	25.3%	532	8229.35	21.6%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	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	418	74.6%	945	29776.57	78.3%	
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	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	560	100.0%	1477	38005.92	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	38	100.0%	103	1523.40	100.0%	15152.49
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%	172.27
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%	0.00
TOTAL PROCESSED ORDERS	38	100.0%	103	1523.40	100.0%	15324.76
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	72	16.6%	2861	14047.03	25.8%	1070577.87
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	640.14
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	175	40.4%	473	23246.97	42.7%	206991.89
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%	207.08
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	186	43.0%	290	17064.58	31.5%	119454.39
TOTAL RECEIPTS	433	100.0%	3624	54358.58	100.0%	1397871.37
PURCHASES DISCOUNT	14		99	180.99		3406.63

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	287	17	2595.73	3057.64
DELETED PARTS	341	0	0.00	0.00
MINUS ADJUSTMENTS	5	-413	-2796.78	-5845.43
PLUS ADJUSTMENTS	0	0	0.00	89.90
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	66	19	211.07	6559.26
COST PRICE ADJUSTMENTS	0	-31	-4451.41	-996219.67
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	699	-408	-4441.39	-992358.30
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	55	1533	1052465.22	6608762.25
APPRECIATION - MANUAL UPDATE	6	1427	-1049378.49	-6597814.39
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TOTAL APPRECIATION	61	2960	3086.73	10947.86
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	5.09
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TOTAL FIRST PRICING	0	0	0.00	5.09
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TOTAL APPRECIATION/FIRST PRICING	61	2960	3086.73	10952.95
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4405	9071	175044.44	163924.62
CLOSING INVENTORY	4357	9248	588737.88	588737.88
PERCENT OF CHANGE	-1.0%	2.0%	236.3%	259.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	1731	0	0.00	
NO COST	19	9	0.00	
NO FACTORY RECORD	188	283	10494.21	
NO SERVICE	13	32	472.09	
MINUS ON HAND	33	-81	-3569.97	
PHASED IN	12	59	201.46	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	405	234	4735.90	
BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	3.7%			
GROSS TURNOVER RATE	1.8			
TRUE TURNOVER RATE	3.4			