

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT |
|-------------------------------|--------------|---------|--------------|---------|--------------|---------|
| | ----- | ----- | ----- | ----- | ----- | ----- |
| Inventory Balance | 35,056 | | 203,687 | | 2,327,490.39 | |
| Active Parts | 9,819 | 28.00 | 107,167 | 52.61 | 1,387,190.62 | 59.60 |
| NS Parts | 16,580 | 47.29 | 4,659 | 2.28 | 159,369.71 | 6.84 |
| MO Parts | 2,328 | 6.64 | 53,941 | 26.48 | 284,241.66 | 12.21 |
| AP Parts | 5,528 | 15.76 | 33,979 | 16.68 | 439,631.22 | 18.88 |
| DP Parts | 784 | 2.23 | 3,941 | 1.93 | 57,057.18 | 2.45 |
| SP Parts | | | | | | |
| DEL Parts | 17 | 0.04 | | | | |
| Parts With No Cost | 133 | 0.37 | 761 | 0.37 | | |
| Parts With Negative On-Hand | 62 | 0.17 | 10,718 | | -4,764.74 | |
| Core/Exchange | 364 | 1.03 | 1,118 | 0.54 | 147,439.64 | |
| Memos On File | 4,586 | | | | | |
| Parts Added | 1,048 | 2.98 | 305 | 0.14 | 17,845.11 | 0.76 |
| Active Parts | 13 | 1.24 | 33 | 10.81 | 1,978.62 | 11.08 |
| NS Parts | 943 | 89.98 | 209 | 68.52 | 13,362.91 | 74.88 |
| MO Parts | 22 | 2.09 | 46 | 15.08 | 574.00 | 3.21 |
| AP Parts | | | | | | |
| DP Parts | 70 | 6.67 | 17 | 5.57 | 1,929.58 | 10.81 |
| SP Parts | | | | | | |
| Parts & Memos Deleted | 738 | | | | | |
| Inventory Movement - Sales | | | | | | |
| 0 to 3 Months | 12,458 | 35.53 | 108,283 | 53.16 | 1,293,563.14 | 55.57 |
| 4 to 6 Months | 3,983 | 11.36 | 14,171 | 6.95 | 234,471.98 | 10.07 |
| 7 to 12 Months | 6,122 | 17.46 | 15,210 | 7.46 | 290,144.10 | 12.46 |
| Over 12 Months | 10,429 | 29.74 | 64,575 | 31.70 | 446,092.39 | 19.16 |
| New Parts No Sales | 2,064 | 5.88 | 1,448 | 0.71 | 63,218.78 | 2.71 |
| Inventory Movement - Receipts | | | | | | |
| 0 to 3 Months | 11,677 | 33.30 | 59,367 | 29.14 | 1,214,175.46 | 52.16 |
| 4 to 6 Months | 4,057 | 11.57 | 13,171 | 6.46 | 224,121.63 | 9.62 |
| 7 to 12 Months | 6,609 | 18.85 | 11,858 | 5.82 | 268,830.08 | 11.55 |
| Over 12 Months | 11,817 | 33.70 | 118,960 | 58.40 | 611,922.72 | 26.29 |
| New Parts No Receipts | 896 | 2.55 | 331 | 0.16 | 8,440.50 | 0.36 |
| Outstanding Orders | 1,035 | 2.95 | 15,247 | | 388,621.20 | |
| Stockorders | 511 | 49.37 | 3,006 | 19.71 | 87,410.07 | 22.49 |
| Supplemental Orders | | | | | | |
| Customer Orders | 222 | 21.44 | 1,192 | 7.81 | 69,736.84 | 17.94 |
| Backorders | 349 | 33.71 | 11,049 | 72.46 | 231,474.29 | 59.56 |
| Stockorder Backorders | 206 | 19.90 | 585 | 3.83 | 46,888.68 | 12.06 |
| Supplemntl Backorders | | | | | | |
| Customer Backorders | 166 | 16.03 | 10,464 | 68.62 | 184,585.61 | 47.49 |
| Outstanding Forced Orders | | | | | | |

Grand Total

| | NBR OF PARTS | PERCENT | PARTS PIECES | PERCENT | PARTS COST | PERCENT | TRANS COUNT |
|-----------------------------|--------------|---------|--------------|---------|--------------|---------|-------------|
| | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| Gross Sales | 6,093 | 17.38 | 46,653 | | 1,119,010.60 | | 13,069 |
| Regular | 5,321 | 87.32 | 29,508 | 63.24 | 757,168.70 | 67.66 | 11,602 |
| No History | 505 | 8.28 | 15,734 | 33.72 | 298,327.39 | 26.65 | 694 |
| Drop Ship | | | | | | | |
| Wholesale | 512 | 8.40 | 1,411 | 3.02 | 63,514.51 | 5.67 | 773 |
| Wholesale No History | | | | | | | |
| Wholesale Drop Ship | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Drop Ship | | | | | | | |
| Lost Sales | 29 | 0.08 | 36 | | 1,424.73 | | 29 |
| Return Sales | 803 | 2.29 | 1,838 | | 90,819.59 | | 949 |
| Regular | 727 | 90.53 | 1,504 | 81.82 | 82,156.14 | 90.46 | 862 |
| No History | 12 | 1.49 | 236 | 12.84 | 3,999.01 | 4.40 | 15 |
| Defective | | | | | | | |
| Wholesale | 69 | 8.59 | 98 | 5.33 | 4,664.44 | 5.13 | 72 |
| Wholesale No History | | | | | | | |
| Wholesale Defective | | | | | | | |
| Warranty | | | | | | | |
| Warranty No History | | | | | | | |
| Warranty Defective | | | | | | | |
| Receipts | 4,583 | 13.07 | 40,726 | | 1,097,658.99 | | 7,339 |
| Stockorders | 3,140 | 68.51 | 18,710 | 45.94 | 615,035.22 | 56.03 | 4,840 |
| Supplemental Orders | | | | | | | |
| Customer Orders | 1,697 | 37.02 | 15,892 | 39.02 | 440,292.37 | 40.11 | 2,234 |
| Emergency Purchases | 228 | 4.97 | 6,124 | 15.03 | 42,331.40 | 3.85 | 265 |
| Other Receipts | | | | | | | |
| Overages | | | | | | | |
| Net Adjustments | 243 | 0.69 | 1,557 | | -9,040.48 | | 289 |
| Plus | 117 | 48.14 | 1,002 | 64.35 | 5,311.22 | | 140 |
| Minus | 126 | 51.85 | 555 | 35.64 | -14,351.70 | | 149 |
| Factory Returns | | | | | | | |
| Net Appreciation | 2,453 | 6.99 | 6,270 | 3.07 | -7,720.83 | | 4,841 |
| Positive | 1,259 | 51.32 | 3,462 | 55.21 | 11,579.96 | | 2,564 |
| Negative | 1,194 | 48.67 | 2,808 | 44.78 | -19,300.79 | | 2,277 |
| Parts Updated With Cost | 62 | 0.17 | 1 | | 10.05 | | 62 |
| Parts With Comments | 1,493 | | | | | | |
| Misc & Sublet Items | | | | | | | |
| Gross Sales | | | | | | | |
| Lost Sales | | | | | | | |
| Return Sales | | | | | | | |
| Parts Not On File, But Sold | | | | | | | |
| Gross Sales | | | 1,882 | | 134,619.00 | | 892 |
| Lost Sales | | | | | | | |
| Return Sales | | | 103 | | 10,753.58 | | 58 |