

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1684	83.6%	5169	67165.01	55.8%	662249.55
AUTOMATIC PHASEOUT (AP) PARTS	36	1.7%	61	6108.41	5.0%	51352.98
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	154	7.6%	299	39994.47	33.2%	419199.11
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	140	7.1%	158	6980.45	6.0%	56801.25
TOTAL COST OF SALES	2014	100.0%	5687	120248.34	100.0%	1189602.89
LOST SALES (MEMO)	3		3	44.20		3238.51
CREDIT/RETURNS (MEMO)	3		3	635.01		5325.31
UNUSUAL SALES (MEMO)	0		0	0.00		2371.70

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	937	19.6%	9791	116140.00	53.1%
AUTOMATIC PHASEOUT (AP) PARTS	1224	25.6%	3547	54111.05	24.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	2601	54.6%	856	48440.52	22.1%
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	1	0.2%	3	0.03	0.1%
TOTAL INVESTMENT	4763	100.0%	14197	218691.60	100.0%
DIRTY CORE INVENTORY	118		189	59000.00	
NEW CORE INVENTORY	38		41	7950.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	675	14.1%	14.1%	62896.98	28.7	28.7%
1-3 MONTHS	1224	25.6%	39.7%	64899.40	29.6	58.3%
4-6 MONTHS	820	17.2%	56.9%	25700.28	11.7	70.0%
7-9 MONTHS	702	14.7%	71.6%	16888.67	7.7	77.7%
10-12 MONTHS	530	11.1%	82.7%	20794.15	9.5	87.2%
13-24 MONTHS	414	8.6%	91.3%	26173.43	11.9	99.1%
25 MONTHS OR MORE	398	8.7%	100.0%	1338.69	0.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	41	19.5%	476	5673.19	13.6%	
STOCK ORDER - BACKORDER	72	34.2%	120	12952.90	31.1%	
STOCK ORDER - CROSS SHIP	11	5.2%	195	3045.60	7.3%	
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	33	15.7%	39	5720.05	13.7%	
CUSTOMER ORDER - BACKORDER	36	17.1%	49	8099.95	19.4%	
CUSTOMER ORDER - CROSS SHIP	17	8.0%	22	6054.05	14.5%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	210	100.0%	901	41545.74	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	302	60.0%	1577	33938.33	55.0%	401106.77
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-14.45
STOCK ORDER - CROSS SHIP	-2	0.0%	0	0.00	0.0%	-371.00
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	203	40.3%	377	27708.91	44.9%	345585.38
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-3560.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-2023.65
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	503	100.0%	1954	61647.24	100.0%	740723.05
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	257	34.6%	3173	38450.09	38.9%	564296.57
STOCK ORDER - BACKORDER	58	7.8%	144	7089.25	7.1%	55536.45
STOCK ORDER - CROSS SHIP	39	5.2%	530	7389.72	7.4%	70902.44
SUPPLEMENTAL ORDER	12	1.6%	16	4350.85	4.4%	49054.33
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	187	25.2%	360	23791.92	24.0%	235519.27
CUSTOMER ORDER - BACKORDER	15	2.0%	19	8218.19	8.3%	36980.31
CUSTOMER ORDER - CROSS SHIP	9	1.2%	20	1241.50	1.2%	60715.38
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	164	22.4%	191	8303.39	8.7%	69981.22
TOTAL RECEIPTS	741	100.0%	4453	98834.91	100.0%	1142985.97
PURCHASES DISCOUNT	48		210	1229.27		3528.23

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MONTHLY ANALYSIS
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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	269	0	0.00	0.00
DELETED PARTS	276	0	0.00	0.00
MINUS ADJUSTMENTS	16	-25	-1104.55	-39217.82
PLUS ADJUSTMENTS	33	110	3830.80	31027.25
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	9	-23	-1068.76	-9902.82
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	191	134	9099.28	67011.63
COST PRICE ADJUSTMENTS	2	37	-592.13	-1859.68
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	796	233	10164.64	47058.56
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	4443	5553	6941.36	18521.04
APPRECIATION - MANUAL UPDATE	1	6	39.84	537.75
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TOTAL APPRECIATION	4444	5559	6981.20	19058.79
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	222.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	222.00
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TOTAL APPRECIATION/FIRST PRICING	4444	5559	6981.20	19280.79
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4763	15235	221729.92	196038.54
CLOSING INVENTORY	4763	14197	218691.60	218691.60
PERCENT OF CHANGE	0.0%	-6.7%	-1.3%	11.6%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	2534	0	0.00	
NO COST	7	200	0.00	
NO FACTORY RECORD	103	1362	-52295.91	
NO SERVICE	2	2	0.02	
MINUS ON HAND	66	-908	-83113.76	
PHASED IN	18	29	365.65	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	267	120	10618.50	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.7%			
STOCK ORDER PERFORMANCE	33.7%			
GROSS TURNOVER RATE	6.9			
TRUE TURNOVER RATE	4.1			

