

**** Inventory ****

	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
Turnover	1.8	1.5	1.6	1.3	1.2	1.1	1.4	2.2	1.4	2.1	1.9	7.8	2.1	2.1
Months Supply	2.7	2.2	2.6	2.2	2.0	2.1	2.3	3.2	2.3	3.0	2.9	9.6	3.0	3.0
Closing Inventory	1,822	1,787	1,827	1,873	1,872	1,847	1,843	1,873	1,865	1,873	1,799	1,776	1,838	1,838
Parts	9,919	9,539	9,308	10,332	10,922	9,586	21,157	22,694	22,641	22,248	22,504	16,127	15,580	15,580
Cost	312,938	289,231	298,877	309,775	305,383	283,735	330,724	361,381	377,844	408,782	370,788	355,630	333,757	333,757
Active	717	706	710	698	684	680	698	710	708	721	710	704	703	703
Parts	7,934	7,495	7,227	7,775	8,161	6,926	9,506	20,261	20,448	20,096	20,383	14,019	12,519	12,519
Cost	130,801	127,528	125,848	124,427	124,126	122,623	124,523	182,391	189,393	191,963	186,816	148,023	148,205	148,205
Non-Stock	1,053	1,028	1,068	1,130	1,144	1,128	1,112	1,121	1,120	1,111	1,050	1,023	1,090	1,090
Parts	1,878	1,930	1,968	2,437	2,667	2,588	11,585	2,349	2,100	2,056	2,033	2,009	2,966	2,966
Cost	107,097	104,862	113,047	121,080	121,981	117,518	170,112	116,073	129,465	131,500	130,624	129,114	124,372	124,372
Replaced	29	31	30	27	25	22	20	20	20	19	22	23	24	24
Parts	60	71	85	87	64	48	46	49	62	51	61	58	61	61
Cost	6,898	6,775	9,840	6,404	5,836	2,478	2,524	2,284	2,359	2,176	3,503	3,156	4,519	4,519
Core	22	21	18	17	18	16	12	21	16	21	16	25	18	18
Parts	46	32	27	32	29	23	19	34	30	44	26	40	31	31
Cost	68,125	50,049	50,125	57,847	53,423	41,099	33,548	60,616	56,609	83,125	49,827	75,319	56,642	56,642
Other	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Parts	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Cost	17	17	17	17	17	17	17	17	18	18	18	18	17	17
**** Activity ****	*****													
Sales (at cost)	168,912	188,360	179,733	234,534	245,231	251,325	225,823	162,403	253,449	193,032	189,240	45,060	2,337,102	194,758
Shop Counter	134,877	145,237	151,115	196,817	188,448	207,137	185,706	133,137	198,401	146,035	151,320	25,415	1,863,645	155,303
Lost Sale	34,035	43,122	28,617	37,716	56,782	44,188	40,117	29,265	55,048	46,997	37,920	19,644	473,451	39,454
Total Purchases	151,051	137,769	177,572	216,332	200,939	255,708	195,487	164,462	229,629	170,616	183,905	77,857	2,161,327	180,110
Regular Ord	71,112	60,769	99,914	111,524	99,221	148,427	94,317	89,061	104,674	82,442	82,556	29,486	1,073,503	89,458
Special Ord	79,938	76,999	77,657	104,808	101,718	107,280	101,170	75,400	124,954	88,173	101,349	48,370	1,087,816	90,651
**** Stock Order ****	*****													
Suggested	72	53	81	61	68	108	86	72	74	49	53	56	64	64
Parts	298	108	234	209	226	382	794	274	236	132	116	734	250	250
Cost	21,537	5,649	12,692	11,465	19,185	30,178	17,627	12,094	14,922	4,361	14,108	4,444	13,651	13,651
Adjust-ments	174	558	61	90	45	163	141	45	1,409	97	27	56	238	238
Parts	664	900	225	51	-554	1,702	-36	297	9,195	1,839	-5,971	734	753	753
Cost	6,210	19,196	-2,025	3,093	-3,997	8,618	7,085	1,715	18,237	5,063	-34,597	4,444	2,753	2,753

