

SUMMARY

COST OF SALES		PIECES		MTD		YTD	
	PARTS	PARTS%		EXT VALUE	VALUE%		
NORMAL STOCK PARTS	3857	74.8%	8765	183048.61	49.4%	1377377.93	
AUTOMATIC PHASEOUT (AP) PARTS	401	7.7%	524	60071.44	16.2%	361390.85	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00	
MANUAL ORDER (MO) PARTS	3	0.0%	3	38.31	0.0%	4044.19	
NON-STOCK (NS) PARTS	588	11.4%	898	110565.33	29.8%	776834.56	
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	303	6.1%	369	16817.31	4.6%	60949.83	
TOTAL COST OF SALES	5152	100.0%	10559	370541.00	100.0%	2580597.36	
LOST SALES (MEMO)	42		45	6780.95		83376.06	
CREDIT/RETURNS (MEMO)	114		131	11422.54		77793.34	
UNUSUAL SALES (MEMO)	73		76	7569.70		52738.14	
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%		
NORMAL STOCK PARTS	3762	47.7%	19431	460016.90	72.7%		
AUTOMATIC PHASEOUT (AP) PARTS	2928	37.1%	5329	151972.20	24.0%		
DEALER PHASEOUT (DP) PARTS	6	0.0%	0	0.00	0.0%		
MANUAL ORDER (MO) PARTS	12	0.1%	105	355.96	0.0%		
NON-STOCK (NS) PARTS	1172	14.8%	718	19845.36	3.1%		
NO PHASEOUT (NP) PARTS	3	0.0%	0	0.00	0.0%		
OBsolete (OB) PARTS	0	0.0%	0	0.00	0.0%		
REPLACED BY HOLD (RBH) PARTS	1	0.3%	0	0.00	0.2%		
TOTAL INVESTMENT	7884	100.0%	25583	632190.42	100.0%		
DIRTY CORE INVENTORY	51		64	6765.00			
NEW CORE INVENTORY	163		231	24764.20			
ACTIVITY	PARTS	PARTS%	PARTS	EXT VALUE	VALUE%	ACCUM	VALUE%
CURRENT	2653	33.6%	33.6%	212786.10	33.6%	33.6%	33.6%
1-3 MONTHS	2882	36.5%	70.1%	217578.08	34.4%	68.0%	68.0%
4-6 MONTHS	845	10.7%	80.8%	73590.25	11.6%	79.6%	79.6%
7-9 MONTHS	793	10.0%	90.8%	83237.16	13.1%	92.7%	92.7%
10-12 MONTHS	354	4.4%	95.2%	28777.11	4.5%	97.2%	97.2%
13-24 MONTHS	200	2.5%	97.7%	9475.20	1.4%	98.6%	98.6%
25 MONTHS OR MORE	157	2.3%	100.0%	6746.52	1.4%	100.0%	100.0%

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SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	445	52.1%	1672	67252.16	46.0%
STOCK ORDER - BACKORDER	6	0.7%	6	985.05	0.6%
STOCK ORDER - CROSS SHIP	2	0.2%	25	303.40	0.2%
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	399	46.7%	629	77277.20	52.9%
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	1	0.1%	2	152.20	0.1%
OTHER ORDERS	0	0.2%	0	0.00	0.2%
TOTAL OUTSTANDING ORDERS	853	100.0%	2334	145970.01	100.0%
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%
STOCK ORDER	1114	56.4%	4590	140917.49	51.0%
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	859	43.5%	1177	134978.45	48.9%
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 PROCESSED ORDERS	1973	100.0%	5767	275895.94	100.0%
FORCED ORDERS	0		0	0.00	
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%
STOCK ORDER	1400	54.7%	6967	195568.82	55.5%
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%
STOCK ORDER - CROSS SHIP	2	0.0%	880	3672.40	1.0%
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	841	32.8%	1271	134666.90	38.2%
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	314	12.5%	383	18309.19	5.3%
TOTAL RECEIPTS	2557	100.0%	9501	352217.31	100.0%
PURCHASES DISCOUNT	5		16	535.98	2144.36

