

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1024	57.2%	2626	43263.59	32.3%	97263.93
AUTOMATIC PHASEOUT (AP) PARTS	225	12.5%	301	19177.25	14.3%	51979.56
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	411	22.9%	591	66182.70	49.4%	178138.06
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	12	0.6%	14	633.68	0.4%	1251.42
SOLD NOT STOCKED	118	6.8%	139	4489.82	3.6%	11247.76
TOTAL COST OF SALES	1790	100.0%	3671	133747.04	100.0%	339880.73
LOST SALES (MEMO)	10		36	828.91		868.05
CREDIT/RETURNS (MEMO)	52		58	4612.15		12615.42
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1740	14.7%	32810	105739.10	33.5%
AUTOMATIC PHASEOUT (AP) PARTS	3792	32.0%	8276	122405.78	38.8%
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	6166	52.1%	1715	78066.55	24.7%
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	122	1.2%	325	8976.34	3.0%
TOTAL INVESTMENT	11820	100.0%	43126	315187.77	100.0%
DIRTY CORE INVENTORY	60		70	24339.75	
NEW CORE INVENTORY	75		91	12976.25	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1222	10.3%	10.3%	54847.07	17.4	17.4%
1-3 MONTHS	2098	17.7%	28.0%	65542.63	20.7	38.1%
4-6 MONTHS	1657	14.0%	42.0%	38914.91	12.3	50.4%
7-9 MONTHS	1247	10.5%	52.5%	28271.14	8.9	59.3%
10-12 MONTHS	859	7.2%	59.7%	15218.01	4.8	64.1%
13-24 MONTHS	2553	21.5%	81.2%	42889.30	13.6	77.7%
25 MONTHS OR MORE	2184	18.8%	100.0%	69504.71	22.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	2513	95.3%	2575	274730.92	96.2%	
STOCK ORDER - BACKORDER	47	1.7%	69	3743.20	1.3%	
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	27	1.0%	29	2357.04	0.8%	
CUSTOMER ORDER - BACKORDER	30	1.1%	32	2582.09	0.9%	
CUSTOMER ORDER - CROSS SHIP	18	0.6%	23	2024.82	0.7%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	2635	100.0%	2728	285438.07	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	563	47.6%	964	27231.92	30.6%	68242.45
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
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	619	52.3%	890	62289.28	70.0%	162438.46
CUSTOMER ORDER - BACKORDER	0	0.0%	-17	-600.27	0.0%	-639.35
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	0.0%	0.00
TOTAL PROCESSED ORDERS	1182	100.0%	1837	88920.93	100.0%	230041.56
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	551	37.4%	1652	45724.57	31.3%	102140.19
STOCK ORDER - BACKORDER	80	5.4%	190	7658.69	5.2%	15463.64
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	436	29.5%	706	39540.58	27.1%	99456.48
CUSTOMER ORDER - BACKORDER	83	5.6%	99	6190.02	4.2%	17929.24
CUSTOMER ORDER - CROSS SHIP	97	6.5%	119	16290.36	11.1%	43299.89
EMERGENCY PURCHASES	102	6.9%	299	25772.92	17.6%	58018.40
OTHER ORDERS	124	8.7%	162	4721.02	3.5%	13188.56
TOTAL RECEIPTS	1473	100.0%	3227	145898.16	100.0%	349496.40
PURCHASES DISCOUNT	16		24	1593.16		3728.13

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	621	0	0.00	261.04
DELETED PARTS	662	0	0.00	0.00
MINUS ADJUSTMENTS	18	-18	-1747.96	-17763.98
PLUS ADJUSTMENTS	6	147	843.80	22910.51
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-2091.44
RETURNED PARTS	21	-23	-1171.35	-2469.31
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	323	7	115.25	-8451.62
COST PRICE ADJUSTMENTS	6	-68	-1545.23	-4135.89
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1657	45	-3505.49	-11740.69

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	163	571	241.78	6.42
APPRECIATION - MANUAL UPDATE	2	19	-478.15	703.21
TOTAL APPRECIATION	165	590	-236.37	709.63
FIRST PRICING - FACTORY MASTER UPDATE	3	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	3	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	168	590	-236.37	709.63

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	11833	43457	305185.35	313109.28
CLOSING INVENTORY	11820	43126	315187.77	315187.77
PERCENT OF CHANGE	0.0%	-0.7%	3.3%	0.7%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	7361	0	0.00
NO COST	60	0	0.00
NO FACTORY RECORD	195	5176	7285.63
NO SERVICE	38	20	2321.23
MINUS ON HAND	15	-19	-1085.18
PHASED IN	40	9	397.25
CONVERTED TO AUTOMATIC PHASEOUT (AP)	137	435	2970.95

BUSINESS RATIOS	
LEVEL OF SERVICE	82.7%
STOCK ORDER PERFORMANCE	20.0%
GROSS TURNOVER RATE	4.0
TRUE TURNOVER RATE	1.3