

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTDX	YTD
NORMAL STOCK PARTS	1186	73.4%	1590	21700.03	38.3%	230392.57
AUTOMATIC PHASEOUT (AP) PARTS	47	2.9%	87	3093.94	5.4%	38842.38
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	37	2.2%	98	571.30	1.0%	4578.86
NON-STOCK (NS) PARTS	252	15.6%	384	26838.65	47.4%	269245.04
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%	1.54
SOLD NOT STOCKED	92	5.9%	143	4377.70	7.9%	35009.31
TOTAL COST OF SALES	1614	100.0%	2302	56581.62	100.0%	578070.50
LOST SALES (MEMO)	0		0	0.00		6835.73
CREDIT/RETURNS (MEMO)	22		40	797.23		12384.56
UNUSUAL SALES (MEMO)	0		0	0.00		211.03

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1383	17.6%	5745	57148.69	31.9%
AUTOMATIC PHASEOUT (AP) PARTS	2154	27.5%	5798	93034.30	52.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	3	0.0%	76	434.36	0.2%
NON-STOCK (NS) PARTS	4244	54.3%	1187	26880.00	15.0%
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	31	0.6%	235	1339.36	0.9%
TOTAL INVESTMENT	7815	100.0%	13041	178836.71	100.0%
DIRTY CORE INVENTORY	18		22	1694.00	
NEW CORE INVENTORY	18		18	976.10	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	949	12.1%	12.1%	30160.10	16.8	16.8%
1-3 MONTHS	1881	24.0%	36.1%	32256.40	18.0	34.8%
4-6 MONTHS	1806	23.1%	59.2%	17754.89	9.9	44.7%
7-9 MONTHS	1455	18.6%	77.8%	17748.01	9.9	54.6%
10-12 MONTHS	251	3.2%	81.0%	10808.61	6.0	60.6%
13-24 MONTHS	448	5.7%	86.7%	17871.49	9.9	70.5%
25 MONTHS OR MORE	1025	13.3%	100.0%	52237.21	29.5	100.0%

OUTSTANDING ORDERS	PARTS	PARTSX	PIECES	EXT VALUE	VALUEX	
STOCK ORDER	192	53.9%	562	10278.07	32.7%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	1	0.2%	1	10.67	0.0%	
SUPPLEMENTAL ORDER	4	1.1%	27	602.19	1.9%	
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	158	44.3%	404	20426.25	65.0%	
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	1	0.2%	1	60.18	0.1%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	356	100.0%	995	31377.36	100.0%	
PROCESSED ORDERS	PARTS	PARTSX	PIECES	MTD	MTDX	YTD
STOCK ORDER	299	60.2%	494	9815.09	42.2%	105142.12
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%	313.93
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	197	39.7%	223	13424.20	57.7%	130048.62
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%	717	23239.29	100.0%	235504.67
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTSX	PIECES	MTD	MTDX	YTD
STOCK ORDER	331	37.5%	557	11342.43	19.6%	105822.39
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	144	16.3%	1164	18627.12	32.3%	189463.26
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	226	25.6%	303	15526.39	26.9%	190900.87
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	88	9.9%	116	7726.63	13.4%	80599.82
OTHER ORDERS	92	10.7%	143	4377.70	7.8%	34763.34
TOTAL RECEIPTS	881	100.0%	2283	57600.27	100.0%	601629.68
PURCHASES DISCOUNT	36		42	-441.38		-103.17

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	467	1	52.12	2211.30
DELETED PARTS	587	0	0.00	-198.86
MINUS ADJUSTMENTS	31	-69	-2374.99	-25802.40
PLUS ADJUSTMENTS	11	157	339.01	10951.10
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	688	10	140.52	-166.68
COST PRICE ADJUSTMENTS	6	18	-3.42	1212.18
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	1790	117	-1846.76	-11793.36
-----	-----	-----	-----	-----
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	5131	5824	4235.92	11427.81
APPRECIATION - MANUAL UPDATE	1	1	34.61	154.82
-----	-----	-----	-----	-----
TOTAL APPRECIATION	5132	5825	4270.53	11582.63
-----	-----	-----	-----	-----
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	270.27
-----	-----	-----	-----	-----
TOTAL FIRST PRICING	0	0	0.00	270.27
-----	-----	-----	-----	-----
TOTAL APPRECIATION/FIRST PRICING	5132	5825	4270.53	11852.90
-----	-----	-----	-----	-----
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	7919	12961	175835.67	155321.16
CLOSING INVENTORY	7815	13041	178836.71	178836.71
PERCENT OF CHANGE	-1.2%	0.6%	1.7%	15.1%
-----	-----	-----	-----	-----
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	4444	0	0.00	
NO COST	47	19	0.00	
NO FACTORY RECORD	276	1530	6282.72	
NO SERVICE	136	284	5732.26	
MINUS ON HAND	13	-26	-1130.61	
PHASED IN	14	31	249.03	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	243	144	2503.21	
-----	-----	-----	-----	
BUSINESS RATIOS				
-----	-----	-----	-----	-----
LEVEL OF SERVICE	85.0%			
STOCK ORDER PERFORMANCE	18.1%			
GROSS TURNOVER RATE	4.6			
TRUE TURNOVER RATE	0.9			