

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7116	77.3%	14973	541394.79	61.0%	4354504.76
AUTOMATIC PHASEOUT (AP) PARTS	545	5.9%	685	86260.96	9.7%	561137.40
DEALER PHASEOUT (DP) PARTS	1	0.0%	1	130.35	0.0%	130.35
MANUAL ORDER (MO) PARTS	66	0.7%	493	7375.70	0.8%	38219.66
NON-STOCK (NS) PARTS	1155	12.5%	1554	222290.37	25.0%	1625280.28
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%	-2424.62
SOLD NOT STOCKED	321	3.6%	363	28946.72	3.5%	209435.62
TOTAL COST OF SALES	9204	100.0%	18069	886398.89	100.0%	6786283.45
LOST SALES (MEMO)	91		92	13113.25		89827.32
CREDIT/RETURNS (MEMO)	311		454	46112.92		306510.68
UNUSUAL SALES (MEMO)	3		30	33.30		281.52

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	10786	30.3%	27356	1192781.62	63.7%
AUTOMATIC PHASEOUT (AP) PARTS	9389	26.3%	11006	511485.03	27.3%
DEALER PHASEOUT (DP) PARTS	4	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	14	0.0%	1467	7203.94	0.3%
NON-STOCK (NS) PARTS	15384	43.2%	1784	157929.06	8.4%
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	1	0.2%	1	856.80	0.3%
TOTAL INVESTMENT	35578	100.0%	41614	1870256.45	100.0%
DIRTY CORE INVENTORY	666		1745	304312.68	
NEW CORE INVENTORY	603		823	89810.15	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	5184	14.5%	14.5%	504658.63	26.9	26.9%
1-3 MONTHS	9281	26.0%	40.5%	577853.45	30.8	57.7%
4-6 MONTHS	6056	17.0%	57.5%	328641.12	17.5	75.2%
7-9 MONTHS	4193	11.7%	69.2%	168473.75	9.0	84.2%
10-12 MONTHS	3758	10.5%	79.7%	137337.15	7.3	91.5%
13-24 MONTHS	1438	4.0%	83.7%	110218.39	5.8	97.3%
25 MONTHS OR MORE	5668	16.3%	100.0%	43073.96	2.7	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	460	30.0%	1076	81111.69	21.4%	
STOCK ORDER - BACKORDER	579	37.8%	632	135934.23	35.8%	
STOCK ORDER - CROSS SHIP	132	8.6%	351	18191.10	4.8%	
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	154	10.0%	260	71985.60	19.0%	
CUSTOMER ORDER - BACKORDER	126	8.2%	141	49373.61	13.0%	
CUSTOMER ORDER - CROSS SHIP	80	5.2%	96	22136.50	5.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	1531	100.0%	2556	378732.73	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	4174	82.5%	7839	475323.06	66.0%	3425050.16
STOCK ORDER - BACKORDER	-281	0.0%	-16	-2270.74	0.0%	-42627.86
STOCK ORDER - CROSS SHIP	-59	0.0%	-5	-41.60	0.0%	-5565.68
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	1228	24.2%	1619	246558.08	34.2%	1817998.06
CUSTOMER ORDER - BACKORDER	-2	0.0%	0	0.00	0.0%	-9989.81
CUSTOMER ORDER - CROSS SHIP	-7	0.0%	-1	-230.61	0.0%	-958.73
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	1	0.0%	0	0.00	0.0%	-1309.20
TOTAL PROCESSED ORDERS	5054	100.0%	9436	719338.19	100.0%	5182596.94
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3687	54.7%	11286	400453.17	43.6%	8411382.54
STOCK ORDER - BACKORDER	35	0.5%	53	6897.46	0.7%	58940.73
STOCK ORDER - CROSS SHIP	491	7.2%	873	78219.78	8.5%	633730.81
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	974	14.4%	1633	152524.57	16.6%	1215569.38
CUSTOMER ORDER - BACKORDER	24	0.3%	24	8748.11	0.9%	77680.37
CUSTOMER ORDER - CROSS SHIP	371	5.5%	530	78713.83	8.5%	651349.82
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	1148	17.4%	5581	191094.20	21.2%	1413381.29
TOTAL RECEIPTS	6730	100.0%	19980	916651.12	100.0%	12462034.94
PURCHASES DISCOUNT	461		614	11651.34		-5559525.75

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	2850	22	75.58	185.03
DELETED PARTS	2648	198	18068.33	63658.48
MINUS ADJUSTMENTS	71	-852	-13060.11	-118348.65
PLUS ADJUSTMENTS	91	821	9078.33	121418.94
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	2369	38	21836.70	48227.98
COST PRICE ADJUSTMENTS	596	576	-2271.35	-34050.89
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	8625	803	33727.48	81090.89

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1092	864	9149.25	138331.59
APPRECIATION - MANUAL UPDATE	10	679	133.41	3426.99
TOTAL APPRECIATION	1102	1543	9282.66	141758.58
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	2	0	0.00	190.28
TOTAL FIRST PRICING	3	0	0.00	190.28
TOTAL APPRECIATION/FIRST PRICING	1105	1543	9282.66	141948.86

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	35429	38675	1825139.06	1802516.69
CLOSING INVENTORY	35578	41614	1870256.45	1870256.45
PERCENT OF CHANGE	0.4%	7.6%	2.5%	3.8%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	19097	0	0.00
NO COST	55	1	0.00
NO FACTORY RECORD	389	450	14358.45
NO SERVICE	226	32	4119.92
MINUS ON HAND	215	-320	-87096.90
PHASED IN	472	843	50985.20
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1788	1196	78412.06

BUSINESS RATIOS	
LEVEL OF SERVICE	98.6%
STOCK ORDER PERFORMANCE	50.4%
GROSS TURNOVER RATE	5.7
TRUE TURNOVER RATE	6.2