SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6217	85.0%	13415	143905.95	52.1%	275778.50
AUTOMATIC PHASEOUT (AP) PARTS	71	0.9%	116	6880.57	2.4%	14667.47
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	75	1.0%	400	1539.44	0.5%	2858.63
NON-STOCK (NS) PARTS	692	9.4%	840	95114.67	34.4%	190740.13
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	4	0.0%	4	137.51	0.0%	143.50
SOLD NOT STOCKED	254	3.7%	321	28253.83	10.6%	43932.60
TOTAL COST OF SALES	7313	100.0%	15096	275831.97	100.0%	528120.83
LOST SALES (MEMO)	916		937	155040.71		233399.27
CREDIT/RETURNS (MEMO)	68		77	5049.61		9065.85
UNUSUAL SALES (MEMO)	6		25	739.67		2342.33

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2943	15.2%	23482	269808.40	72.5%
AUTOMATIC PHASEOUT (AP) PARTS	1572	8.1%	1785	48704.05	13.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	6	0.0%	479	2744.24	0.7%
NON-STOCK (NS) PARTS	14757	76.5%	679	50320.79	13.5%
NO PHASEOUT (NP) PARTS	3	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	3	0.2%	3	240.36	0.3%
TOTAL INVESTMENT	19284	100.0%	26428	371817.84	100.0%
DIRTY CORE INVENTORY	13		38	2190.00	
NEW CORE INVENTORY	33		95	6915.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2604	13.5%	13.5%	174865.50	47.0	47.0%
1-3 MONTHS	3652	18.9%	32.4%	119820.33	32.2	79.2%
4-6 MONTHS	3306	17.1%	49.5%	43589.94	11.7	90.9%
7-9 MONTHS	2243	11.6%	61.1%	19412.81	5.2	96.1%
10-12 MONTHS	1950	10.1%	71.2%	6667.73	1.7	97.8%
13-24 MONTHS	5326	27.6%	98.8%	3699.02	0.9	98.7%
25 MONTHS OR MORE	203	1.2%	100.0%	3762.51	1.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	58	20.7%	151	7667.61	9.6%
STOCK ORDER - BACKORDER	76	27.1%	1353	19024.42	23.9%
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	42	15.0%	46	4512.63	5.6%
CUSTOMER ORDER - BACKORDER	102	36.4%	131	47926.66	60.3%
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%
EMERGENCY PURCHASES	2	0.7%	6	314.37	0.3%
OTHER ORDERS	0	0.1%	0	0.00	0.3%
TOTAL OUTSTANDING ORDERS	280	100.0%	1687	79445.69	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1018	49.7%	4933	70991.30	35.3%	143094.35
STOCK ORDER - BACKORDER	-1	0.0%	-11	-660.87	0.0%	-489.00
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	1032	50.4%	1393	130637.69	65.0%	271643.30
CUSTOMER ORDER - BACKORDER	-3	0.0%	-1	-106.48	0.0%	-2969.85
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	1	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	2047	100.0%	6314	200861.64	100.0%	411278.80
FORCED.ORDERS	2		60	1028.40		1028.40

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	940	37.1%	16250	114939.89	37.0%	217881.24
STOCK ORDER - BACKORDER	156	6.1%	967	18294.13	5.8%	42986.54
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	892	35.2%	1207	93826.93	30.2%	172840.25
CUSTOMER ORDER - BACKORDER	226	8.9%	296	52242.11	16.8%	93800.98
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	1	0.0%	3	63.27	0.0%	442.49
OTHER ORDERS	312	12.7%	778	30974.44	10.2%	49146.53
TOTAL RECEIPTS	2527	100.0%	19501	310340.77	100.0%	577098.03
PURCHASES DISCOUNT	202		445	764.92		849.38

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	774	0	0.00	0.00
DELETED PARTS	1030	0	0.00	0.00
MINUS ADJUSTMENTS	26	-270	-1431.93	-18419.14
PLUS ADJUSTMENTS	59	259	2285.81	19415.40
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-28046.98
RETURNED PARTS	129	-166	-8533.18	-16280.27
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1688	-29	-8048.58	15054.54
COST PRICE ADJUSTMENTS	64	-283	-616.86	-982.95
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3770	-489	-16344.74	-29259.40

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	14925	5425	2797.23	4308.31
APPRECIATION - MANUAL UPDATE	2	55	-9.04	-0.13
TOTAL APPRECIATION	14927	5480	2788.19	4308.18
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	14927	5480	2788.19	4308.18

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	19451	22229	350100.67	346286.98
CLOSING INVENTORY	19284	26428	371817.84	371817.84
PERCENT OF CHANGE	-0.8%	18.9%	6.2%	7.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	15416	0	0.00
NO COST	0	0	0.00
NO FACTORY RECORD	303	2051	17775.89
NO SERVICE	22	0	-4.95
MINUS ON HAND	33	-38	-14834.84
PHASED IN	541	755	16705.53
CONVERTED TO AUTOMATIC PHASEOUT (AP)	977	531	18901.40

BUSINESS RATIOS	
LEVEL OF SERVICE	69.2%
STOCK ORDER PERFORMANCE	27.0%
GROSS TURNOVER RATE	10.5
TRUE TURNOVER RATE	4.3