

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	10937	81.2%	20223	302195.43	59.2%	3202900.86
AUTOMATIC PHASEOUT (AP) PARTS	73	0.5%	91	5685.20	1.1%	75396.13
DEALER PHASEOUT (DP) PARTS	85	0.6%	423	1278.87	0.2%	11745.71
MANUAL ORDER (MO) PARTS	726	5.3%	1530	19167.61	3.7%	270652.94
NON-STOCK (NS) PARTS	1384	10.2%	1700	157149.11	30.8%	1881161.12
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	84	0.6%	84	1181.16	0.2%	4860.84
SOLD NOT STOCKED	169	1.6%	196	23104.81	4.8%	228357.68
TOTAL COST OF SALES	13458	100.0%	24247	509762.19	100.0%	5675075.28
LOST SALES (MEMO)	216		241	28281.79		397494.35
CREDIT/RETURNS (MEMO)	144		164	11736.58		111890.61
UNUSUAL SALES (MEMO)	0		0	0.00		95.36

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3619	17.5%	23082	428875.61	84.8%
AUTOMATIC PHASEOUT (AP) PARTS	586	2.8%	845	25031.39	4.9%
DEALER PHASEOUT (DP) PARTS	12	0.0%	784	2432.33	0.4%
MANUAL ORDER (MO) PARTS	183	0.8%	3143	24552.79	4.8%
NON-STOCK (NS) PARTS	16200	78.6%	781	24483.58	4.8%
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	5	0.3%	4	225.27	0.3%
TOTAL INVESTMENT	20605	100.0%	28639	505600.97	100.0%
DIRTY CORE INVENTORY	3		6	160.00	
NEW CORE INVENTORY	46		380	7897.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3101	15.0%	15.0%	331564.60	65.5	65.5%
1-3 MONTHS	6128	29.7%	44.7%	95894.94	18.9	84.4%
4-6 MONTHS	4398	21.3%	66.0%	44052.74	8.7	93.1%
7-9 MONTHS	3178	15.4%	81.4%	22487.52	4.4	97.5%
10-12 MONTHS	2789	13.5%	94.9%	10866.30	2.1	99.6%
13-24 MONTHS	883	4.2%	99.1%	734.87	0.1	99.7%
25 MONTHS OR MORE	128	0.9%	100.0%	0.00	0.3	100.0%

Ageing Inventory

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	64	12.9%	314	6581.48	9.0%	
STOCK ORDER - BACKORDER	88	17.8%	327	9098.53	12.4%	
STOCK ORDER - CROSS SHIP	4	0.8%	5	122.22	0.1%	
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	
SUPPLEMENTAL ORDER - BACKORDER	1	0.2%	2	1.90	0.0%	
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER	225	45.5%	259	27570.89	37.7%	
CUSTOMER ORDER - BACKORDER	91	18.4%	93	28734.82	39.3%	
CUSTOMER ORDER - CROSS SHIP	20	4.0%	24	810.99	1.1%	
EMERGENCY PURCHASES	1	0.2%	1	56.09	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.4%	
TOTAL OUTSTANDING ORDERS	494	100.0%	1025	72976.92	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1351	35.4%	7991	117107.07	32.2%	1280742.58
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-9227.60
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-15.50
SUPPLEMENTAL ORDER	4	0.1%	0	0.00	0.0%	2322.39
SUPPLEMENTAL ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-343.57
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	2454	64.4%	2868	245654.92	67.7%	2361244.30
CUSTOMER ORDER - BACKORDER	0	0.0%	-1	-64.12	0.0%	-5078.54
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-54.00
EMERGENCY PURCHASES	1	0.0%	0	0.00	0.0%	145.33
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	3810	100.0%	10858	362697.87	100.0%	3629735.39
FORCED ORDERS	2		2	15.10		264.06
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1682	37.4%	22681	251164.67	48.6%	3121046.07
STOCK ORDER - BACKORDER	82	1.8%	204	7914.83	1.5%	46534.92
STOCK ORDER - CROSS SHIP	7	0.1%	23	675.19	0.1%	4841.83
SUPPLEMENTAL ORDER	6	0.1%	7	1726.68	0.3%	27901.55
SUPPLEMENTAL ORDER - BACKORDER	1	0.0%	1	201.58	0.0%	2090.12
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	28.77
CUSTOMER ORDER	2282	50.8%	3029	203371.33	39.4%	2486067.31
CUSTOMER ORDER - BACKORDER	119	2.6%	129	16694.10	3.2%	109847.09
CUSTOMER ORDER - CROSS SHIP	101	2.2%	111	8760.47	1.6%	27634.46
EMERGENCY PURCHASES	30	0.6%	38	2484.06	0.4%	47888.06
OTHER ORDERS	176	4.4%	256	23151.16	4.9%	235622.85
TOTAL RECEIPTS	4486	100.0%	26479	516144.07	100.0%	6109503.03
PURCHASES DISCOUNT	43		4949	-707.33		-42.39

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1273	0	0.00	1828.61
DELETED PARTS	297	0	0.00	392.00
MINUS ADJUSTMENTS	116	-528	-14675.32	-236851.83
PLUS ADJUSTMENTS	134	311	9224.51	146405.88
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-1796.22
RETURNED PARTS	210	-250	-27353.47	-257513.77
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1907	61	13724.13	17246.02
COST PRICE ADJUSTMENTS	0	-2806	150.30	379.73
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3937	-3212	-18929.85	-329909.58

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	149	12276	-1862.84	3432.60
APPRECIATION - MANUAL UPDATE	104	20507	2748.21	11596.30
TOTAL APPRECIATION	253	32783	885.37	15028.90
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	253	32783	885.37	15028.90

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	19695	27391	522117.11	379549.22
CLOSING INVENTORY	20605	28639	505600.97	505600.97
PERCENT OF CHANGE	4.6%	4.6%	-3.1%	33.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	17902	0	0.00
NO COST	0	0	0.00
NO FACTORY RECORD	110	3823	37336.46
NO SERVICE	3	0	0.00
MINUS ON HAND	115	-141	-20832.60
PHASED IN	221	37	1075.03
CONVERTED TO AUTOMATIC PHASEOUT (AP)	149	165	5951.23

BUSINESS RATIOS	
LEVEL OF SERVICE	92.6%
STOCK ORDER PERFORMANCE	22.5%
GROSS TURNOVER RATE	12.3 ✓
TRUE TURNOVER RATE	6.9 ✓