

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3768	80.1%	9032	98055.05	46.6%	660243.17
AUTOMATIC PHASEOUT (AP) PARTS	145	3.0%	247	11920.50	5.6%	83747.42
DEALER PHASEOUT (DP) PARTS	14	0.2%	18	294.52	0.1%	3318.04
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	582	12.3%	720	77252.23	36.7%	564449.09
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%	2	45.70	0.0%	959.70
SOLD NOT STOCKED	188	4.4%	252	22593.41	11.0%	107624.03
TOTAL COST OF SALES	4699	100.0%	10271	210161.41	100.0%	1420341.45
LOST SALES (MEMO)	8		8	427.51		5643.89
CREDIT/RETURNS (MEMO)	75		81	7872.51		45635.15
UNUSUAL SALES (MEMO)	0		0	0.00		-186.89
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	837	10.6%	15355	146165.61	44.4%	
AUTOMATIC PHASEOUT (AP) PARTS	1871	23.8%	4898	112005.34	34.0%	
DEALER PHASEOUT (DP) PARTS	47	0.5%	701	4367.42	1.3%	
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	
NON-STOCK (NS) PARTS	5092	64.8%	1274	66529.22	20.2%	
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	3	0.3%	1	19.00	0.1%	
TOTAL INVESTMENT	7850	100.0%	22229	329086.59	100.0%	
DIRTY CORE INVENTORY	6		6	2300.00		
NEW CORE INVENTORY	2		2	150.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1256	16.0%	16.0%	124677.42	37.8	37.8%
1-3 MONTHS	1968	25.0%	41.0%	72557.81	22.0	59.8%
4-6 MONTHS	1611	20.5%	61.5%	41336.47	12.5	72.3%
7-9 MONTHS	1114	14.1%	75.6%	19023.87	5.7	78.0%
10-12 MONTHS	1018	12.9%	88.5%	9776.69	2.9	80.9%
13-24 MONTHS	291	3.7%	92.2%	21029.85	6.3	87.2%
25 MONTHS OR MORE	592	7.8%	100.0%	40684.48	12.8	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	26	17.4%	169	3513.46	14.4%	
STOCK ORDER - BACKORDER	12	8.0%	44	962.21	3.9%	
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	40	26.8%	76	5476.14	22.4%	
CUSTOMER ORDER - BACKORDER	71	47.6%	82	14414.09	59.1%	
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	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	149	100.0%	371	24365.90	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	312	26.1%	2156	26705.12	21.1%	210995.25
STOCK ORDER - BACKORDER	-1	0.0%	-30	-651.00	0.0%	-2039.29
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	884	73.9%	1348	100270.13	79.3%	623294.59
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-1480.10
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	1195	100.0%	3474	126324.25	100.0%	830770.45
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	395	26.7%	9795	85784.42	40.1%	657267.38
STOCK ORDER - BACKORDER	30	2.0%	169	5775.71	2.7%	23382.47
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	786	53.2%	1212	84633.06	39.5%	521727.03
CUSTOMER ORDER - BACKORDER	44	2.9%	55	8404.27	3.9%	93894.63
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	222	15.2%	297	29157.47	13.8%	163571.83
TOTAL RECEIPTS	1477	100.0%	11528	213754.93	100.0%	1459843.34
PURCHASES DISCOUNT	73		264	-244.54		11664.04

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	599	1	11.07	6644.75
DELETED PARTS	495	0	0.00	0.00
MINUS ADJUSTMENTS	27	-50	-4292.51	-65984.06
PLUS ADJUSTMENTS	29	318	6787.10	134201.10
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-22857.40
RETURNED PARTS	23	-48	-2773.89	-50273.54
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	585	148	6814.95	3194.17
COST PRICE ADJUSTMENTS	74	-104	-1384.82	-18471.37
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1832	265	5161.90	-13546.35
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	6555	5319	2842.10	8957.05
APPRECIATION - MANUAL UPDATE	17	129	559.84	4889.61
TOTAL APPRECIATION	6572	5448	3401.94	13846.66
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	6572	5448	3401.94	13846.66
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	7759	20465	318114.05	279581.20
CLOSING INVENTORY	7850	22229	329086.59	329086.59
PERCENT OF CHANGE	1.2%	8.6%	3.4%	17.7%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	5465	0	0.00	
NO COST	1	0	0.00	
NO FACTORY RECORD	711	6694	67914.39	
NO SERVICE	393	720	84072.66	
MINUS ON HAND	85	-389	-16790.35	
PHASED IN	63	295	9901.66	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	646	680	16545.38	
BUSINESS RATIOS				
LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	14.8%			
GROSS TURNOVER RATE	7.8			
TRUE TURNOVER RATE	3.7			