

MONTHLY ANALYSIS

SUMMARY

| COST OF SALES | | PIECES | | PARTS | | PARTS | | ACTIVITY | |
|---------------|-----------|--------|-----------|-------|--------|-------|--------|----------|-------|
| YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD | YTD | MTD |
| 857437.53 | 64369.14 | 2972 | 64369.14 | 1403 | 82.9% | 1403 | 82.9% | 689 | 9.0% |
| 57768.52 | 5390.65 | 56 | 5390.65 | 38 | 2.2% | 38 | 2.2% | 1326 | 17.4% |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | 1070 | 14.0% |
| 2934.69 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | 577 | 7.5% |
| 547332.84 | 47009.57 | 389 | 47009.57 | 233 | 13.7% | 233 | 13.7% | 557 | 7.3% |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | 1774 | 23.3% |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | 1615 | 21.5% |
| 17990.05 | 820.42 | 14 | 820.42 | 13 | 1.0% | 13 | 1.0% | ----- | ----- |
| 1485652.17 | 117844.66 | 3436 | 117844.66 | 1691 | 100.0% | 1691 | 100.0% | 11 | 11 |
| 4739.90 | 143.31 | 4 | 143.31 | 4 | 0.0% | 4 | 0.0% | 0 | 0 |
| 34925.91 | 896.66 | 14 | 896.66 | 10 | 0.0% | 10 | 0.0% | 0 | 0 |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | 11 | 11 |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 127355.83 | 127355.83 | 4431 | 127355.83 | 1104 | 14.5% | 1104 | 14.5% | ----- | ----- |
| 13360.91 | 13360.91 | 359 | 13360.91 | 327 | 4.2% | 327 | 4.2% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 2 | 0.0% | 2 | 0.0% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 1 | 0.0% | 1 | 0.0% | ----- | ----- |
| 34522.46 | 34522.46 | 391 | 34522.46 | 6167 | 81.0% | 6167 | 81.0% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | ----- | ----- |
| 538.30 | 538.30 | 15 | 538.30 | 7 | 0.3% | 7 | 0.3% | ----- | ----- |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 175777.50 | 175777.50 | 5196 | 175777.50 | 7608 | 100.0% | 7608 | 100.0% | ----- | ----- |
| 0.00 | 0.00 | 0 | 0.00 | 0 | 0.0% | 0 | 0.0% | ----- | ----- |
| 2130.00 | 2130.00 | 11 | 2130.00 | 11 | 0.0% | 11 | 0.0% | ----- | ----- |
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |
| 36.9% | 36.9% | 9.0% | 64929.79 | 36.9 | 36.9% | 36.9 | 36.9% | ----- | ----- |
| 72.5% | 62729.90 | 26.4% | 62729.90 | 35.6 | 72.5% | 35.6 | 72.5% | ----- | ----- |
| 90.1% | 31004.07 | 40.4% | 31004.07 | 17.6 | 90.1% | 17.6 | 90.1% | ----- | ----- |
| 97.1% | 12331.40 | 47.9% | 12331.40 | 7.0 | 97.1% | 7.0 | 97.1% | ----- | ----- |
| 99.2% | 3807.63 | 55.2% | 3807.63 | 2.1 | 99.2% | 2.1 | 99.2% | ----- | ----- |
| 99.6% | 724.71 | 78.5% | 724.71 | 0.4 | 99.6% | 0.4 | 99.6% | ----- | ----- |
| 100.0% | 250.00 | 100.0% | 250.00 | 0.4 | 100.0% | 0.4 | 100.0% | ----- | ----- |

