

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3700	87.3%	4626	99831.81	48.2%	1086333.39
AUTOMATIC PHASEOUT (AP) PARTS	112	2.6%	135	11411.34	5.5%	153524.01
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	27	0.6%	29	116.10	0.0%	676.35
NON-STOCK (NS) PARTS	385	9.0%	468	94070.66	45.4%	495364.23
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%	1307.82
SOLD NOT STOCKED	13	0.5%	21	1594.53	0.9%	12208.74
TOTAL COST OF SALES	4237	100.0%	5279	207024.44	100.0%	1749414.54
LOST SALES (MEMO)	12		19	350.68		19639.76
CREDIT/RETURNS (MEMO)	34		37	1731.93		38232.22
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	969	16.3%	7248	120401.14	54.9%	
AUTOMATIC PHASEOUT (AP) PARTS	1328	22.4%	2245	74320.97	33.9%	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	57	0.9%	366	2872.58	1.3%	
NON-STOCK (NS) PARTS	3566	60.2%	1593	20978.51	9.5%	
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%	
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	
REPLACED BY HOLD (RBH) PARTS	2	0.2%	2	539.25	0.4%	
TOTAL INVESTMENT	5923	100.0%	11454	219112.45	100.0%	
DIRTY CORE INVENTORY	19		77	3968.00		
NEW CORE INVENTORY	4		5	1200.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1002	16.9%	16.9%	99927.84	45.6	45.6%
1-3 MONTHS	1956	33.0%	49.9%	50475.01	23.0	68.6%
4-6 MONTHS	1093	18.4%	68.3%	23422.28	10.6	79.2%
7-9 MONTHS	704	11.8%	80.1%	14370.47	6.5	85.7%
10-12 MONTHS	938	15.8%	95.9%	20642.19	9.4	95.1%
13-24 MONTHS	195	3.2%	99.1%	9644.50	4.4	99.5%
25 MONTHS OR MORE	35	0.9%	100.0%	630.16	0.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	72	28.1%	399	10010.13	27.6%	
STOCK ORDER - BACKORDER	1	0.3%	1	50.97	0.1%	
STOCK ORDER - CROSS SHIP	12	4.6%	32	4126.15	11.4%	
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	124	48.4%	352	10209.01	28.2%	
CUSTOMER ORDER - BACKORDER	31	12.1%	33	9163.62	25.3%	
CUSTOMER ORDER - CROSS SHIP	10	3.9%	16	1921.28	5.3%	
EMERGENCY PURCHASES	6	2.3%	6	697.71	1.9%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	256	100.0%	839	36178.87	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	632	54.7%	3996	109860.43	60.5%	922726.24
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1324.93
STOCK ORDER - CROSS SHIP	1	0.0%	-15	-1407.15	0.0%	-11624.40
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	494	42.8%	911	70972.31	39.1%	689679.55
CUSTOMER ORDER - BACKORDER	1	0.0%	-1	-273.75	0.0%	-2371.24
CUSTOMER ORDER - CROSS SHIP	-2	0.0%	0	0.00	0.0%	-3451.26
EMERGENCY PURCHASES	28	2.4%	42	2333.75	1.2%	24501.35
OTHER ORDERS	0	0.1%	0	0.00	0.0%	273.58
TOTAL PROCESSED ORDERS	1154	100.0%	4933	181485.59	100.0%	1618408.89
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	613	51.4%	3766	110071.29	56.0%	872709.42
STOCK ORDER - BACKORDER	10	0.8%	13	1576.23	0.8%	10619.89
STOCK ORDER - CROSS SHIP	33	2.7%	420	8529.85	4.3%	99745.20
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	411	34.4%	934	59334.56	30.2%	635179.58
CUSTOMER ORDER - BACKORDER	28	2.3%	35	5241.91	2.6%	24001.55
CUSTOMER ORDER - CROSS SHIP	41	3.4%	71	6880.71	3.5%	68164.09
EMERGENCY PURCHASES	29	2.4%	51	2479.70	1.2%	28588.74
OTHER ORDERS	27	2.6%	37	2320.37	1.4%	14348.67
TOTAL RECEIPTS	1192	100.0%	5327	196434.62	100.0%	1753357.14
PURCHASES DISCOUNT	8		81	-1545.31		-574.37

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	371	1	118.92	865.16
DELETED PARTS	491	0	0.00	0.00
MINUS ADJUSTMENTS	8	-9	-226.47	-38737.33
PLUS ADJUSTMENTS	9	64	11510.35	85181.54
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	-37252.51
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	455	0	0.00	63.77
COST PRICE ADJUSTMENTS	4	9	-76.27	1020.96
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1338	65	11326.53	11141.59
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	328	543	416.96	5219.25
APPRECIATION - MANUAL UPDATE	0	0	0.00	-37.68
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TOTAL APPRECIATION	328	543	416.96	5181.57
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	479.26
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	479.26
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TOTAL APPRECIATION/FIRST PRICING	328	543	416.96	5660.83
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6018	11350	219504.09	199019.76
CLOSING INVENTORY	5923	11454	219112.45	219112.45
PERCENT OF CHANGE	-1.5%	0.9%	-0.1%	10.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4008	0	0.00	
NO COST	4	400	0.00	
NO FACTORY RECORD	150	675	8944.51	
NO SERVICE	0	0	0.00	
MINUS ON HAND	0	0	0.00	
PHASED IN	57	128	12680.47	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	379	132	2225.82	
BUSINESS RATIOS				

LEVEL OF SERVICE	97.2%			
STOCK ORDER PERFORMANCE	52.7%			
GROSS TURNOVER RATE	9.4			
TRUE TURNOVER RATE	5.3			