

SUMMARY

| COST OF SALES | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
|-------------------------------|-------|--------|--------------|-----------|--------|--------------|
| NORMAL STOCK PARTS | 6522 | 78.5% | 13928 | 149077.55 | 37.3% | 784448.98 |
| AUTOMATIC PHASEOUT (AP) PARTS | 128 | 1.5% | 176 | 14512.27 | 3.6% | 63401.18 |
| DEALER PHASEOUT (DP) PARTS | 0 | 0.0% | 0 | 0.00 | 0.0% | 43.86 |
| MANUAL ORDER (MO) PARTS | 27 | 0.3% | 28 | 730.14 | 0.1% | 18419.35 |
| NON-STOCK (NS) PARTS | 474 | 5.7% | 873 | 93899.98 | 23.5% | 501735.65 |
| 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 | 2 | 0.0% | 4 | 24.72 | 0.0% | 537.66 |
| SOLD NOT STOCKED | 1151 | 14.0% | 1570 | 141169.92 | 35.5% | 709020.74 |
| TOTAL COST OF SALES | 8304 | 100.0% | 16579 | 399414.58 | 100.0% | 2077607.42 |
| LOST SALES (MEMO) | 25 | | 25 | 1951.13 | | 6628.73 |
| CREDIT/RETURNS (MEMO) | 108 | | 165 | 7240.60 | | 41527.78 |
| UNUSUAL SALES (MEMO) | 0 | | 0 | 0.00 | | 0.00 |
| INVESTMENT | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
| NORMAL STOCK PARTS | 2006 | 22.5% | 14315 | 239559.38 | 75.4% | |
| AUTOMATIC PHASEOUT (AP) PARTS | 1063 | 11.9% | 756 | 44104.40 | 13.8% | |
| DEALER PHASEOUT (DP) PARTS | 6 | 0.0% | 6 | 201.07 | 0.0% | |
| MANUAL ORDER (MO) PARTS | 45 | 0.5% | 31 | 1421.46 | 0.4% | |
| NON-STOCK (NS) PARTS | 5759 | 64.8% | 956 | 32368.80 | 10.1% | |
| 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 | 0.3% | 0 | 0.00 | 0.3% | |
| TOTAL INVESTMENT | 8879 | 100.0% | 16064 | 317655.11 | 100.0% | |
| DIRTY CORE INVENTORY | 6 | | 8 | 641.00 | | |
| NEW CORE INVENTORY | 38 | | 90 | 3625.00 | | |
| ACTIVITY | PARTS | PARTS% | ACCUM PARTS% | EXT VALUE | VALUE% | ACCUM VALUE% |
| CURRENT | 1957 | 22.0% | 22.0% | 156337.72 | 49.2 | 49.2% |
| 1-3 MONTHS | 3275 | 36.8% | 58.8% | 104845.80 | 33.0 | 82.2% |
| 4-6 MONTHS | 1724 | 19.4% | 78.2% | 34218.82 | 10.7 | 92.9% |
| 7-9 MONTHS | 1426 | 16.0% | 94.2% | 19210.81 | 6.0 | 98.9% |
| 10-12 MONTHS | 491 | 5.5% | 99.7% | 3006.79 | 0.9 | 99.8% |
| 13-24 MONTHS | 5 | 0.0% | 99.7% | 35.17 | 0.0 | 99.8% |
| 25 MONTHS OR MORE | 1 | 0.3% | 100.0% | 0.00 | 0.2 | 100.0% |

