

## SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5646	81.2%	12473	130446.05	47.3%	1100968.47
AUTOMATIC PHASEOUT (AP) PARTS	70	1.0%	103	6198.76	2.2%	85683.88
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	1114	16.0%	1564	130553.12	47.3%	1013944.29
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	115	1.8%	188	8470.49	3.2%	74957.15
TOTAL COST OF SALES	6945	100.0%	14328	275668.42	100.0%	2275553.79
LOST SALES (MEMO)	6		7	213.54		1071.55
CREDIT/RETURNS (MEMO)	151		175	20359.84		96527.57
UNUSUAL SALES (MEMO)	1		7	21.28		21.28

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2404	11.2%	9632	108804.81	57.6%
AUTOMATIC PHASEOUT (AP) PARTS	938	4.4%	431	15166.02	8.0%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	17968	84.3%	761	64834.12	34.3%
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	0.1%	0	0.00	0.1%
TOTAL INVESTMENT	21312	100.0%	10824	188804.95	100.0%
DIRTY CORE INVENTORY	0		0	0.00	
NEW CORE INVENTORY	1		1	75.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2290	10.7%	10.7%	94909.06	50.2	50.2%
1-3 MONTHS	3995	18.7%	29.4%	54179.50	28.6	78.8%
4-6 MONTHS	2938	13.7%	43.1%	24118.68	12.7	91.5%
7-9 MONTHS	1960	9.1%	52.2%	13822.24	7.3	98.8%
10-12 MONTHS	1731	8.1%	60.3%	543.32	0.2	99.0%
13-24 MONTHS	4965	23.2%	83.5%	1029.47	0.5	99.5%
25 MONTHS OR MORE	3433	16.5%	100.0%	202.68	0.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	22	5.4%	181	1361.03	1.7%	
STOCK ORDER - BACKORDER	34	8.4%	101	2533.46	3.2%	
STOCK ORDER - CROSS SHIP	1	0.2%	2	6.10	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	59	14.6%	69	4633.91	5.9%	
CUSTOMER ORDER - BACKORDER	273	67.9%	853	68313.13	88.1%	
CUSTOMER ORDER - CROSS SHIP	13	3.2%	27	628.10	0.8%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	402	100.0%	1233	77475.73	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	420	18.9%	2555	25016.29	12.1%	197595.07
STOCK ORDER - BACKORDER	-4	0.0%	0	0.00	0.0%	-280.28
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	1806	81.4%	2600	181030.61	87.8%	1528845.06
CUSTOMER ORDER - BACKORDER	-4	0.0%	0	0.00	0.0%	-12787.87
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-7.55
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	2218	100.0%	5155	206046.90	100.0%	1713364.43
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	524	20.6%	11871	106825.75	35.8%	761831.96
STOCK ORDER - BACKORDER	64	2.5%	220	4597.37	1.5%	23753.06
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	405.25
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	1629	64.1%	2387	141847.65	47.5%	1112052.06
CUSTOMER ORDER - BACKORDER	204	8.0%	282	35540.74	11.9%	344674.46
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	14514.83
EMERGENCY PURCHASES	2	0.0%	2	823.47	0.2%	1252.57
OTHER ORDERS	118	4.8%	191	8478.74	3.1%	75123.46
TOTAL RECEIPTS	2541	100.0%	14953	298113.72	100.0%	2333607.65
PURCHASES DISCOUNT	32		2094	986.89		3500.98

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	761	0	0.00	0.00
DELETED PARTS	855	0	0.00	0.00
MINUS ADJUSTMENTS	12	-32	-1643.82	-18405.78
PLUS ADJUSTMENTS	10	50	372.33	14770.04
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	102	-327	-12035.96	-56950.34
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1785	-48	-4607.57	4223.89
COST PRICE ADJUSTMENTS	22	-372	1013.40	1200.18
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3547	-729	-16901.62	-55162.01

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	123	181	60.96	3897.39
APPRECIATION - MANUAL UPDATE	20	223	785.00	2728.29
TOTAL APPRECIATION	143	404	845.96	6625.68
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	143	404	845.96	6625.68

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	21386	10556	181428.42	175786.44
CLOSING INVENTORY	21312	10824	188804.95	188804.95
PERCENT OF CHANGE	-0.2%	2.5%	4.1%	7.4%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	19794	0	0.00
NO COST	9	0	0.00
NO FACTORY RECORD	183	3459	18589.65
NO SERVICE	16	18	69.30
MINUS ON HAND	31	-38	-8047.53
PHASED IN	235	160	6880.05
CONVERTED TO AUTOMATIC PHASEOUT (AP)	583	58	3580.97

BUSINESS RATIOS	
LEVEL OF SERVICE	99.8%
STOCK ORDER PERFORMANCE	8.6%
GROSS TURNOVER RATE	18.1
TRUE TURNOVER RATE	6.8