

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4111	65.8%	10845	182094.29	36.0%	1614012.12
AUTOMATIC PHASEOUT (AP) PARTS	403	6.4%	426	37849.54	7.5%	300797.03
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	444.00
MANUAL ORDER (MO) PARTS	4	0.0%	4	45.60	0.0%	99.90
NON-STOCK (NS) PARTS	1414	22.6%	2146	272095.42	53.9%	1981548.92
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	182.82
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	176	2.8%	66	2000.61	0.3%	8555.18
SOLD NOT STOCKED	136	2.4%	214	10563.70	2.3%	96392.52
TOTAL COST OF SALES	6244	100.0%	13701	504649.16	100.0%	4002032.49
LOST SALES (MEMO)	139		366	21416.46		154748.37
CREDIT/RETURNS (MEMO)	352		1322	36899.99		338509.81
UNUSUAL SALES (MEMO)	116		-429	10054.78		13808.99

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3919	13.3%	18741	330692.09	46.7%
AUTOMATIC PHASEOUT (AP) PARTS	2811	9.5%	6284	132818.44	18.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	3	0.0%	16	303.05	0.0%
NON-STOCK (NS) PARTS	22616	76.8%	5740	234518.03	33.1%
NO PHASEOUT (NP) PARTS	2	0.0%	1	33.95	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	79	0.4%	661	8318.38	1.5%
TOTAL INVESTMENT	29430	100.0%	31443	706683.94	100.0%
DIRTY CORE INVENTORY	125		219	61708.00	
NEW CORE INVENTORY	136		239	27175.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	4207	14.2%	14.2%	256427.82	36.2	36.2%
1-3 MONTHS	6507	22.1%	36.3%	232841.98	32.9	69.1%
4-6 MONTHS	4681	15.9%	52.2%	116486.12	16.4	85.5%
7-9 MONTHS	3439	11.6%	63.8%	52493.69	7.4	92.9%
10-12 MONTHS	2659	9.0%	72.8%	18813.34	2.6	95.5%
13-24 MONTHS	7590	25.7%	98.5%	28948.58	4.0	99.5%
25 MONTHS OR MORE	347	1.5%	100.0%	672.41	0.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	412	49.7%	992	41449.99	28.4%	
STOCK ORDER - BACKORDER	4	0.4%	4	1502.47	1.0%	
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	407	49.1%	840	102398.13	70.1%	
CUSTOMER ORDER - BACKORDER	5	0.6%	7	548.55	0.3%	
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	828	100.0%	1843	145899.14	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2490	55.7%	5439	148854.51	35.5%	848694.36
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	895.76
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	1973	44.2%	3457	270263.32	64.4%	1882123.87
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	16134.34
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	4463	100.0%	8896	419117.83	100.0%	2747848.33
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	3268	57.1%	12680	335161.76	53.2%	2000583.70
STOCK ORDER - BACKORDER	1	0.0%	1	255.21	0.0%	6386.91
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
SUPPLEMENTAL ORDER	1	0.0%	1	12.50	0.0%	12.50
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	1892	33.1%	3402	239646.31	38.0%	1768780.59
CUSTOMER ORDER - BACKORDER	3	0.0%	3	382.92	0.0%	33158.11
CUSTOMER ORDER - CROSS SHIP	1	0.0%	1	15.40	0.0%	15.40
EMERGENCY PURCHASES	196	3.4%	260	22595.10	3.5%	209056.91
OTHER ORDERS	352	6.4%	689	31367.80	5.3%	238829.18
TOTAL RECEIPTS	5714	100.0%	17037	629437.00	100.0%	4256823.30
PURCHASES DISCOUNT	215		274	135.76		-6666.92

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1153	3	192.47	612.77
DELETED PARTS	988	0	0.00	746.60
MINUS ADJUSTMENTS	144	-173	-22646.30	-208185.69
PLUS ADJUSTMENTS	13	26	747.74	18184.65
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-15174.56
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1362	-9	-13079.10	15624.93
COST PRICE ADJUSTMENTS	18	-767	-939.54	-208.03
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	3678	-920	-35724.73	-188399.33
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	7738	7561	3389.29	21860.06
APPRECIATION - MANUAL UPDATE	5	2970	919.84	1847.06
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TOTAL APPRECIATION	7743	10531	4309.13	23707.12
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	338.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	338.00
TOTAL APPRECIATION/FIRST PRICING	7743	10531	4309.13	24045.12
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	29084	28260	613175.94	624483.26
CLOSING INVENTORY	29430	31443	706683.94	706683.94
PERCENT OF CHANGE	1.2%	11.3%	15.2%	13.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	21757	0	0.00	
NO COST	59	1	0.00	
NO FACTORY RECORD	1669	2190	23716.31	
NO SERVICE	89	19	629.13	
MINUS ON HAND	50	-113	-7697.72	
PHASED IN	45	57	2022.24	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1003	218	15994.76	
BUSINESS RATIOS				
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LEVEL OF SERVICE	91.2%			
STOCK ORDER PERFORMANCE	21.2%			
GROSS TURNOVER RATE	9.7			
TRUE TURNOVER RATE	5.2			