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	OCT	NOV	DEC	YTD	PYP	COST	
4	1AMWC018-BA BLADE FRO 23067025	2	A 200 101C	2006	E	16	0/0	05/01/2020					3	5.40	
1	4672639-AA CAMERA NO 08037155	* 1	B 500 114T	2020	E	6	0/0	10/14/2020					1	273.00	
3	4778115 KEY BLANK 23017001	1	B 500 116GA	2001	E	14	0/0	10/12/2020						11.70	
4	4884649-AA GASKET IN 09001004	2	A 500 127EF	2010	E	5	0/0	06/15/2021					8	12.45	
1	4889836-AC PAINT TOU 01081008	* D	D 500 123A	2008		14	0/0	08/09/2019					1	10.90	
1	5086688-AA BEARING D 02011087	1	B 500 118EC	2022	E	4	0/0	10/09/2020					1	99.25	
1	5105772-AG SHAFT AXL 02510001	1	B 500 SPORD	2017	E	12	0/0	11/04/2020					2	271.00	
1	5178411-AD BRACKET F 23043005	1	B 500 127D	2020	E	15	0/0	11/15/2019					1	16.80	
1	5183761-AD TIE ROD O 19027003	* 1	B 500 119KB	2020	E	13	0/0	01/10/2020					4	41.25	
3	6506950-AA SCREW HEX 19014005	8	N 500 126FF	2020	E	11	0/0	11/05/2020					1	2.65	
13	6508709-AA SCREW HEX 23043027	1	B 500 128GB	2023	E	13	0/0	10/26/2020						1.05	
1	1UB77PS4-AK VISOR NON 23103003	1	B 500 125D	2022	E	13	0/0	11/02/2020					0	78.65	
1	2AMV3323-AC PAD KIT F 05003003	2	A 500 106H	2017	E	11	0/0	08/02/2021				0	2	45.80	
1	56029766-AC RELAY ELE 08052328	* 1	B 500 119B	2022	E	14	0/0	10/06/2020					1	53.95	
1	68004181-AC LAMP PARK 08014001	1	B 500 131T	2017	E	12	0/0	01/04/2020					2	47.00	
1	68024312-AB NOZZLE WI 23067002	1	B 500 116ID	2014	E	14	0/0	10/12/2020						23.05	
			E												
1	68030654-AA REGULATOR 23039005	1	B 500 148B	2020	E	11	0/0	12/18/2019					5	91.95	
0	68040224-AB KIT INNER 19027003	* 1	B 500 SPORD	2017	E	13	0/0	11/04/2020					1	50.60	
1	68084184-AA SEAL OUTP 02010066	1	B 500 118CD	2023	E	13	0/0	10/13/2020					0	16.50	
1	68084185-AA SEAL OUTP 02010066	1	B 500 118CC	2023	E	13	0/0	10/13/2020					0	15.60	
1	68085784-AA COOLER CO 24027005	1	B 500 149B	2022	E	1	0/0	06/04/2020	1				4	312.00	
1	68087927-AA WIRING 6 08015002	* 1	B 500 130E	2017	E	13	0/0	10/30/2020						40.65	
1	68088177-AE GEAR KIT 02011058	1	B 500 SPORD	2022	E	0	0/0	11/03/2020		1			1	473.00	
1	68091343-AA SHIFTER T 21030407	1	B 500 122A	2007	E	5	0/0	11/05/2020					0	349.00	
1	68142156-AC WIRING 4 08015002	W26* 1	B 500 130E	2017	E	12	0/0	11/01/2019					6	37.95	
3	68143986-AA MOTOR WIN 23039005	1	B 500 116J	2022	E	2	0/0	06/17/2016					1	3	91.95
			116K												
1	68159295-AB CONNECTOR 08059017	* 1	B 500 115A	2016	E	12	0/0	10/19/2020					2	13.80	
1	68161471-AG LINE EXHA 14086106	1	B 500 133T	2020	E	5	0/0	10/07/2020					1	126.00	
1	68186711-AB VALVE COO 21138013	1	B 500 124ED	2019	E	12	0/0	12/12/2019					6	65.80	
1	68190404-AB WIRING 3 01002008	W26 1	B 500 130E	2022	E	13	0/0	10/30/2020						25.45	
0	68192082-AA HOSE JUMP 24028023	1	B 500 SPORD	2020	E	3	0/0	10/06/2020					1	1	22.20
0	68197110-AA ARM REAR 23067005	1	B 500 SPORD	2019	E	0	0/0	10/26/2020			1		1	1	17.80
1	68227807-AB SEAL OUTP 02010066	1	B 500 118EE	2022	E	13	0/0	10/30/2020						11.05	
1	68253158-AB CONNECTOR 08059017	* 1	B 500 116D	2022	E	13	0/0	10/20/2020						112.00	
1	68265870-AF SHAFT AXL 02510001	1	B 500 150B	2018	E	13	0/0	10/30/2020						358.00	
2	68273328-AC KEY BLANK 23017001	1	B 500 116FA	2010	E	12	0/0	11/02/2020					1	105.00	
1	68358569-AA NAMEPLATE 23054011	1	B 500 122A	2022	E	13	0/0	11/03/2020						37.65	
1	68395074-AA MODULE TR 08035028	1	B 500 124DC	2015	E	8	0/0	07/29/2020					1	2	243.00
1	68407888-AA SENSOR CR 08037155	* 1	B 500 116IG	2004	E	13	0/0	10/26/2020						77.70	
1	68430135-AA SENSOR AN 05005005	1	B 500 115IE	2017	E	12	0/0	04/16/2020					4	17.35	
1	68442996-AA WIRING SE 08015002	1	B 500 130E	2022	E	13	0/0	10/15/2020						68.25	
1	68445621-AA GRILLE RA 23033041	1	B 500 147T	2022	E	13	0/0	11/03/2020						465.00	
1	68460958-AA PLATE EMB 23020014	1	B 500 127J	2022	E	13	0/0	11/03/2020						51.20	
1	68462769-AB MIRROR OU 23021003	1	B 500 109T	2022	E	9	0/0	01/12/2021					2	5	267.00
1	6NV561W7-AC HANDLE EX 23014010	1	B 500 122A	2022	E	13	0/0	11/03/2020						88.80	
1	6NV581W7-AC HANDLE EX 23014010	1	B 500 122A	2022	E	13	0/0	11/03/2020						39.75	
1	6NV591W7-AC HANDLE EX 23014010	1	B 500 122A	2022	E	13	0/0	11/03/2020						39.75	
1	82215209 RECEIVER 01057010	0	H 500 149A	2021	E	0	0/1	04/14/2020		1			3	7	160.00
1	82215799-AB REMOTE CO 01028030	0	H 500 117C	2021	E	13	0/0	10/28/2020					0	1	224.00
0	82215839-AC RECEIVER 01057010	0	H 500 SPORD	2022	E	18	0/0	11/02/2020						1	296.00
2	82216005-AC WIRING TR 01002010	CLB 0	H 500 148A	2020	E	3	0/0	10/15/2020					1	3	273.00
1	CBXDP361-AB SPACER VI 18050069	8	N 500 130C	2013	E	4	0/0	12/21/2020					3	1	0.70

