

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6330	85.1%	13385	197002.62	62.1%	922212.68
AUTOMATIC PHASEOUT (AP) PARTS	133	1.7%	197	11966.51	3.7%	56542.36
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	5.99
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	452.00
NON-STOCK (NS) PARTS	782	10.5%	1104	94593.11	29.8%	449109.74
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	63	0.8%	65	1773.78	0.5%	4879.84
SOLD NOT STOCKED	128	1.9%	164	11615.54	3.9%	33473.00
TOTAL COST OF SALES	7436	100.0%	14915	316951.56	100.0%	1466675.61
LOST SALES (MEMO)	8		8	891.96		11973.75
CREDIT/RETURNS (MEMO)	156		195	12434.25		47827.19
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3288	14.0%	18208	272053.71	56.3%
AUTOMATIC PHASEOUT (AP) PARTS	2146	9.1%	4379	81482.61	16.8%
DEALER PHASEOUT (DP) PARTS	2	0.0%	8	47.92	0.0%
MANUAL ORDER (MO) PARTS	2	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	17981	76.6%	3414	123005.51	25.4%
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	33	0.3%	229	5972.67	1.5%
TOTAL INVESTMENT	23452	100.0%	26238	482562.42	100.0%
DIRTY CORE INVENTORY	4		5	2518.00	
NEW CORE INVENTORY	14		30	3466.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2404	10.2%	10.2%	173062.05	35.8	35.8%
1-3 MONTHS	3998	17.0%	27.2%	122658.51	25.4	61.2%
4-6 MONTHS	2802	11.9%	39.1%	50662.46	10.4	71.6%
7-9 MONTHS	2638	11.2%	50.3%	45527.73	9.4	81.0%
10-12 MONTHS	2248	9.5%	59.8%	42411.96	8.7	89.7%
13-24 MONTHS	5150	21.9%	81.7%	43156.18	8.9	98.6%
25 MONTHS OR MORE	4212	18.3%	100.0%	5083.53	1.4	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	123	37.0%	685	10421.77	21.0%	
STOCK ORDER - BACKORDER	1	0.3%	1	89.15	0.1%	
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	198	59.6%	295	36817.99	74.5%	
CUSTOMER ORDER - BACKORDER	7	2.1%	7	852.00	1.7%	
CUSTOMER ORDER - CROSS SHIP	3	0.9%	3	1214.72	2.4%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	332	100.0%	991	49395.63	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1032	40.6%	5369	108906.13	40.9%	509974.67
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-31.00
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	1508	59.3%	2035	156785.04	59.0%	720580.11
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	142.97
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	56.91
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	2540	100.0%	7404	265691.17	100.0%	1230723.66
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1319	42.5%	10649	133296.13	39.9%	618556.87
STOCK ORDER - BACKORDER	1	0.0%	1	15.20	0.0%	6525.23
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	1571.42
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	1449	46.7%	1887	138504.75	41.4%	656859.00
CUSTOMER ORDER - BACKORDER	3	0.0%	3	1028.87	0.3%	19609.06
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	2579.51
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	127.64
OTHER ORDERS	325	10.8%	750	61034.09	18.4%	269452.76
TOTAL RECEIPTS	3097	100.0%	13290	333879.04	100.0%	1575281.49
PURCHASES DISCOUNT	23		211	342.83		646.02

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	728	0	0.00	129.11
DELETED PARTS	720	0	0.00	0.00
MINUS ADJUSTMENTS	18	-73	-8784.64	-33676.67
PLUS ADJUSTMENTS	7	60	1333.25	16215.82
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	99	-118	-14826.72	-141342.42
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	427	21	-716.20	-3085.04
COST PRICE ADJUSTMENTS	11	12	-252.08	-336.69
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	2010	-98	-23246.39	-162095.89
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	18	122	54.02	7993.89
APPRECIATION - MANUAL UPDATE	1	3	12.87	562.97
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TOTAL APPRECIATION	19	125	66.89	8556.86
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	46.30
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TOTAL FIRST PRICING	1	0	0.00	46.30
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TOTAL APPRECIATION/FIRST PRICING	20	125	66.89	8603.16
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	23504	27733	484502.24	523728.70
CLOSING INVENTORY	23452	26238	482562.42	482562.42
PERCENT OF CHANGE	-0.1%	-5.3%	-0.3%	-7.8%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	18989	0	0.00	
NO COST	59	11	0.00	
NO FACTORY RECORD	1182	1694	32953.01	
NO SERVICE	47	63	2101.59	
MINUS ON HAND	26	-92	-2058.09	
PHASED IN	165	200	3662.94	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	722	235	8645.79	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.1%			
STOCK ORDER PERFORMANCE	34.7%			
GROSS TURNOVER RATE	7.0			
TRUE TURNOVER RATE	3.1			