SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1646	76.2%	4286	93647.44	54.1%	699011.88
AUTOMATIC PHASEOUT (AP) PARTS	27	1.2%	46	4161.90	2.4%	37112.08
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	117	5.4%	165	3532.50	2.0%	38910.90
NON-STOCK (NS) PARTS	210	9.7%	313	57669.89	33.3%	444976.48
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	158	7.5%	339	14003.98	8.2%	109088.41
TOTAL COST OF SALES	2158	100.0%	5149	173015.71	100.0%	1329099.75
LOST SALES (MEMO)	0		0	0.00		507.00
CREDIT/RETURNS (MEMO)	7		22	145.85		5249.96
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1285	32.7%	10870	182894.18	73.1%
AUTOMATIC PHASEOUT (AP) PARTS	519	13.2%	703	28769.86	11.5%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	10	0.2%	235	4821.25	1.9%
NON-STOCK (NS) PARTS	2109	53.7%	317	33614.63	13.4%
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	0	0.2%	0	0.00	0.1%
TOTAL INVESTMENT	3923	100.0%	12125	250099.92	100.0%
DIRTY CORE INVENTORY	26		30	6245.00	
NEW CORE INVENTORY	38		53	10835.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	684	17.4%	17.4%	106371.86	42.5	42.5%
1-3 MONTHS	1024	26.1%	43.5%	66395.19	26.5	69.0%
4-6 MONTHS	811	20.6%	64.1%	31340.44	12.5	81.5%
7-9 MONTHS	662	16.8%	80.9%	17402.50	6.9	88.4%
10-12 MONTHS	511	13.0%	93.9%	10856.92	4.3	92.7%
13-24 MONTHS	90	2.2%	96.1%	8813.04	3.5	96.2%
25 MONTHS OR MORE	141	3.9%	100.0%	8919.97	3.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	28	15.3%	50	3776.97	13.6%
STOCK ORDER - BACKORDER	101	55.1%	218	15293.15	55.4%
STOCK ORDER - CROSS SHIP	39	21.3%	151	6275.00	22.7%
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	9	4.9%	9	901.85	3.2%
CUSTOMER ORDER - BACKORDER	4	2.1%	7	159.70	0.5%
CUSTOMER ORDER - CROSS SHIP	2	1.0%	2	1184.00	4.2%
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%
OTHER ORDERS	0	0.3%	0	0.00	0.4%
TOTAL OUTSTANDING ORDERS	183	100.0%	437	27590.67	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	366	77.0%	1494	56325.85	80.1%	428201.63
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2352.50
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-2416.70
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	109	22.9%	136	13990.00	19.8%	101742.80
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%	-534.75
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	475	100.0%	1630	70315.85	100.0%	524640.48
FORCED.ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	482	50.8%	4535	114586.50	66.5%	899352.01
STOCK ORDER - BACKORDER	73	7.7%	138	10113.45	5.8%	87214.40
STOCK ORDER - CROSS SHIP	38	4.0%	450	9672.95	5.6%	78179.42
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	121	12.7%	234	19661.80	11.4%	140136.40
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	1670.75
CUSTOMER ORDER - CROSS SHIP	2	0.2%	2	302.75	0.1%	12442.95
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	232	24.6%	509	17955.98	10.6%	134351.60
TOTAL RECEIPTS	948	100.0%	5868	172293.43	100.0%	1353347.53
PURCHASES DISCOUNT	15		27	226.30		1706.10

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	203	0	0.00	0.00
DELETED PARTS	263	0	0.00	0.00
MINUS ADJUSTMENTS	23	-56	-2958.20	-47082.21
PLUS ADJUSTMENTS	2	12	673.60	14521.25
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	212	18	818.75	-654.55
COST PRICE ADJUSTMENTS	1	-3	-29.70	-480.52
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	704	-29	-1495.55	-33696.03

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	338	338	9.77	14399.00
APPRECIATION - MANUAL UPDATE	3	4	-294.25	3016.30
TOTAL APPRECIATION	341	342	-284.48	17415.30
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	341	342	-284.48	17415.30

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	3998	11285	251051.27	241618.45
CLOSING INVENTORY	3923	12125	250099.92	250099.92
PERCENT OF CHANGE	-1.8%	7.4%	-0.3%	3.5%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	2364	0	0.00
NO COST	5	0	0.00
NO FACTORY RECORD	42	3312	25304.14
NO SERVICE	1	0	0.00
MINUS ON HAND	44	-90	-5755.84
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	218	25	498.75

BUSINESS RATIOS	
LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	32.2%
GROSS TURNOVER RATE	8.2
TRUE TURNOVER RATE	6.6