

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT
Inventory Balance	27,328		14,874		604,791.90	
Active Parts	1,718	6.28	10,195	68.54	348,617.00	57.64
NS Parts	25,108	91.87	3,664	24.63	150,806.07	24.93
MO Parts	345	1.26	528	3.54	84,630.29	13.99
AP Parts	157	0.57	487	3.27	20,738.54	3.42
DP Parts						
SP Parts						
DEL Parts						
Parts With No Cost	85	0.31	280	1.88		
Parts With Negative On-Hand	10	0.03	15		-2,457.53	
Core/Exchange						
Memos On File	1,409					
Parts Added	324	1.18	78	0.52	5,752.38	0.95
Active Parts	3	0.92	35	44.87	655.98	11.40
NS Parts	321	99.07	43	55.12	5,096.40	88.59
MO Parts						
AP Parts						
DP Parts						
SP Parts						
Parts & Memos Deleted	19					
Inventory Movement - Sales						
0 to 3 Months	2,728	9.98	9,434	63.42	344,625.10	56.98
4 to 6 Months	1,066	3.90	1,221	8.20	59,821.61	9.89
7 to 12 Months	1,902	6.95	1,895	12.74	78,377.19	12.95
Over 12 Months	20,019	73.25	2,032	13.66	104,821.04	17.33
New Parts No Sales	1,613	5.90	292	1.96	17,146.96	2.83
Inventory Movement - Receipts						
0 to 3 Months	2,715	9.93	7,689	51.69	370,765.80	61.30
4 to 6 Months	1,169	4.27	2,040	13.71	84,441.98	13.96
7 to 12 Months	2,092	7.65	2,087	14.03	75,910.97	12.55
Over 12 Months	19,959	73.03	2,960	19.90	73,577.12	12.16
New Parts No Receipts	1,393	5.09	98	0.65	96.03	0.01
Outstanding Orders						
Stockorders	355	1.29	1,299	67.74	114,616.27	47.58
Supplemental Orders	159	44.78	880	0.07	54,538.04	0.02
Customer Orders	1	0.28	1	30.25	24.34	51.52
Backorders	194	54.64	393	1.92	59,054.08	0.87
Stockorder Backorders	9	2.53	25	1.07	999.81	0.46
Supplemntl Backorders	5	1.40	14	1.07	531.87	
Customer Backorders	5	1.40	11	0.84	467.94	0.40
Outstanding Forced Orders						

INDUSTRIAL POWER MCKINNEY
 MONTHLY SUMMARY REPORT

	NBR OF PARTS	PERCENT	PARTS PIECES	PERCENT	PARTS COST	PERCENT	TRANS COUNT
Gross Sales	1,369	5.00	5,430	94.25	345,776.23	92.38	3,419
Regular	1,291	94.30	5,118	94.25	319,443.97	92.38	3,267
No History	140	10.22	312	5.74	26,332.26	7.61	152
Drop Ship							
Wholesale							
Wholesale No History							
Wholesale Drop Ship							
Warranty							
Warranty No History							
Warranty Drop Ship							
Lost Sales	19	0.06	31		4,662.50		19
Return Sales	403	1.47	1,388	71.39	90,366.96	90.39	642
Regular	386	95.78	991	28.60	81,691.11	90.39	613
No History	26	6.45	397		8,675.85	9.60	29
Defective							
Wholesale							
Wholesale No History							
Wholesale Defective							
Warranty							
Warranty No History							
Warranty Defective							
Receipts	1,077	3.94	4,597	72.59	295,655.77	52.04	1,657
Stockorders	596	55.33	3,337		153,869.21		1,008
Supplemental Orders							
Customer Orders							
Emergency Purchases	593	55.06	1,260	27.40	141,786.56	47.95	649
Other Receipts							
Overages							
Net Adjustments	118	0.43	611	31.91	-4,743.33		130
Plus	68	57.62	195	68.08	6,312.80		75
Minus	50	42.37	416		-11,056.13		55
Factory Returns							
Net Appreciation	8	0.02	32	0.21	-164.43		92
Positive	5	62.50	32	100.00	84.14		69
Negative	3	37.50			-248.57		23
Parts Updated With Cost	5	0.01	4		89.80		5
Parts With Comments	832						
Misc & Sublet Items							
Gross Sales							
Lost Sales							
Return Sales							
Parts Not On File, But Sold							
Gross Sales							
Lost Sales							
Return Sales							