

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7403	80.3%	19932	183973.73	33.7%	1873960.06
AUTOMATIC PHASEOUT (AP) PARTS	233	2.5%	477	23970.20	4.3%	265225.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	428	4.6%	1378	61227.97	11.2%	480712.95
NON-STOCK (NS) PARTS	349	3.7%	1397	178202.57	32.6%	1527054.22
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%	250.00
REPLACED BY HOLD (RBH) PARTS	12	0.1%	17	1565.59	0.2%	11280.04
SOLD NOT STOCKED	791	8.8%	934	96158.19	18.0%	876708.25
TOTAL COST OF SALES	9216	100.0%	24135	545098.25	100.0%	5035191.39
LOST SALES (MEMO)	0		0	0.00		1674.01
CREDIT/RETURNS (MEMO)	65		301	11948.58		64794.93
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2457	10.4%	39826	372424.61	24.8%
AUTOMATIC PHASEOUT (AP) PARTS	9649	41.0%	22194	816519.65	54.5%
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	248	1.0%	6467	37090.06	2.4%
NON-STOCK (NS) PARTS	10782	45.9%	2544	178101.83	11.9%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	4	0.0%	6	1398.84	0.0%
REPLACED BY HOLD (RBH) PARTS	343	1.7%	430	91032.55	6.4%
TOTAL INVESTMENT	23485	100.0%	71467	1496567.54	100.0%
DIRTY CORE INVENTORY	146		637	57534.00	
NEW CORE INVENTORY	285		617	56168.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2841	12.0%	12.0%	385387.27	25.7	25.7%
1-3 MONTHS	3693	15.7%	27.7%	189899.52	12.6	38.3%
4-6 MONTHS	2453	10.4%	38.1%	70454.01	4.7	43.0%
7-9 MONTHS	1758	7.4%	45.5%	59259.96	3.9	46.9%
10-12 MONTHS	1314	5.5%	51.0%	63086.37	4.2	51.1%
13-24 MONTHS	4048	17.2%	68.2%	152099.25	10.1	61.2%
25 MONTHS OR MORE	7378	31.8%	100.0%	576381.16	38.8	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	80	15.5%	174	4766.97	5.3%	
STOCK ORDER - BACKORDER	118	22.9%	340	12509.16	14.1%	
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	237	46.1%	336	46844.03	52.8%	
CUSTOMER ORDER - BACKORDER	79	15.3%	111	24505.65	27.6%	
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	514	100.0%	961	88625.81	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1551	53.6%	6572	76502.21	31.4%	807863.80
STOCK ORDER - BACKORDER	-5	0.0%	-16	-173.25	0.0%	-11080.18
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	1352	46.7%	2532	167551.61	68.9%	1337379.49
CUSTOMER ORDER - BACKORDER	-5	0.0%	-3	-855.66	0.0%	-9587.03
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2893	100.0%	9085	243024.91	100.0%	2124576.08
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1329	30.6%	13310	149017.17	27.4%	1524228.48
STOCK ORDER - BACKORDER	472	10.8%	1968	30697.97	5.6%	226333.21
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	1540	35.5%	6570	222284.26	40.8%	2026292.03
CUSTOMER ORDER - BACKORDER	187	4.3%	244	41559.80	7.6%	164905.88
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	805	18.8%	948	100002.85	18.6%	912669.98
TOTAL RECEIPTS	4333	100.0%	23040	543562.05	100.0%	4854429.58
PURCHASES DISCOUNT	139		453	-1458.41		-7329.28

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	815	33	4509.77	44544.17
DELETED PARTS	520	0	0.00	-6700.17
MINUS ADJUSTMENTS	102	-296	-13518.32	-307422.93
PLUS ADJUSTMENTS	102	637	51352.42	427040.56
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	1194	-50	10398.15	77147.88
COST PRICE ADJUSTMENTS	169	-100	-17290.44	-153727.19
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2902	224	35451.58	80882.32
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	4972	5109	1523.67	16711.13
APPRECIATION - MANUAL UPDATE	19	284	1838.71	9725.91
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TOTAL APPRECIATION	4991	5393	3362.38	26437.04
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	176.39
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TOTAL FIRST PRICING	1	0	0.00	176.39
TOTAL APPRECIATION/FIRST PRICING	4992	5393	3362.38	26613.43
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	23140	70338	1467105.95	1579440.81
CLOSING INVENTORY	23485	71467	1496567.54	1496567.54
PERCENT OF CHANGE	1.5%	1.6%	2.0%	-5.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	10388	0	0.00	
NO COST	495	1134	0.00	
NO FACTORY RECORD	4714	25310	342771.09	
NO SERVICE	921	2032	94257.26	
MINUS ON HAND	286	-508	-93571.55	
PHASED IN	92	88	1436.09	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	603	170	7307.40	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	16.0%			
GROSS TURNOVER RATE	4.0			
TRUE TURNOVER RATE	1.4			