

## SUMMARY

| COST OF SALES                 | PARTS | PARTS% | PIECES       | MTD        | MTD%   | YTD          |
|-------------------------------|-------|--------|--------------|------------|--------|--------------|
| NORMAL STOCK PARTS            | 4873  | 71.6%  | 10327        | 343589.36  | 58.4%  | 704857.49    |
| AUTOMATIC PHASEOUT (AP) PARTS | 428   | 6.2%   | 520          | 54322.45   | 9.2%   | 114856.07    |
| DEALER PHASEOUT (DP) PARTS    | 0     | 0.0%   | 0            | 0.00       | 0.0%   | 0.00         |
| MANUAL ORDER (MO) PARTS       | 1     | 0.0%   | 6            | 10.80      | 0.0%   | 10.80        |
| NON-STOCK (NS) PARTS          | 1345  | 19.7%  | 1973         | 176581.98  | 30.0%  | 338697.58    |
| 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  | 7     | 0.1%   | 60           | 1128.08    | 0.1%   | 1977.65      |
| SOLD NOT STOCKED              | 146   | 2.4%   | 224          | 11973.38   | 2.3%   | 35500.93     |
| TOTAL COST OF SALES           | 6800  | 100.0% | 13110        | 587606.05  | 100.0% | 1195900.52   |
| LOST SALES (MEMO)             | 56    |        | 65           | 3411.15    |        | 18998.94     |
| CREDIT/RETURNS (MEMO)         | 525   |        | 657          | 44918.35   |        | 89650.91     |
| UNUSUAL SALES (MEMO)          | 0     |        | 0            | 0.00       |        | 0.00         |
| INVESTMENT                    | PARTS | PARTS% | PIECES       | EXT VALUE  | VALUE% |              |
| NORMAL STOCK PARTS            | 7971  | 24.1%  | 25406        | 681742.42  | 53.3%  |              |
| AUTOMATIC PHASEOUT (AP) PARTS | 6241  | 18.9%  | 6356         | 346611.67  | 27.1%  |              |
| 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          | 18730 | 56.7%  | 3997         | 247412.40  | 19.3%  |              |
| 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  | 59    | 0.3%   | 40           | 2470.14    | 0.3%   |              |
| TOTAL INVESTMENT              | 33001 | 100.0% | 35799        | 1278236.63 | 100.0% |              |
| DIRTY CORE INVENTORY          | 133   |        | 191          | 42805.00   |        |              |
| NEW CORE INVENTORY            | 460   |        | 537          | 50387.80   |        |              |
| ACTIVITY                      | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE  | VALUE% | ACCUM VALUE% |
| CURRENT                       | 6967  | 21.1%  | 21.1%        | 307046.35  | 24.0   | 24.0%        |
| 1-3 MONTHS                    | 8853  | 26.8%  | 47.9%        | 381902.92  | 29.8   | 53.8%        |
| 4-6 MONTHS                    | 5825  | 17.6%  | 65.5%        | 183121.21  | 14.3   | 68.1%        |
| 7-9 MONTHS                    | 6085  | 18.4%  | 83.9%        | 150879.46  | 11.8   | 79.9%        |
| 10-12 MONTHS                  | 3101  | 9.3%   | 93.2%        | 85785.67   | 6.7    | 86.6%        |
| 13-24 MONTHS                  | 1859  | 5.6%   | 98.8%        | 143622.15  | 11.2   | 97.8%        |
| 25 MONTHS OR MORE             | 311   | 1.2%   | 100.0%       | 25878.87   | 2.2    | 100.0%       |