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QOH	PART# / DESCRIPTION	DETAIL	SRC BIN	HI	RC	AGE	ROP/BSL	LST ENTRY	OCT	NOV	DEC	YTD	PYR	COST
1	CBXZS434-AC AIR BAG A 23049008	8	N 500 131A	2015	E	0	0/1	04/18/2019	1	1		11	36	36.40
1	CCDHV461-AA MODULE TR 08035028	8	N 500 132F	2017	E	3	0/0	10/21/2020				1		66.80
2	CCLW701-AA GLASS MIR 23021008	8	N 500 130C	2020	E	0	0/0	10/24/2020			1	1	2	5.50
3	L07442NA-LL BULB NONE 08044001	1	B 500 115EA	2021	E	10	0/0	10/13/2020				1		9.85
0	R6028930-AB POWERTRAI 08035029	1	B 500 SPORD	2005		13	0/0	10/07/2020					1	800.00
0	R8000676-AG TRANS PKG 21002003	ZPT 2	A 500 SPORD	2014	E	12	0/0	10/10/2020					1	2995.00
0	R8148945-AK TRANS KIT 21002005	ZPT 2	A 500 SPORD	2013	E	12	0/0	10/22/2020					1	4135.00

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	PARTS	PIECES	VALUE
----- MAKE CH CHRYSLER	59	81	6093.25
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GRAND TOTAL	59	81	6093.25