SUMMARY

| OUTSTANDING ORDERS | PARTS | PARTS% | PIECES | EXT VALUE | VALUE% | |
|---------------------------------|--------------|---------------|---------------|------------------|---------------|-------------------|
| STOCK ORDER | 60 | 28.4% | 318 | 7219.69 | 22.9% | |
| STOCK ORDER - BACKORDER | 72 | 34.1% | 113 | 9348.27 | 29.6% | |
| STOCK ORDER - CROSS SHIP | 11 | 5.2% | 83 | 1506.18 | 4.7% | |
| 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 | 44 | 20.8% | 72 | 10006.56 | 31.7% | |
| CUSTOMER ORDER - BACKORDER | 14 | 6.6% | 19 | 2211.95 | 7.0% | |
| CUSTOMER ORDER - CROSS SHIP | 5 | 2.3% | 8 | 1212.06 | 3.8% | |
| EMERGENCY PURCHASES | 5 | 2.3% | 0 | 0.00 | 0.0% | |
| OTHER ORDERS | 0 | 0.3% | 0 | 0.00 | 0.3% | |
| TOTAL OUTSTANDING ORDERS | 211 | 100.0% | 613 | 31504.71 | 100.0% | |
| PROCESSED ORDERS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 1487 | 57.0% | 4028 | 127302.24 | 58.1% | 641558.29 |
| STOCK ORDER - BACKORDER | 1 | 0.0% | -7 | -1797.25 | 0.0% | -25753.64 |
| STOCK ORDER - CROSS SHIP | 0 | 0.0% | -2 | -181.45 | 0.0% | -5178.13 |
| 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 | 1117 | 42.8% | 1115 | 110290.80 | 50.3% | 601886.84 |
| CUSTOMER ORDER - BACKORDER | 1 | 0.0% | -30 | -2502.85 | 0.0% | -24155.57 |
| CUSTOMER ORDER - CROSS SHIP | 1 | 0.0% | -5 | -259.86 | 0.0% | -5701.50 |
| EMERGENCY PURCHASES | 1 | 0.0% | -71 | -13850.38 | 0.0% | -80255.22 |
| OTHER ORDERS | 0 | 0.2% | 0 | 0.00 | 0.0% | 0.00 |
| TOTAL PROCESSED ORDERS | 2608 | 100.0% | 5028 | 219001.25 | 100.0% | 1102401.07 |
| FORCED ORDERS | 0 | | 0 | 0.00 | | 0.00 |
| RECEIPTS | PARTS | PARTS% | PIECES | MTD | MTD% | YTD |
| STOCK ORDER | 1342 | 37.6% | 9381 | 121194.16 | 29.6% | 601494.31 |
| STOCK ORDER - BACKORDER | 138 | 3.8% | 171 | 22284.99 | 5.4% | 111630.77 |
| STOCK ORDER - CROSS SHIP | 41 | 1.1% | 281 | 5592.75 | 1.3% | 38782.51 |
| 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 | 770 | 21.6% | 1007 | 98733.37 | 24.1% | 499520.87 |
| CUSTOMER ORDER - BACKORDER | 50 | 1.4% | 52 | 11414.09 | 2.7% | 64951.02 |
| CUSTOMER ORDER - CROSS SHIP | 54 | 1.5% | 57 | 5412.25 | 1.3% | 61117.35 |
| EMERGENCY PURCHASES | 4 | 0.1% | 4 | 1280.99 | 0.3% | 4726.75 |
| OTHER ORDERS | 1165 | 32.9% | 1589 | 142753.59 | 35.3% | 719440.41 |
| TOTAL RECEIPTS | 3564 | 100.0% | 12542 | 408666.19 | 100.0% | 2101663.99 |
| PURCHASES DISCOUNT | 102 | | 227 | -142.40 | | -930.70 |

SUMMARY

| ADDS/DELETES/ADJUSTS | PARTS | PIECES | MTD | YTD |
|---------------------------------------|-------|--------|-----------|-----------|
| ----- | ----- | ----- | ----- | ----- |
| ADDED PARTS | 749 | 469 | 6266.92 | 6346.95 |
| DELETED PARTS | 615 | 19 | 1236.83 | 1474.10 |
| MINUS ADJUSTMENTS | 104 | -2335 | -19349.37 | -69594.32 |
| PLUS ADJUSTMENTS | 97 | 4084 | 21766.17 | 76067.84 |
| PHYSICAL INVENTORY ADJUSTMENTS | 0 | 0 | 0.00 | 0.00 |
| RETURNED PARTS | 54 | -75 | -4477.66 | -15095.30 |
| RETURNED CORE PARTS | 0 | 0 | 0.00 | 0.00 |
| NEGATIVE BALANCE ADJUSTMENTS | 608 | 23 | 3500.87 | 4011.09 |
| COST PRICE ADJUSTMENTS | 1 | -455 | 358.32 | 878.98 |
| INVENTORY REALLOCATION | 0 | 0 | 0.00 | 0.00 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL ADDS/DELETES/ADJUSTS | 2228 | 1730 | 9302.08 | 4089.34 |
| | | | | |
| APPRECIATION/FIRST PRICING | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| APPRECIATION - FACTORY MASTER UPDATE | 441 | 247 | 465.60 | 11020.59 |
| APPRECIATION - MANUAL UPDATE | 57 | 221 | 568.33 | 1595.76 |
| ----- | ----- | ----- | ----- | ----- |
| TOTAL APPRECIATION | 498 | 468 | 1033.93 | 12616.35 |
| | | | | |
| 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 | 498 | 468 | 1033.93 | 12616.35 |
| | | | | |
| OPENING/CLOSING SUMMARY | PARTS | PIECES | MTD | YTD |
| ----- | ----- | ----- | ----- | ----- |
| OPENING INVENTORY | 8799 | 17954 | 300683.55 | 280766.52 |
| CLOSING INVENTORY | 8879 | 16064 | 317655.11 | 317655.11 |
| PERCENT OF CHANGE | 0.9% | -10.4% | 5.6% | 13.1% |
| | | | | |
| MISCELLANEOUS | PARTS | PIECES | EXT VALUE | |
| ----- | ----- | ----- | ----- | |
| OUT OF STOCK | 6187 | 0 | 0.00 | |
| NO COST | 2 | 0 | 0.00 | |
| NO FACTORY RECORD | 741 | 8848 | 48855.38 | |
| NO SERVICE | 2 | 3 | 1.74 | |
| MINUS ON HAND | 27 | -42 | -5247.89 | |
| PHASED IN | 112 | 34 | 920.38 | |
| CONVERTED TO AUTOMATIC PHASEOUT (AP) | 690 | 190 | 14736.49 | |
| | | | | |
| BUSINESS RATIOS | | | | |
| ----- | ----- | | | |
| LEVEL OF SERVICE | 99.4% | | | |
| STOCK ORDER PERFORMANCE | 30.8% | | | |
| GROSS TURNOVER RATE | 15.9 | | | |
| TRUE TURNOVER RATE | 6.1 | | | |