

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3099	83.8%	9789	195054.45	55.6%	510401.64
AUTOMATIC PHASEOUT (AP) PARTS	150	4.0%	1010	27403.95	7.8%	71873.03
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	314	8.4%	1585	106913.45	30.5%	265121.99
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	10	0.2%	10	4533.55	1.2%	5438.66
SOLD NOT STOCKED	124	3.6%	782	16608.46	4.9%	50067.70
TOTAL COST OF SALES	3697	100.0%	13176	350513.86	100.0%	902903.02
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	124		449	15062.89		39997.06
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4850	33.2%	31938	392923.23	53.1%
AUTOMATIC PHASEOUT (AP) PARTS	2825	19.3%	6008	242831.94	32.8%
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	6826	46.7%	1013	73117.68	9.8%
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	104	0.8%	420	30201.39	4.3%
TOTAL INVESTMENT	14605	100.0%	39379	739074.24	100.0%
DIRTY CORE INVENTORY	37		62	19462.32	
NEW CORE INVENTORY	41		87	19350.20	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1855	12.7%	12.7%	269606.22	36.4	36.4%
1-3 MONTHS	3113	21.3%	34.0%	145312.56	19.6	56.0%
4-6 MONTHS	3179	21.7%	55.7%	81029.56	10.9	66.9%
7-9 MONTHS	1445	9.8%	65.5%	45504.47	6.1	73.0%
10-12 MONTHS	1071	7.3%	72.8%	26289.68	3.5	76.5%
13-24 MONTHS	1326	9.0%	81.8%	74624.53	10.0	86.5%
25 MONTHS OR MORE	2616	18.2%	100.0%	96707.22	13.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	165	50.1%	1454	42149.63	45.0%	
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	161	48.9%	297	50405.93	53.9%	
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	3	0.9%	3	949.05	1.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	329	100.0%	1754	93504.61	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	559	47.2%	1288	54839.82	32.4%	134790.94
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	614	51.9%	967	113498.07	67.1%	296393.69
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	9	0.7%	2	596.30	0.3%	685.06
OTHER ORDERS	0	0.2%	0	0.00	0.2%	0.00
TOTAL PROCESSED ORDERS	1182	100.0%	2257	168934.19	100.0%	431869.69
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	509	36.0%	6456	124895.94	37.9%	312076.16
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	591	41.8%	1028	108073.19	32.8%	305028.24
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	160	11.3%	1867	76259.32	23.1%	179883.53
OTHER ORDERS	151	10.9%	828	19920.37	6.2%	59231.06
TOTAL RECEIPTS	1411	100.0%	10179	329148.82	100.0%	856218.99
PURCHASES DISCOUNT	171		1099	214.72		5968.50

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	765	0	0.00	4508.21
DELETED PARTS	796	0	0.00	0.00
MINUS ADJUSTMENTS	54	-152	-9366.30	-35889.90
PLUS ADJUSTMENTS	20	218	3978.88	13981.75
PHYSICAL INVENTORY ADJUSTMENTS	3	1	75.40	75.40
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	404	-13	-1408.09	-1426.99
COST PRICE ADJUSTMENTS	109	1090	1679.99	-1178.47
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2151	1144	-5040.12	-19930.00
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	8074	11620	36514.45	37803.64
APPRECIATION - MANUAL UPDATE	16	3173	-6859.23	-7583.73
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TOTAL APPRECIATION	8090	14793	29655.22	30219.91
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
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TOTAL FIRST PRICING	1	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	8091	14793	29655.22	30219.91
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	14548	42322	735609.46	769499.86
CLOSING INVENTORY	14605	39379	739074.24	739074.24
PERCENT OF CHANGE	0.4%	-6.9%	0.5%	-3.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	10394	0	0.00	
NO COST	3	0	0.00	
NO FACTORY RECORD	1813	8037	74572.54	
NO SERVICE	35	45	605.20	
MINUS ON HAND	15	-15	-3748.53	
PHASED IN	220	522	23843.45	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1072	676	30595.34	
BUSINESS RATIOS				
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LEVEL OF SERVICE	80.0%			
STOCK ORDER PERFORMANCE	14.9%			
GROSS TURNOVER RATE	4.9			
TRUE TURNOVER RATE	1.7			