

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6619	83.4%	19144	399304.74	70.8%	1646048.75
AUTOMATIC PHASEOUT (AP) PARTS	404	5.0%	524	32204.84	5.7%	148044.95
DEALER PHASEOUT (DP) PARTS	8	0.1%	9	1733.13	0.3%	5006.82
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	861	10.8%	1486	124573.04	22.1%	527427.20
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	42	0.5%	42	5662.84	1.0%	10284.64
SOLD NOT STOCKED	0	0.2%	0	0.00	0.1%	2305.48
<b>TOTAL COST OF SALES</b>	<b>7934</b>	<b>100.0%</b>	<b>21205</b>	<b>563478.59</b>	<b>100.0%</b>	<b>2339117.84</b>
LOST SALES (MEMO)	19		33	1762.66		2107.89
CREDIT/RETURNS (MEMO)	555		625	46200.95		163509.71
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4578	21.9%	22210	566328.50	53.2%
AUTOMATIC PHASEOUT (AP) PARTS	3533	16.9%	6310	247910.88	23.3%
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	192.57	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	12584	60.3%	2963	226488.42	21.3%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	149	0.9%	308	21662.96	2.2%
<b>TOTAL INVESTMENT</b>	<b>20846</b>	<b>100.0%</b>	<b>31792</b>	<b>1062583.33</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	46		91	50480.00	
NEW CORE INVENTORY	62		97	28830.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3712	17.8%	17.8%	358798.28	33.7	33.7%
1-3 MONTHS	5516	26.4%	44.2%	350777.94	33.0	66.7%
4-6 MONTHS	3134	15.0%	59.2%	110878.07	10.4	77.1%
7-9 MONTHS	2871	13.7%	72.9%	85415.05	8.0	85.1%
10-12 MONTHS	1699	8.1%	81.0%	32820.01	3.0	88.1%
13-24 MONTHS	3455	16.5%	97.5%	111649.33	10.5	98.6%
25 MONTHS OR MORE	459	2.5%	100.0%	12244.65	1.4	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	131	37.9%	204	55726.36	6.5%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	5	1.4%	23	35499.76	4.1%	
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	192	55.6%	681	482375.58	56.8%	
CUSTOMER ORDER - BACKORDER	5	1.4%	5	2415.14	0.2%	
CUSTOMER ORDER - CROSS SHIP	12	3.4%	178	271808.58	32.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	345	100.0%	1091	847825.42	100.0%	

  

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1830	49.2%	6050	229698.67	33.6%	1001847.14
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%	-137.10
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	1189.15
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	1888	50.7%	2698	452935.27	66.3%	1461454.82
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-71.94
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	3718	100.0%	8748	682633.94	100.0%	2464282.07
FORCED ORDERS	0		0	0.00		0.00

  

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2725	57.3%	20387	293329.81	51.4%	1191747.71
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%	8395.06
SUPPLEMENTAL ORDER	5	0.1%	5	886.29	0.1%	1189.15
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	1958	41.1%	2429	272664.29	47.7%	1217438.69
CUSTOMER ORDER - BACKORDER	5	0.1%	5	2287.50	0.4%	3341.85
CUSTOMER ORDER - CROSS SHIP	6	0.1%	6	803.42	0.1%	7079.10
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	286.32
OTHER ORDERS	54	1.3%	100	507.69	0.3%	4138.79
TOTAL RECEIPTS	4753	100.0%	22932	570479.00	100.0%	2433616.67
PURCHASES DISCOUNT	8		101	6989.24		153782.03

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	974	0	0.00	1500.00
DELETED PARTS	864	0	0.00	0.00
MINUS ADJUSTMENTS	16	-24	-1200.88	-99344.13
PLUS ADJUSTMENTS	3	302	731.81	24669.35
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-31698.21
RETURNED PARTS	241	-342	-29223.97	-114844.72
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	2854	96	22443.66	88246.31
COST PRICE ADJUSTMENTS	0	-576	-3598.70	-119233.53
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	4952	-544	-10848.08	-250704.93
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	167	312	693.15	5915.92
APPRECIATION - MANUAL UPDATE	16	113	93.04	108.09
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TOTAL APPRECIATION	183	425	786.19	6024.01
FIRST PRICING - FACTORY MASTER UPDATE	12	0	0.00	705.90
FIRST PRICING - MANUAL UPDATE	0	0	0.00	78.73
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TOTAL FIRST PRICING	12	0	0.00	784.63
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TOTAL APPRECIATION/FIRST PRICING	195	425	786.19	6808.64
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	20716	29951	1056203.90	1051031.71
CLOSING INVENTORY	20846	31792	1062583.33	1062583.33
PERCENT OF CHANGE	0.6%	6.1%	0.6%	1.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	12174	0	0.00	
NO COST	68	0	0.00	
NO FACTORY RECORD	1644	3229	30926.52	
NO SERVICE	0	0	0.00	
MINUS ON HAND	117	-4279	-208571.26	
PHASED IN	629	883	37461.62	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1177	1248	60037.92	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.8%			
STOCK ORDER PERFORMANCE	42.8%			
GROSS TURNOVER RATE	6.1			
TRUE TURNOVER RATE	3.1			