

		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Total	Avg.
**** Inventory ****															
Turnover		1.3	1.7	1.9	1.7	1.6	1.1	1.2	1.2	1.4	1.6	1.3	1.7		1.4
Months Supply		2.0	2.7	2.8	2.5	2.4	1.9	2.1	2.0	2.2	2.5	2.3	2.8		2.3
Closing Inventory	Parts	2,747	2,685	2,769	2,687	2,615	2,559	2,550	2,541	2,604	2,723	2,848	2,975		2,691
	Pieces	16,744	14,339	21,193	20,917	19,423	19,580	18,156	17,391	24,000	22,909	21,808	19,729		19,682
	Cost	328,882	320,566	352,199	317,656	321,904	318,449	320,390	334,470	397,664	447,340	480,063	507,550		370,594
Active	Parts	908	908	963	934	907	862	851	815	845	899	1,001	1,186		923
	Pieces	13,319	11,118	17,935	17,844	16,435	16,542	15,058	14,248	20,923	19,673	18,454	16,465		16,501
	Cost	131,176	141,438	158,788	133,789	138,039	135,667	129,210	125,607	166,644	182,545	207,337	229,319		156,629
Non-Stock	Parts	1,789	1,729	1,759	1,709	1,667	1,655	1,653	1,669	1,695	1,762	1,781	1,718		1,715
	Pieces	3,341	3,147	3,183	2,992	2,911	2,959	3,006	3,035	2,972	3,131	3,245	3,145		3,088
	Cost	148,481	133,387	143,605	140,715	142,970	141,406	146,733	154,469	169,756	199,668	201,216	200,609		160,251
Replaced	Parts	14	15	15	14	13	14	15	16	14	13	12	14		14
	Pieces	31	31	31	31	27	38	42	43	22	26	23	23		30
	Cost	7,027	10,605	13,809	7,746	5,427	5,828	4,167	6,182	4,353	1,311	1,162	3,425		5,920
Core	Parts	36	33	32	30	28	28	31	41	50	49	54	57		39
	Pieces	53	43	44	50	50	41	50	65	83	79	86	96		61
	Cost	42,198	35,136	35,997	35,406	35,468	35,548	40,280	48,212	56,911	63,816	70,348	74,197		47,793
**** Activity ****															
Sales (at cost)		242,414	181,919	177,256	186,296	193,541	271,730	249,070	270,597	281,411	277,182	349,189	282,757	2,963,362	246,946
Shop Counter		156,748	117,768	103,621	91,200	110,133	149,752	126,545	158,235	139,950	155,692	195,896	146,010	1,651,550	137,629
Lost Sale		85,666	64,150	73,634	95,096	83,408	121,978	122,524	112,361	141,460	121,490	153,292	136,747	1,311,806	109,317
		-313	1,291	1,645	608	3,296	606	1,131	539	426	155	182	27	9,593	799
Total Purchases		177,454	184,731	153,089	152,603	156,772	207,682	205,072	232,997	246,195	259,033	328,271	295,365	2,599,264	216,605
Regular Ord		65,981	72,681	76,484	51,597	55,330	87,931	85,588	105,497	82,003	85,971	169,184	114,043	1,052,290	87,690
Special Ord		111,472	112,050	76,605	101,006	101,441	119,751	119,484	127,499	164,192	173,061	159,087	181,321	1,546,969	128,914
**** Stock Order ****															
Suggested	Parts	47	38	26	21	32	39	35	32	32	42	61	56		38
	Pieces	99	76	49	46	71	101	110	68	98	91	181	170		96
	Cost	6,655	1,705	2,334	5,265	8,248	6,451	7,104	5,064	6,993	5,498	23,887	22,445		8,470
Adjust-ments	Parts	816	486	23	45	67	1,839	113	102	56	121	1,891	180		478
	Pieces	9,377	-355	1,038	-2	42	10,868	96	210	81	125	3,113	-15		2,048
	Cost	-6,679	-7,854	-12,864	-9,315	-23,313	-6,179	-2,532	-11,608	-5,357	-18,581	-28,665	-23,174		-13,010

		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Total	Avg.
Closing	Parts	2,747	2,685	2,769	2,687	2,615	2,559	2,550	2,541	2,604	2,723	2,848	2,975		2,691
Inventory	Pieces	16,744	14,339	21,193	20,917	19,423	19,580	18,156	17,391	24,000	22,909	21,808	19,729		19,682
	Cost	328,882	320,566	352,199	317,656	321,904	318,449	320,390	334,470	397,664	447,340	480,063	507,550		370,594

