

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	9178	81.5%	17055	334807.55	60.3%	3486702.82
AUTOMATIC PHASEOUT (AP) PARTS	191	1.6%	271	13449.45	2.4%	158093.01
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	1877	16.6%	2189	206406.91	37.1%	2276255.68
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%	0.00
SOLD NOT STOCKED	4	0.3%	4	515.01	0.2%	1630.54
TOTAL COST OF SALES	11250	100.0%	19519	555178.92	100.0%	5922682.05
LOST SALES (MEMO)	14		27	2941.70		25756.76
CREDIT/RETURNS (MEMO)	490		780	30853.77		438539.78
UNUSUAL SALES (MEMO)	0		0	0.00		0.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	5390	17.4%	22020	355023.37	85.7%	
AUTOMATIC PHASEOUT (AP) PARTS	1118	3.6%	828	22859.05	5.5%	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	
NON-STOCK (NS) PARTS	24456	78.9%	890	36001.28	8.6%	
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	
REPLACED BY HOLD (RBH) PARTS	0	0.1%	0	0.00	0.2%	
TOTAL INVESTMENT	30964	100.0%	23738	413883.70	100.0%	
DIRTY CORE INVENTORY	10		12	2980.00		
NEW CORE INVENTORY	14		15	990.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4499	14.5%	14.5%	233751.66	56.4	56.4%
1-3 MONTHS	7266	23.4%	37.9%	130123.02	31.4	87.8%
4-6 MONTHS	4564	14.7%	52.6%	31110.53	7.5	95.3%
7-9 MONTHS	3160	10.2%	62.8%	15050.41	3.6	98.9%
10-12 MONTHS	3318	10.7%	73.5%	3082.98	0.7	99.6%
13-24 MONTHS	8145	26.3%	99.8%	753.28	0.1	99.7%
25 MONTHS OR MORE	12	0.2%	100.0%	11.82	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	73	45.0%	487	9738.78	39.0%	
STOCK ORDER - BACKORDER	19	11.7%	62	1203.79	4.8%	
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	30	18.5%	49	2990.58	11.9%	
CUSTOMER ORDER - BACKORDER	40	24.6%	96	11015.42	44.1%	
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	162	100.0%	694	24948.57	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1760	32.3%	8564	171611.95	33.9%	1850552.00
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-14.12
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	3682	67.6%	4739	334527.33	66.0%	3842067.39
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-7338.04
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	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	5442	100.0%	13303	506139.28	100.0%	5685267.23
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2175	34.8%	13848	225230.69	37.8%	2440907.41
STOCK ORDER - BACKORDER	53	0.8%	198	5075.25	0.8%	25532.54
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	3779	60.5%	4798	337782.65	56.8%	3629008.97
CUSTOMER ORDER - BACKORDER	212	3.3%	254	24351.05	4.0%	200617.74
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	14	0.2%	19	1414.48	0.2%	14282.12
OTHER ORDERS	5	0.4%	5	635.63	0.4%	2397.77
TOTAL RECEIPTS	6238	100.0%	19122	594489.75	100.0%	6312746.55
PURCHASES DISCOUNT	4		5	377.70		376.70

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1493	0	0.00	600.00
DELETED PARTS	1488	0	0.00	0.00
MINUS ADJUSTMENTS	11	-14	-1838.76	-57765.80
PLUS ADJUSTMENTS	0	0	0.00	27469.86
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-2381.47
RETURNED PARTS	288	-327	-27141.87	-305517.37
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1574	45	5316.35	2658.10
COST PRICE ADJUSTMENTS	10	3	-964.56	-57.98
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	4864	-293	-24628.84	-334994.66
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	64	5360	718.69	1779.32
APPRECIATION - MANUAL UPDATE	5	2603	286.33	-1941.52
TOTAL APPRECIATION	69	7963	1005.02	-162.20
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	69	7963	1005.02	-162.20
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	30869	24864	410598.02	358010.63
CLOSING INVENTORY	30964	23738	413883.70	413883.70
PERCENT OF CHANGE	0.3%	-4.4%	0.8%	15.6%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	26866	0	0.00	
NO COST	3	0	0.00	
NO FACTORY RECORD	1090	3228	18103.65	
NO SERVICE	34	0	0.00	
MINUS ON HAND	74	-126	-10328.15	
PHASED IN	297	611	3416.34	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	926	311	10081.53	
BUSINESS RATIOS				
LEVEL OF SERVICE	99.3%			
STOCK ORDER PERFORMANCE	31.2%			
GROSS TURNOVER RATE	15.3			
TRUE TURNOVER RATE	6.4			