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| OUTSTANDING ORDERS              | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% |            |
|---------------------------------|-------|--------|--------|-----------|--------|------------|
| STOCK ORDER                     | 867   | 68.6%  | 1234   | 191579.81 | 59.7%  |            |
| STOCK ORDER - BACKORDER         | 0     | 0.0%   | 0      | 0.00      | 0.0%   |            |
| 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                  | 396   | 31.3%  | 659    | 129078.10 | 40.2%  |            |
| CUSTOMER ORDER - BACKORDER      | 0     | 0.0%   | 0      | 0.00      | 0.0%   |            |
| 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     | 0.1%   | 0      | 0.00      | 0.1%   |            |
| TOTAL OUTSTANDING ORDERS        | 1263  | 100.0% | 1893   | 320657.91 | 100.0% |            |
| PROCESSED ORDERS                | PARTS | PARTS% | PIECES | MTD       | MTD%   | YTD        |
| STOCK ORDER                     | 3161  | 60.3%  | 5008   | 255203.66 | 46.6%  | 522543.11  |
| STOCK ORDER - BACKORDER         | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00       |
| 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                  | 2080  | 39.6%  | 3036   | 291963.28 | 53.3%  | 564495.38  |
| CUSTOMER ORDER - BACKORDER      | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00       |
| 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     | 0.1%   | 0      | 0.00      | 0.1%   | 0.00       |
| TOTAL PROCESSED ORDERS          | 5241  | 100.0% | 8044   | 547166.94 | 100.0% | 1087038.49 |
| FORCED ORDERS                   | 0     |        | 0      | 0.00      |        | 0.00       |
| RECEIPTS                        | PARTS | PARTS% | PIECES | MTD       | MTD%   | YTD        |
| STOCK ORDER                     | 3638  | 57.6%  | 7983   | 340054.56 | 52.3%  | 612508.50  |
| STOCK ORDER - BACKORDER         | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00       |
| 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                  | 2063  | 32.6%  | 3332   | 262544.39 | 40.4%  | 496580.06  |
| CUSTOMER ORDER - BACKORDER      | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00       |
| CUSTOMER ORDER - CROSS SHIP     | 0     | 0.0%   | 0      | 0.00      | 0.0%   | 0.00       |
| EMERGENCY PURCHASES             | 106   | 1.6%   | 141    | 11265.80  | 1.7%   | 26245.57   |
| OTHER ORDERS                    | 505   | 8.2%   | 730    | 35501.78  | 5.6%   | 80817.25   |
| TOTAL RECEIPTS                  | 6312  | 100.0% | 12186  | 649366.53 | 100.0% | 1216151.38 |
| PURCHASES DISCOUNT              | 87    |        | 154    | 324.83    |        | 3414.01    |

| ADDS/DELETES/ADJUSTS           | PARTS | PIECES | MTD       | YTD       |
|--------------------------------|-------|--------|-----------|-----------|
| ADDED PARTS                    | 3083  | 0      | 0.00      | 0.00      |
| DELETED PARTS                  | 170   | 0      | 0.00      | 0.00      |
| MINUS ADJUSTMENTS              | 27    | -37    | -3021.78  | -9617.34  |
| PLUS ADJUSTMENTS               | 0     | 0      | 0.00      | 167.70    |
| PHYSICAL INVENTORY ADJUSTMENTS | 0     | 0      | 0.00      | 0.00      |
| RETURNED PARTS                 | 178   | -234   | -11895.97 | -16163.74 |
| RETURNED CORE PARTS            | 0     | 0      | 0.00      | 0.00      |
| NEGATIVE BALANCE ADJUSTMENTS   | 851   | 68     | 3468.88   | 3388.23   |
| COST PRICE ADJUSTMENTS         | 38    | -444   | -231.84   | -922.42   |
| INVENTORY REALLOCATION         | 0     | 0      | 0.00      | 0.00      |
| TOTAL ADDS/DELETES/ADJUSTS     | 4347  | -647   | -11680.71 | -23147.57 |

| APPRECIATION/FIRST PRICING            | PARTS | PIECES | MTD     | YTD      |
|---------------------------------------|-------|--------|---------|----------|
| APPRECIATION - FACTORY MASTER UPDATE  | 799   | 1801   | 2881.11 | 43768.82 |
| APPRECIATION - MANUAL UPDATE          | 9     | 1734   | 1011.70 | 1018.99  |
| TOTAL APPRECIATION                    | 808   | 3535   | 3892.81 | 44787.81 |
| FIRST PRICING - FACTORY MASTER UPDATE | 0     | 0      | 0.00    | 0.00     |
| FIRST PRICING - MANUAL UPDATE         | 1     | 1      | 82.04   | 82.04    |
| TOTAL FIRST PRICING                   | 1     | 1      | 82.04   | 82.04    |
| TOTAL APPRECIATION/FIRST PRICING      | 809   | 3536   | 3974.85 | 44869.85 |

| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD        | YTD        |
|-------------------------|-------|--------|------------|------------|
| OPENING INVENTORY       | 30133 | 36926  | 1223857.18 | 1232847.48 |
| CLOSING INVENTORY       | 33001 | 35799  | 1278236.63 | 1278236.63 |
| PERCENT OF CHANGE       | 9.5%  | -3.0%  | 4.4%       | 3.7%       |

| MISCELLANEOUS                        | PARTS | PIECES | EXT VALUE |
|--------------------------------------|-------|--------|-----------|
| OUT OF STOCK                         | 20571 | 0      | 0.00      |
| NO COST                              | 593   | 2      | 0.00      |
| NO FACTORY RECORD                    | 3267  | 11016  | 41827.76  |
| NO SERVICE                           | 41    | 27     | 3523.63   |
| MINUS ON HAND                        | 66    | -1729  | -7510.63  |
| PHASED IN                            | 0     | 0      | 0.00      |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 0     | 0      | 0.00      |

| BUSINESS RATIOS         |       |
|-------------------------|-------|
| LEVEL OF SERVICE        | 96.2% |
| STOCK ORDER PERFORMANCE | 43.6% |
| GROSS TURNOVER RATE     | 5.4   |
| TRUE TURNOVER RATE      | 3.2   |