

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2776	76.0%	19807	115544.44	48.6%	1328562.50
AUTOMATIC PHASEOUT (AP) PARTS	164	4.4%	293	15195.78	6.4%	214771.56
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	47.48	0.0%	1493.09
MANUAL ORDER (MO) PARTS	86	2.3%	334	1336.08	0.5%	35991.82
NON-STOCK (NS) PARTS	601	16.4%	984	99413.71	41.8%	1557167.66
NO PHASEOUT (NP) PARTS	1	0.0%	2	2.61	0.0%	201.77
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	5.22
REPLACED BY HOLD (RBH) PARTS	0	0.0%	0	0.00	0.0%	16175.23
SOLD NOT STOCKED	22	0.9%	26	5752.97	2.7%	19368.27
TOTAL COST OF SALES	3651	100.0%	21447	237293.07	100.0%	3173737.12
LOST SALES (MEMO)	16		16	3114.87		17234.92
CREDIT/RETURNS (MEMO)	129		149	12937.94		128229.02
UNUSUAL SALES (MEMO)	201		257	6604.74		191885.14

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2100	14.4%	30888	222801.28	61.7%
AUTOMATIC PHASEOUT (AP) PARTS	1523	10.5%	3563	78576.21	21.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	22	0.1%	1119	3598.15	0.9%
NON-STOCK (NS) PARTS	10839	74.7%	1887	55746.65	15.4%
NO PHASEOUT (NP) PARTS	8	0.0%	4	10.40	0.0%
OBSOLETE (OB) PARTS	2	0.0%	2	5.44	0.0%
REPLACED BY HOLD (RBH) PARTS	1	0.3%	0	0.00	0.3%
TOTAL INVESTMENT	14495	100.0%	37463	360738.13	100.0%
DIRTY CORE INVENTORY	4		4	424.00	
NEW CORE INVENTORY	21		59	4210.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2166	14.9%	14.9%	153131.15	42.4	42.4%
1-3 MONTHS	4683	32.3%	47.2%	126564.45	35.0	77.4%
4-6 MONTHS	3269	22.5%	69.7%	45973.38	12.7	90.1%
7-9 MONTHS	2169	14.9%	84.6%	20447.82	5.6	95.7%
10-12 MONTHS	2070	14.2%	98.8%	14157.59	3.9	99.6%
13-24 MONTHS	110	0.7%	99.5%	463.74	0.1	99.7%
25 MONTHS OR MORE	28	0.5%	100.0%	0.00	0.3	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	75	20.7%	1493	20628.50	23.9%	
STOCK ORDER - BACKORDER	2	0.5%	836	5434.00	6.3%	
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	284	78.4%	414	59911.34	69.5%	
CUSTOMER ORDER - BACKORDER	1	0.2%	1	147.00	0.1%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	362	100.0%	2744	86120.84	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	508	27.6%	2126	52480.59	22.9%	695871.09
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-575.40
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	1330	72.3%	2641	176676.31	77.0%	2322583.31
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%	-669.00
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	1838	100.0%	4767	229156.90	100.0%	3017210.00
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	553	26.7%	14974	76522.06	29.5%	1025835.65
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	9074.78
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	329.00
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	1335	64.4%	3266	173943.86	67.1%	2308337.50
CUSTOMER ORDER - BACKORDER	1	0.0%	3	269.70	0.1%	1604.82
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	181	8.9%	293	8286.71	3.3%	40487.11
TOTAL RECEIPTS	2070	100.0%	18536	259022.33	100.0%	3385668.86
PURCHASES DISCOUNT	2		-11	-5.20		602.70

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1006	0	0.00	2324.09
DELETED PARTS	1006	0	0.00	-468.80
MINUS ADJUSTMENTS	9	-35	-1942.62	-100836.15
PLUS ADJUSTMENTS	4	5	698.29	106389.10
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	7738.87
RETURNED PARTS	174	-234	-20468.91	-225056.40
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2011	213	2366.88	-3155.32
COST PRICE ADJUSTMENTS	0	-2365	9.45	3961.13
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	4210	-2416	-19336.91	-209103.48

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	321	439	595.58	10710.08
APPRECIATION - MANUAL UPDATE	2	0	0.00	171.50
TOTAL APPRECIATION	323	439	595.58	10881.58
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	305.82
FIRST PRICING - MANUAL UPDATE	0	0	0.00	1072.05
TOTAL FIRST PRICING	0	0	0.00	1377.87
TOTAL APPRECIATION/FIRST PRICING	323	439	595.58	12259.45

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	14477	40425	357755.40	345522.06
CLOSING INVENTORY	14495	37463	360738.13	360738.13
PERCENT OF CHANGE	0.1%	-7.2%	0.8%	4.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	11824	0	0.00
NO COST	2	0	0.00
NO FACTORY RECORD	42	980	3456.97
NO SERVICE	7	0	0.00
MINUS ON HAND	36	-299	-3796.14
PHASED IN	92	138	2190.82
CONVERTED TO AUTOMATIC PHASEOUT (AP)	855	228	11117.39

BUSINESS RATIOS	
LEVEL OF SERVICE	99.4%
STOCK ORDER PERFORMANCE	21.9%
GROSS TURNOVER RATE	8.6
TRUE TURNOVER RATE	2.8