

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	971	81.0%	2572	34504.89	56.2%	79886.95
AUTOMATIC PHASEOUT (AP) PARTS	66	5.5%	89	6417.02	10.4%	22385.34
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	15	1.2%	15	507.60	0.8%	1150.56
NON-STOCK (NS) PARTS	146	12.1%	197	19916.20	32.4%	39384.77
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%	0.01
SOLD NOT STOCKED	0	0.2%	0	0.00	0.2%	0.00
TOTAL COST OF SALES	1198	100.0%	2873	61345.71	100.0%	142807.63
LOST SALES (MEMO)	60		101	6836.43		8918.08
CREDIT/RETURNS (MEMO)	18		19	169.82		279.03
UNUSUAL SALES (MEMO)	1		2	8.80		8.80

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2542	48.8%	4203	81972.21	54.1%
AUTOMATIC PHASEOUT (AP) PARTS	1215	23.3%	1516	36080.13	23.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	19	642.96	0.4%
NON-STOCK (NS) PARTS	1442	27.7%	692	32545.75	21.5%
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	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT	5200	100.0%	6430	151241.05	100.0%
DIRTY CORE INVENTORY	52		94	31820.00	
NEW CORE INVENTORY	37		56	8335.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	707	13.5%	13.5%	49544.99	32.7	32.7%
1-3 MONTHS	1484	28.5%	42.0%	36714.91	24.2	56.9%
4-6 MONTHS	1014	19.5%	61.5%	20087.34	13.2	70.1%
7-9 MONTHS	885	17.0%	78.5%	20349.62	13.4	83.5%
10-12 MONTHS	562	10.8%	89.3%	6615.07	4.3	87.8%
13-24 MONTHS	277	5.3%	94.6%	17763.02	11.7	99.5%
25 MONTHS OR MORE	271	5.4%	100.0%	166.10	0.5	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	44	16.9%	90	2498.76	7.6%	
STOCK ORDER - BACKORDER	36	13.8%	44	3176.32	9.7%	
STOCK ORDER - CROSS SHIP	27	10.4%	120	1639.37	5.0%	
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	108	41.6%	138	14047.80	42.9%	
CUSTOMER ORDER - BACKORDER	25	9.6%	27	9543.71	29.1%	
CUSTOMER ORDER - CROSS SHIP	19	7.3%	39	1799.49	5.5%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.4%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	259	100.0%	458	32705.45	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	204	42.0%	534	14208.90	28.0%	27601.51
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	281	57.9%	336	36400.35	71.9%	73293.99
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	485	100.0%	870	50609.25	100.0%	100895.50
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	227	42.5%	3062	30487.42	44.5%	62615.32
STOCK ORDER - BACKORDER	15	2.8%	21	1616.57	2.3%	3085.16
STOCK ORDER - CROSS SHIP	21	3.9%	81	1939.94	2.8%	3260.10
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	212	39.7%	275	24680.21	36.0%	46191.48
CUSTOMER ORDER - BACKORDER	23	4.3%	25	5316.89	7.7%	13987.50
CUSTOMER ORDER - CROSS SHIP	35	6.5%	63	4398.05	6.4%	8280.74
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.3%	0	0.00	0.3%	0.00
TOTAL RECEIPTS	533	100.0%	3527	68439.08	100.0%	137420.30
PURCHASES DISCOUNT	6		40	29.99		373.24

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
ADDED PARTS	497	31	229.89	229.89
DELETED PARTS	393	0	0.00	0.00
MINUS ADJUSTMENTS	25	-719	-6351.68	-8496.13
PLUS ADJUSTMENTS	152	1805	17283.36	18338.51
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	623	-557	-11031.92	1844.72
COST PRICE ADJUSTMENTS	0	-315	19.07	103.72
INVENTORY REALLOCATION	0	0	0.00	0.00
-----	-----	-----	-----	-----
TOTAL ADDS/DELETES/ADJUSTS	1690	245	148.72	12020.71
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
APPRECIATION - FACTORY MASTER UPDATE	1	7	6845.30	6845.30
APPRECIATION - MANUAL UPDATE	7	15	345.24	345.24
-----	-----	-----	-----	-----
TOTAL APPRECIATION	8	22	7190.54	7190.54
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	8	22	7190.54	7190.54
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
-----	-----	-----	-----	-----
OPENING INVENTORY	5113	5216	136778.43	137031.52
CLOSING INVENTORY	5200	6430	151241.05	151241.05
PERCENT OF CHANGE	1.7%	23.3%	10.6%	10.4%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
-----	-----	-----	-----	
OUT OF STOCK	3524	0	0.00	
NO COST	17	0	0.00	
NO FACTORY RECORD	1189	559	12377.15	
NO SERVICE	1	0	0.00	
MINUS ON HAND	73	-93	-10574.36	
PHASED IN	638	394	12392.66	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	573	412	12145.27	
BUSINESS RATIOS				

LEVEL OF SERVICE	94.1%			
STOCK ORDER PERFORMANCE	19.3%			
GROSS TURNOVER RATE	5.9			
TRUE TURNOVER RATE	3.9			