SUMMARY

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |
|---------------------------------|------------|--------|--------|-----------|--------|
| STOCK ORDER | 57 | 76.0% | 197 | 10150.73 | 60.1% |
| STOCK ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% |
| STOCK ORDER - CROSS SHIP | 4 | 5.3% | 4 | 1301.24 | 7.7% |
| 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 | 13 | 17.3% | 93 | 5404.64 | 32.0% |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% |
| CUSTOMER ORDER - CROSS SHIP | 1 | 1.3% | 1 | 13.00 | 0.0% |
| EMERGENCY PURCHASES | 0 | 0.0% | 0 | 0.00 | 0.0% |
| OTHER ORDERS | 0 | 0.1% | 0 | 0.00 | 0.2% |
| TOTAL OUTSTANDING ORDERS | 75 | 100.0% | 295 | 16869.61 | 100.0% |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% |
| STOCK ORDER | 331 | 58.8% | 1014 | 22197.15 | 39.6% |
| 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 | 231 | 41.1% | 315 | 33753.93 | 60.3% |
| 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 PROCESSED ORDERS | 562 | 100.0% | 1329 | 55951.08 | 100.0% |
| FORCED ORDERS | 0 | | 0 | 0.00 | |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% |
| STOCK ORDER | 351 | 48.6% | 3214 | 57063.16 | 48.6% |
| STOCK ORDER - BACKORDER | 2 | 0.2% | 40 | 806.80 | 0.6% |
| STOCK ORDER - CROSS SHIP | 12 | 1.6% | 21 | 2005.79 | 1.7% |
| 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 | 249 | 34.5% | 361 | 37381.91 | 31.8% |
| CUSTOMER ORDER - BACKORDER | 0 | 0.0% | 0 | 0.00 | 0.0% |
| CUSTOMER ORDER - CROSS SHIP | 7 | 0.9% | 7 | 949.13 | 0.8% |
| EMERGENCY PURCHASES | 3 | 0.4% | 3 | 10309.40 | 8.7% |
| OTHER ORDERS | 97 | 13.8% | 197 | 8835.33 | 7.8% |
| TOTAL RECEIPTS | 721 | 100.0% | 3843 | 117351.52 | 100.0% |
| PURCHASES DISCOUNT | 54 | | 102 | -1334.60 | |
| YTD | | | | | |
| STOCK ORDER | 286031.68 | | | | |
| STOCK ORDER - BACKORDER | 0.00 | | | | |
| STOCK ORDER - CROSS SHIP | 0.00 | | | | |
| SUPPLEMENTAL ORDER | 0.00 | | | | |
| SUPPLEMENTAL ORDER - BACKORDER | 0.00 | | | | |
| SUPPLEMENTAL ORDER - CROSS SHIP | 0.00 | | | | |
| CUSTOMER ORDER | 695275.53 | | | | |
| CUSTOMER ORDER - BACKORDER | -10989.79 | | | | |
| CUSTOMER ORDER - CROSS SHIP | -1205.70 | | | | |
| EMERGENCY PURCHASES | 297.07 | | | | |
| OTHER ORDERS | 1092.68 | | | | |
| TOTAL PROCESSED ORDERS | 970501.47 | | | | |
| FORCED ORDERS | 0.00 | | | | |
| RECEIPTS | 792862.61 | | | | |
| STOCK ORDER - BACKORDER | 990.65 | | | | |
| STOCK ORDER - CROSS SHIP | 6524.61 | | | | |
| SUPPLEMENTAL ORDER | 0.00 | | | | |
| SUPPLEMENTAL ORDER - BACKORDER | 0.00 | | | | |
| SUPPLEMENTAL ORDER - CROSS SHIP | 0.00 | | | | |
| CUSTOMER ORDER | 652938.42 | | | | |
| CUSTOMER ORDER - BACKORDER | 8339.78 | | | | |
| CUSTOMER ORDER - CROSS SHIP | 19399.96 | | | | |
| EMERGENCY PURCHASES | 15473.23 | | | | |
| OTHER ORDERS | 101276.37 | | | | |
| TOTAL RECEIPTS | 1597805.63 | | | | |
| PURCHASES DISCOUNT | 1412.26 | | | | |