SUMMARY

ADDS/DELETES/ADJUSTS			
ADDED PARTS	1320	17	1560.80
DELETED PARTS	1391	0	0.00
MINUS ADJUSTMENTS	439	-1421	-77910.38
PLUS ADJUSTMENTS	151	1028	32366.95
PHYSICAL INVENTORY ADJUSTMENTS	1321	2325	60289.34
RETURNED PARTS	0	0	0.00
RETURNED CORE PARTS	0	0	0.00
NEGATIVE BALANCE ADJUSTMENTS	994	66	11964.98
COST PRICE ADJUSTMENTS	1	-455	109.88
INVENTORY REALLOCATION	0	0	0.00
TOTAL ADDS/DELETES/ADJUSTS	5617	1560	28381.57
APPRECIATION/FIRST PRICING			
APPRECIATION - FACTORY MASTER UPDATE	66	53	-195.26
APPRECIATION - MANUAL UPDATE	1	0	0.00
TOTAL APPRECIATION	67	53	-195.26
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00
TOTAL FIRST PRICING	0	0	0.00
TOTAL APPRECIATION/FIRST PRICING			
TOTAL APPRECIATION/FIRST PRICING	67	53	-195.26
OPENING/CLOSING SUMMARY			
OPENING INVENTORY	7945	24618	621791.74
CLOSING INVENTORY	7884	25583	632190.42
PERCENT OF CHANGE	-0.7%	3.9%	1.7%
MISCELLANEOUS			
OUT OF STOCK	2911	0	0.00
NO COST	5	2	0.00
NO FACTORY RECORD	152	761	11518.04
NO SERVICE	2	0	0.00
MINUS ON HAND	40	-70	-6553.07
PHASED IN	6	188	2001.90
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1428	593	25113.57
BUSINESS RATIOS			
LEVEL OF SERVICE	96.8%		
STOCK ORDER PERFORMANCE	40.5%		
GROSS TURNOVER RATE	6.3		
TRUE TURNOVER RATE	3.6		
APPRECIATION/FIRST PRICING			
APPRECIATION - FACTORY MASTER UPDATE	YTD	MTD	YTD
	13986.08	-195.26	-120.40
TOTAL APPRECIATION	13865.68	-195.26	13865.68
FIRST PRICING - FACTORY MASTER UPDATE	0.00	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0.65	0.00	0.65
TOTAL FIRST PRICING	0.65	0.00	0.65
OPENING/CLOSING SUMMARY			
OPENING INVENTORY	YTD	MTD	YTD
	699623.84	621791.74	632190.42
CLOSING INVENTORY	632190.42	632190.42	632190.42
PERCENT OF CHANGE	-9.5%	1.7%	-9.5%
MISCELLANEOUS			
OUT OF STOCK	2911	0	0.00
NO COST	5	2	0.00
NO FACTORY RECORD	152	761	11518.04
NO SERVICE	2	0	0.00
MINUS ON HAND	40	-70	-6553.07
PHASED IN	6	188	2001.90
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1428	593	25113.57

COST OF SALES		PIECES		PARTS		PARTS		PARTS		ACTIVITY		
YTD	MTD	YTD	MTD	YTD	MTD	YTD	MTD	YTD	MTD	YTD	MTD	
789605.33	109677.40	6282	109677.40	12.9%	97303.77	38.1%	1108	12.9%	1484	17.2%	1484	38.1%
32557.90	6724.09	12	6724.09	1.6%	55747.12	59.9%	1484	17.2%	55747.12	21.8%	55747.12	59.9%
0.00	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	20.5%	0.00	20.5%
2199.90	245.87	31	245.87	0.5%	34309.97	80.4%	1318	15.3%	34309.97	13.4%	34309.97	80.4%
315881.20	33639.39	391	33639.39	7.5%	9253.04	93.8%	939	10.9%	9253.04	3.6%	9253.04	93.8%
0.00	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
0.00	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
0.00	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
25344.78	5545.32	173	5545.32	4.1%	254830.81	100.0%	8585	100.0%	254830.81	100.0%	254830.81	100.0%
3784	155832.07	6889	155832.07	100.0%	2050.00	0.8%	5	0.0%	2050.00	0.8%	2050.00	0.8%
19	731.82	26	731.82	0.3%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
161	12350.94	181	12350.94	1.5%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
0	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
1233	139753.30	7336	139753.30	14.3%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
742	47932.04	624	47932.04	8.6%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
4	678.92	40	678.92	0.0%	0.00	0.0%	4	0.0%	0.00	0.0%	0.00	0.0%
6606	66466.55	775	66466.55	76.9%	0.00	0.0%	6606	76.9%	0.00	0.0%	0.00	0.0%
0	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
0	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
0	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
8585	254830.81	8775	254830.81	100.0%	0.00	0.0%	8585	100.0%	0.00	0.0%	0.00	0.0%
0	0.00	0	0.00	0.0%	0.00	0.0%	0	0.0%	0.00	0.0%	0.00	0.0%
5	2050.00	5	2050.00	0.7%	0.00	0.0%	5	0.0%	0.00	0.0%	0.00	0.0%
1108	97303.77	12.9%	97303.77	12.9%	0.00	0.0%	1108	12.9%	0.00	0.0%	0.00	0.0%
1484	55747.12	30.1%	55747.12	30.1%	0.00	0.0%	1484	30.1%	0.00	0.0%	0.00	0.0%
1290	52296.96	45.1%	52296.96	45.1%	0.00	0.0%	1290	45.1%	0.00	0.0%	0.00	0.0%
1318	34309.97	60.4%	34309.97	60.4%	0.00	0.0%	1318	60.4%	0.00	0.0%	0.00	0.0%
939	9253.04	71.3%	9253.04	71.3%	0.00	0.0%	939	71.3%	0.00	0.0%	0.00	0.0%
2405	5892.51	99.3%	5892.51	99.3%	0.00	0.0%	2405	99.3%	0.00	0.0%	0.00	0.0%
41	27.44	100.0%	27.44	0.7%	0.00	0.0%	41	0.7%	0.00	0.0%	0.00	0.0%

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SUMMARY						
OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	61	36.9%	306	8057.73	29.5%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	1	0.6%	1	4.51	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	81	49.0%	104	17114.27	62.8%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	22	13.3%	23	2045.62	7.5%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	165	100.0%	434	27222.13	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	667	63.2%	3271	76993.50	64.9%	654691.80
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1193.34
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-100.81
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	387	36.7%	485	41553.27	35.0%	278005.65
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%	-2615.45
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	1054	100.0%	3756	118546.77	100.0%	928787.85
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	768	56.6%	6292	128389.32	73.1%	926133.73
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	1	0.0%	2	540.00	0.3%	29131.36
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	351	25.8%	446	38610.26	22.0%	262015.27
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	236	17.6%	288	7951.41	4.6%	47869.97
TOTAL RECEIPTS	1356	100.0%	7028	175490.99	100.0%	1277653.07
PURCHASES DISCOUNT	21		285	617.62		8108.52

