

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	12872	91.2%	36680	404498.67	58.1%	404498.67
AUTOMATIC PHASEOUT (AP) PARTS	183	1.2%	368	23497.17	3.3%	23497.17
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	5	0.0%	28	4019.82	0.5%	4019.82
NON-STOCK (NS) PARTS	521	3.6%	1810	199273.73	28.6%	199273.73
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	10	0.0%	12	272.14	0.0%	272.14
SOLD NOT STOCKED	523	4.0%	734	64404.03	9.5%	64404.03
TOTAL COST OF SALES	14114	100.0%	39632	695965.56	100.0%	695965.56
LOST SALES (MEMO)	6		6	419.09		419.09
CREDIT/RETURNS (MEMO)	70		104	7043.20		7043.20
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4212	16.1%	48715	586829.45	76.2%
AUTOMATIC PHASEOUT (AP) PARTS	2481	9.5%	4482	113282.49	14.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	33	0.1%	53	2747.74	0.3%
NON-STOCK (NS) PARTS	19333	74.1%	1676	65772.79	8.5%
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	6	0.2%	28	537.07	0.3%
TOTAL INVESTMENT	26065	100.0%	54954	769169.54	100.0%
DIRTY CORE INVENTORY	76		125	15129.00	
NEW CORE INVENTORY	143		306	20331.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4162	15.9%	15.9%	459347.44	59.7	59.7%
1-3 MONTHS	5420	20.7%	36.6%	182062.68	23.6	83.3%
4-6 MONTHS	3834	14.7%	51.3%	54887.54	7.1	90.4%
7-9 MONTHS	2849	10.9%	62.2%	25306.05	3.2	93.6%
10-12 MONTHS	2569	9.8%	72.0%	15668.07	2.0	95.6%
13-24 MONTHS	7127	27.3%	99.3%	27030.84	3.5	99.1%
25 MONTHS OR MORE	104	0.7%	100.0%	4866.92	0.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	123	20.6%	370	7805.32	11.9%	
STOCK ORDER - BACKORDER	156	26.1%	283	13003.65	19.8%	
STOCK ORDER - CROSS SHIP	35	5.8%	62	3445.87	5.2%	
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	112	18.7%	156	19627.32	30.0%	
CUSTOMER ORDER - BACKORDER	130	21.7%	178	12069.72	18.4%	
CUSTOMER ORDER - CROSS SHIP	41	6.8%	76	9455.48	14.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	597	100.0%	1125	65407.36	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2016	48.2%	3393	62647.36	23.9%	62647.36
STOCK ORDER - BACKORDER	0	0.0%	-2	-6.76	0.0%	-6.76
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	2158	51.7%	3987	200022.41	76.4%	200022.41
CUSTOMER ORDER - BACKORDER	0	0.0%	-9	-559.72	0.0%	-559.72
CUSTOMER ORDER - CROSS SHIP	0	0.0%	-5	-621.11	0.0%	-621.11
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	4174	100.0%	7364	261482.18	100.0%	261482.18
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2503	41.2%	30300	344716.45	47.3%	344716.45
STOCK ORDER - BACKORDER	283	4.6%	567	21479.70	2.9%	21479.70
STOCK ORDER - CROSS SHIP	113	1.8%	242	13608.17	1.8%	13608.17
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	1858	30.5%	3743	181178.82	24.9%	181178.82
CUSTOMER ORDER - BACKORDER	165	2.7%	287	21352.65	2.9%	21352.65
CUSTOMER ORDER - CROSS SHIP	289	4.7%	481	61341.99	8.4%	61341.99
EMERGENCY PURCHASES	60	0.9%	94	10112.21	1.3%	10112.21
OTHER ORDERS	804	13.6%	2725	73491.68	10.5%	73491.68
TOTAL RECEIPTS	6075	100.0%	38439	727281.67	100.0%	727281.67
PURCHASES DISCOUNT	182		1003	-606.83		-606.83

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1085	0	0.00	0.00
DELETED PARTS	682	0	0.00	0.00
MINUS ADJUSTMENTS	129	-333	-22351.43	-22351.43
PLUS ADJUSTMENTS	157	3629	17111.11	17111.11
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1565	159	178.92	178.92
COST PRICE ADJUSTMENTS	9	-1525	-1445.33	-1445.33
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3627	1930	-6506.73	-6506.73
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1234	2070	945.31	945.31
APPRECIATION - MANUAL UPDATE	13	34	-472.75	-472.75
TOTAL APPRECIATION	1247	2104	472.56	472.56
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	1247	2104	472.56	472.56
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	25644	51248	741604.29	741604.29
CLOSING INVENTORY	26065	54954	769169.54	769169.54
PERCENT OF CHANGE	1.6%	7.2%	3.7%	3.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	20053	0	0.00	
NO COST	28	0	0.00	
NO FACTORY RECORD	589	3448	76138.79	
NO SERVICE	18	8	755.77	
MINUS ON HAND	49	-142	-7848.04	
PHASED IN	225	298	8177.71	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	997	536	13926.15	
BUSINESS RATIOS				
LEVEL OF SERVICE	98.4%			
STOCK ORDER PERFORMANCE	9.0%			
GROSS TURNOVER RATE	10.9			
TRUE TURNOVER RATE	6.0			