**** Aging ****

Sold Last 3 Months

% Total Cost		38.9	36.0	26.6	42.1	42.9	44.7	41.3	41.3	36.4	27.3	30.0	32.6		36.6
ALL	Parts	43	42	28	44	49	48	44	50	52	48	51	52		45
	Pieces	18,816	18,708	16,647	18,634	18,661	18,598	18,988	19,611	20,875	20,104	19,895	20,834		19,197
	Cost	127,630	114,645	93,304	133,017	137,669	141,206	131,948	137,689	143,668	120,894	141,790	164,199		132,304
Non-Stk	Parts	3	3	2	3	3	6	4	5	9	6	7	5		4
	Pieces	23	16	13	17	16	105	19	21	65	94	46	43		39
	Cost	475	946	507	884	597	1,267	511	566	1,226	1,658	2,654	1,395		1,057

Not Sold 3 Months

% Total Cost		.3		.2	.3	.7	.7	.8	.6	.9	1.0	.5	.2		.5
ALL	Parts								1	1					
	Pieces								1	1					
	Cost								800	1,000					150
Non-Stk	Parts	11	6	17	18	17	9	22	14	24	22	19	10		15
	Pieces	13	6	26	30	40	26	46	27	34	36	24	13		26
	Cost	1,159	309	951	1,008	2,551	2,283	2,829	1,373	2,970	4,509	2,531	1,356		1,985

6 Months

% Total Cost		12.2	15.2	13.9	16.3	14.1	11.4	10.0	7.1	10.9	11.1	14.7	15.2		12.6
ALL	Parts	241	234	270	272	259	202	173	170	156	168	207	248		216
	Pieces	429	415	583	571	503	351	412	331	289	287	361	411		411
	Cost	29,670	33,830	33,633	39,279	34,473	21,266	20,273	14,535	29,492	31,760	43,131	44,537		31,323
Non-Stk	Parts	145	177	163	136	120	112	119	112	141	183	201	237		153
	Pieces	320	380	340	317	346	281	241	238	247	298	321	398		310
	Cost	10,692	14,960	15,383	12,539	11,066	15,161	11,873	9,475	13,969	18,313	27,492	32,829		16,146

9 Months

% Total Cost		6.0	5.8	6.8	9.0	10.8	9.6	11.0	8.8	5.1	3.3	3.5	5.6		7.1
ALL	Parts	19	26	32	23	23	26	31	25	27	20	19	15		23
	Pieces	29	43	39	24	52	42	39	39	41	31	22	23		35
	Cost	2,568	3,621	5,790	5,885	10,878	12,556	13,683	9,073	5,754	2,453	2,574	11,262		7,174
Non-Stk	Parts	219	210	212	239	228	221	206	209	161	150	144	164		196
	Pieces	357	320	357	406	386	431	481	464	375	298	298	288		371
	Cost	17,242	15,010	18,209	22,754	23,970	18,191	21,560	20,460	14,676	12,453	14,523	17,632		18,056

12 Months

% Total Cost		5.7	5.4	4.7	4.6	4.8	4.3	4.5	6.4	6.0	6.0	3.9	2.9		4.9
ALL	Parts	1		1	1	1	3	4	7	8	11	10	5		4
	Pieces	1		3	3	1	3	4	11	11	15	11	6		5
	Cost	800		29	29	800	2,800	3,600	8,040	9,600	10,922	7,724	3,124		3,955
Non-Stk	Parts	244	227	223	189	188	156	156	158	155	162	140	121		176
	Pieces	459	380	373	294	294	273	289	293	318	401	357	304		336
	Cost	18,259	17,311	16,567	14,765	14,703	11,110	10,921	13,399	14,351	15,966	11,201	11,939		14,207

Over 12 Months

% Total Cost		17.5	22.9	19.8	20.4	18.3	19.0	18.5	17.2	15.4	15.5	14.2	15.4		17.8
ALL	Parts	8	11	12	9	8	10	9	11	13	12	16	20		11
	Pieces	18	21	23	14	10	22	21	23	17	14	21	25		19
	Cost	1,322	4,480	4,680	1,190	124	1,342	542	2,142	4,964	4,711	10,711	13,564		4,147

		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jly	Aug	Sep	Total	Avg.
Non-Stk	Parts	871	923	974	861	875	855	831	798	774	772	732	752		834
	Pieces	1,645	1,691	1,753	1,451	1,496	1,453	1,392	1,300	1,303	1,336	1,262	1,311		1,449
	Cost	56,351	68,958	65,188	63,779	59,081	59,387	58,839	55,634	56,281	64,696	57,754	64,985		60,911