SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3505	61.8%	4521	130941.42	52.5%	235554.03
AUTOMATIC PHASEOUT (AP) PARTS	109	1.9%	131	9431.86	3.7%	16437.24
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	59.16	0.0%	63.74
MANUAL ORDER (MO) PARTS	1168	20.6%	1445	17831.31	7.1%	34479.42
NON-STOCK (NS) PARTS	830	14.6%	1159	83649.95	33.5%	150562.38
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	8	0.1%	11	541.88	0.2%	1333.79
SOLD NOT STOCKED	46	1.0%	62	6688.33	3.0%	12378.10
TOTAL COST OF SALES	5667	100.0%	7330	249143.91	100.0%	450808.70
LOST SALES (MEMO)	26		30	1983.19		4757.84
CREDIT/RETURNS (MEMO)	88		125	6473.50		12095.77
UNUSUAL SALES (MEMO)	0		0	0.00		9.62

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3367	24.4%	6821	148238.57	66.4%
AUTOMATIC PHASEOUT (AP) PARTS	895	6.4%	631	23516.06	10.5%
DEALER PHASEOUT (DP) PARTS	6	0.0%	11	183.79	0.0%
MANUAL ORDER (MO) PARTS	134	0.9%	1821	31130.66	13.9%
NON-STOCK (NS) PARTS	9314	67.6%	398	19569.02	8.7%
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	62	0.7%	87	477.98	0.5%
TOTAL INVESTMENT	13778	100.0%	9769	223116.08	100.0%
DIRTY CORE INVENTORY	9		15	525.00	
NEW CORE INVENTORY	27		74	2054.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2680	19.4%	19.4%	125082.74	56.0	56.0%
1-3 MONTHS	3584	26.0%	45.4%	62415.45	27.9	83.9%
4-6 MONTHS	2292	16.6%	62.0%	18465.32	8.2	92.1%
7-9 MONTHS	1730	12.5%	74.5%	9490.67	4.2	96.3%
10-12 MONTHS	1475	10.7%	85.2%	5176.52	2.3	98.6%
13-24 MONTHS	1936	14.0%	99.2%	2484.88	1.1	99.7%
25 MONTHS OR MORE	81	0.8%	100.0%	0.50	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	62	12.5%	215	4507.18	7.3%
STOCK ORDER - BACKORDER	81	16.4%	96	9036.52	14.7%
STOCK ORDER - CROSS SHIP	40	8.1%	90	7962.09	12.9%
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	114	23.1%	136	9124.93	14.8%
CUSTOMER ORDER - BACKORDER	152	30.8%	175	27303.07	44.4%
CUSTOMER ORDER - CROSS SHIP	29	5.8%	48	2291.85	3.7%
EMERGENCY PURCHASES	15	3.0%	10	1135.33	1.8%
OTHER ORDERS	0	0.3%	0	0.00	0.4%
TOTAL OUTSTANDING ORDERS	493	100.0%	770	61360.97	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1190	39.0%	2874	94855.50	33.4%	169491.81
STOCK ORDER - BACKORDER	7	0.2%	123	341.66	0.1%	980.08
STOCK ORDER - CROSS SHIP	42	1.3%	376	16103.60	5.6%	31477.14
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	1851	60.7%	2253	176670.25	62.3%	326108.61
CUSTOMER ORDER - BACKORDER	-19	0.0%	-7	-2571.83	0.0%	-4416.97
CUSTOMER ORDER - CROSS SHIP	1	0.0%	1	-61.60	0.0%	-816.96
EMERGENCY PURCHASES	-26	0.0%	-18	-1862.86	0.0%	-4227.97
OTHER ORDERS	2	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	3048	100.0%	5602	283474.72	100.0%	518595.74
FORCED.ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1017	33.5%	3412	68259.66	26.0%	126584.82
STOCK ORDER - BACKORDER	168	5.5%	220	14742.20	5.6%	31101.46
STOCK ORDER - CROSS SHIP	63	2.0%	635	18349.18	7.0%	38754.69
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	1262	41.6%	1642	90078.89	34.4%	159437.74
CUSTOMER ORDER - BACKORDER	233	7.6%	259	29378.99	11.2%	51509.45
CUSTOMER ORDER - CROSS SHIP	206	6.8%	238	26774.38	10.2%	43447.42
EMERGENCY PURCHASES	18	0.5%	42	2253.60	0.8%	4092.38
OTHER ORDERS	60	2.5%	496	11890.40	4.8%	21377.53
TOTAL RECEIPTS	3027	100.0%	6944	261727.30	100.0%	476305.49
PURCHASES DISCOUNT	25		103	-26.76		-96.28

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	874	3	416.63	416.66
DELETED PARTS	568	0	0.00	0.00
MINUS ADJUSTMENTS	192	-514	-15064.62	-27107.41
PLUS ADJUSTMENTS	183	405	11098.71	16232.49
PHYSICAL INVENTORY ADJUSTMENTS	241	168	203.22	203.22
RETURNED PARTS	73	-99	-5286.47	-10400.09
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	171	-27	-424.70	1539.91
COST PRICE ADJUSTMENTS	20	-121	-1092.30	-1516.43
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2322	-185	-10149.53	-20631.65

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	315	394	-588.06	159.93
APPRECIATION - MANUAL UPDATE	4	70	1542.60	2036.83
TOTAL APPRECIATION	319	464	954.54	2196.76
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	319	464	954.54	2196.76

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	13468	10219	219861.32	216416.03
CLOSING INVENTORY	13778	9769	223116.08	223116.08
PERCENT OF CHANGE	2.3%	-4.3%	1.5%	3.1%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	11188	0	0.00
NO COST	1	0	0.00
NO FACTORY RECORD	193	2053	17750.33
NO SERVICE	8	10	82.50
MINUS ON HAND	4	-4	-752.88
PHASED IN	307	92	4483.96
CONVERTED TO AUTOMATIC PHASEOUT (AP)	529	122	5608.15

BUSINESS RATIOS	
LEVEL OF SERVICE	98.0%
STOCK ORDER PERFORMANCE	37.5%
GROSS TURNOVER RATE	12.6
TRUE TURNOVER RATE	6.2