

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1534	87.6%	9639	70819.51	47.3%	323324.00
AUTOMATIC PHASEOUT (AP) PARTS	50	2.8%	185	7189.91	4.8%	86839.85
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	158	9.0%	446	70683.43	47.3%	406702.05
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%	0.00
SOLD NOT STOCKED	8	0.6%	15	723.34	0.6%	1710.64
TOTAL COST OF SALES	1750	100.0%	10285	149416.19	100.0%	818576.54
LOST SALES (MEMO)	1		3	3.84		9.84
CREDIT/RETURNS (MEMO)	19		42	4848.27		28431.43
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	748	10.6%	8193	173266.94	20.0%
AUTOMATIC PHASEOUT (AP) PARTS	1983	28.3%	9003	502729.19	58.2%
DEALER PHASEOUT (DP) PARTS	6	0.0%	2	0.72	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	4254	60.8%	1405	187135.28	21.6%
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	2	0.3%	5	498.05	0.2%
TOTAL INVESTMENT	6993	100.0%	18608	863630.18	100.0%
DIRTY CORE INVENTORY	23		96	3610.00	
NEW CORE INVENTORY	17		48	2497.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	992	14.1%	14.1%	149948.01	17.3	17.3%
1-3 MONTHS	1674	23.9%	38.0%	131627.83	15.2	32.5%
4-6 MONTHS	1324	18.9%	56.9%	104360.77	12.0	44.5%
7-9 MONTHS	1068	15.2%	72.1%	118259.83	13.6	58.1%
10-12 MONTHS	734	10.4%	82.5%	41322.08	4.7	62.8%
13-24 MONTHS	422	6.0%	88.5%	155534.70	18.0	80.8%
25 MONTHS OR MORE	779	11.5%	100.0%	162576.96	19.2	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	131	29.1%	1213	27896.91	23.6%	
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	306	68.0%	708	87816.35	74.3%	
CUSTOMER ORDER - BACKORDER	13	2.8%	22	2464.30	2.0%	
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	450	100.0%	1943	118177.56	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	225	43.0%	2034	49022.29	47.5%	169967.98
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	298	56.9%	582	54169.33	52.4%	413267.59
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	523	100.0%	2616	103191.62	100.0%	583235.57
FORCED ORDERS	29		444	27466.56		61442.74
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	303	39.5%	4155	74733.80	45.8%	335568.18
STOCK ORDER - BACKORDER	1	0.1%	9	227.88	0.1%	227.88
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	455	59.3%	1097	87500.92	53.6%	570687.27
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	3202.94
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	8	1.1%	13	540.93	0.5%	2356.83
TOTAL RECEIPTS	767	100.0%	5274	163003.53	100.0%	912043.10
PURCHASES DISCOUNT	26		140	678.26		10871.39

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	403	0	0.00	0.00
DELETED PARTS	398	0	0.00	-154.50
MINUS ADJUSTMENTS	20	-1250	-16089.33	-204027.74
PLUS ADJUSTMENTS	57	12763	26815.44	364844.46
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-250179.18
RETURNED PARTS	12	-13	-5639.43	-35877.28
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	619	-6746	-11838.49	-39357.37
COST PRICE ADJUSTMENTS	0	144	-243.35	-2275.55
INVENTORY REALLOCATION	102	18	-26619.42	-105780.20
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TOTAL ADDS/DELETES/ADJUSTS	1611	4916	-33614.58	-272807.36
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	41	33	82.30	47601.99
APPRECIATION - MANUAL UPDATE	6	117	-519.86	-8408.43
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TOTAL APPRECIATION	47	150	-437.56	39193.56
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	47	150	-437.56	39193.56
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	6970	18986	885836.50	1008811.03
CLOSING INVENTORY	6993	18608	863630.18	863630.18
PERCENT OF CHANGE	0.3%	-1.9%	-2.4%	-14.3%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	4480	0	0.00	
NO COST	6	29	0.00	
NO FACTORY RECORD	1616	2434	207405.66	
NO SERVICE	0	0	0.00	
MINUS ON HAND	47	-86	-10761.65	
PHASED IN	104	747	18332.00	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	327	545	29016.38	
BUSINESS RATIOS				

LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	20.7%			
GROSS TURNOVER RATE	1.7			
TRUE TURNOVER RATE	0.7			