

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	2327	86.3%	4771	46648.83	59.0%	254442.58
AUTOMATIC PHASEOUT (AP) PARTS	55	2.0%	97	4722.77	5.9%	28078.75
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	86	3.1%	485	943.05	1.1%	4441.20
NON-STOCK (NS) PARTS	193	7.1%	334	23796.47	30.1%	156397.18
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	35	1.5%	46	2872.53	3.9%	26092.21
<b>TOTAL COST OF SALES</b>	<b>2696</b>	<b>100.0%</b>	<b>5733</b>	<b>78983.65</b>	<b>100.0%</b>	<b>469451.92</b>
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	3		3	144.23		2570.47
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	633	17.9%	5460	57368.59	50.1%
AUTOMATIC PHASEOUT (AP) PARTS	741	21.0%	1751	31701.28	27.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	4	0.1%	1116	2272.22	1.9%
NON-STOCK (NS) PARTS	2150	60.9%	783	23105.11	20.1%
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	0.3%
<b>TOTAL INVESTMENT</b>	<b>3528</b>	<b>100.0%</b>	<b>9110</b>	<b>114447.20</b>	<b>100.0%</b>
DIRTY CORE INVENTORY	13		14	4130.00	
NEW CORE INVENTORY	2		2	150.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	559	15.8%	15.8%	51214.10	44.7	44.7%
1-3 MONTHS	1049	29.7%	45.5%	24478.23	21.3	66.0%
4-6 MONTHS	601	17.0%	62.5%	10049.00	8.7	74.7%
7-9 MONTHS	518	14.6%	77.1%	7502.03	6.5	81.2%
10-12 MONTHS	534	15.1%	92.2%	6466.62	5.6	86.8%
13-24 MONTHS	231	6.5%	98.7%	13169.42	11.5	98.3%
25 MONTHS OR MORE	36	1.3%	100.0%	1567.80	1.7	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	1686	92.8%	7181	205364.40	93.6%	
STOCK ORDER - BACKORDER	2	0.1%	5	594.61	0.2%	
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	127	6.9%	158	13235.83	6.0%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
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	1815	100.0%	7344	219194.84	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	422	85.0%	325	12714.11	65.2%	102189.69
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	74	14.9%	130	6779.37	34.7%	56621.27
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%	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	496	100.0%	455	19493.48	100.0%	158810.96
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	271	39.8%	1165	18354.44	24.3%	105935.77
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	55	8.0%	89	4897.38	6.5%	46424.96
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%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	354	52.2%	4038	52072.34	69.2%	320824.23
TOTAL RECEIPTS	680	100.0%	5292	75324.16	100.0%	473184.96
PURCHASES DISCOUNT	21		144	132.95		694.40

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	164	16	1907.96	4311.10
DELETED PARTS	173	0	0.00	0.00
MINUS ADJUSTMENTS	26	-48	-1359.78	-6506.23
PLUS ADJUSTMENTS	6	19	421.56	9166.53
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	18	-19	-4683.24	-11567.99
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	215	-13	-634.03	-609.59
COST PRICE ADJUSTMENTS	0	-135	15.09	205.42
INVENTORY REALLOCATION	0	0	0.00	0.00
<b>TOTAL ADDS/DELETES/ADJUSTS</b>	<b>602</b>	<b>-180</b>	<b>-4332.44</b>	<b>-5000.76</b>

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	2	33	33.87	114.54
APPRECIATION - MANUAL UPDATE	23	3213	351.24	-223.96
<b>TOTAL APPRECIATION</b>	<b>25</b>	<b>3246</b>	<b>385.11</b>	<b>-109.42</b>
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
<b>TOTAL FIRST PRICING</b>	<b>0</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL APPRECIATION/FIRST PRICING</b>	<b>25</b>	<b>3246</b>	<b>385.11</b>	<b>-109.42</b>

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	3537	9596	121921.07	115129.94
CLOSING INVENTORY	3528	9110	114447.20	114447.20
PERCENT OF CHANGE	-0.2%	-5.0%	-6.0%	-0.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	2290	0	0.00
NO COST	5	14	0.00
NO FACTORY RECORD	441	203	2248.24
NO SERVICE	2	9	79.56
MINUS ON HAND	3	-4	-170.28
PHASED IN	103	200	3403.56
CONVERTED TO AUTOMATIC PHASEOUT (AP)	222	151	4139.77

BUSINESS RATIOS	
LEVEL OF SERVICE	100.0%
STOCK ORDER PERFORMANCE	21.7%
GROSS TURNOVER RATE	7.3
TRUE TURNOVER RATE	1.7