	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
Closing Inventory	1,822	1,787	1,827	1,873	1,872	1,847	1,843	1,873	1,865	1,873	1,799	1,776		1,838
Parts Pieces	9,919	9,529	9,308	10,332	10,922	9,586	21,157	22,694	22,641	22,248	22,504	16,127		15,580
Cost	312,938	289,231	298,877	309,775	305,383	283,735	330,724	361,381	377,844	408,782	370,788	355,630		333,757

**** Aging ****

Sold Last 3 Months														
ALL	Parts	Cost	Parts	Cost	Parts	Cost	Parts	Cost	Parts	Cost	Parts	Cost	Parts	Cost
50.4	51	76,334	73,125	72,018	71,050	70,963	72,995	76,389	74,777	77,649	80,159	78,516	70,992	70,992
157,142	157	230,534	242,344	86,780	130,578	282,109	279,858	197,480	146,580	245,581	243,695	391,551	391,551	219,686
4	4	4	4	6	5	7	6	4	6	6	6	8	8	5
10	10	22	22	17	19	294	37	42	12	23	19	104	259	71
672	672	717	985	1,049	2,191	1,150	887	473	1,119	933	1,041	1,221	1,221	1,036

Not Sold 3 Months % Total Cost

2	2	1.4	1.6	1.3	1.3	.3	1.6	.8	1.0	3.5	2.6	1.7	1.7	1.3
Parts Pieces														
146	146	454	341	332	307	302	278	273	215	225	225	226	281	281
24,767	25,714	21,387	17,312	17,621	17,393	18,498	17,241	16,957	15,396	15,396	21,571	21,571	17,821	17,821
160	160	176	131	129	150	155	173	168	182	182	159	159	144	144
230	274	239	255	229	280	302	295	269	282	282	260	260	242	242
13,858	17,200	14,868	14,915	16,516	23,051	28,046	29,496	21,481	20,342	20,342	25,717	25,717	18,790	18,790

6 Months % Total Cost

12.3	14.8	12.1	10.4	11.1	14.2	14.0	12.9	10.1	8.7	12.7	12.3	11.1	11.1	11.1
Parts Pieces														
419	454	341	332	307	302	278	273	215	225	225	226	281	281	281
24,767	25,714	21,387	17,312	17,621	17,393	18,498	17,241	16,957	15,396	15,396	21,571	21,571	17,821	17,821
160	176	131	129	129	150	155	173	168	182	182	159	159	144	144
230	274	239	255	229	280	302	295	269	282	282	260	260	242	242
13,858	17,200	14,868	14,915	16,516	23,051	28,046	29,496	21,481	20,342	20,342	25,717	25,717	18,790	18,790

9 Months % Total Cost

10.4	7.3	8.0	7.3	6.5	6.4	6.0	7.1	10.0	7.7	7.9	5.2	5.2	7.0	7.0
Parts Pieces														
86	69	548	174	63	51	50	56	46	52	52	80	80	56	56
13,668	11,059	13,353	12,182	7,744	6,304	8,498	12,250	15,033	7,181	6,682	6,682	6,682	9,496	9,496
141	104	125	143	143	127	111	103	127	125	125	135	135	113	113
226	161	173	174	205	194	164	178	273	293	293	278	278	193	193
18,918	10,247	10,755	10,598	12,338	11,905	11,565	13,492	22,792	24,665	22,853	22,853	22,853	14,177	14,177

12 Months % Total Cost

5.2	7.1	6.2	7.1	4.7	5.5	4.7	4.6	3.7	3.8	4.6	4.7	4.7	4.7	4.7
Parts Pieces														
15	9	11	10	4	5	4	6	3	3	3	5	5	5	5
2,535	518	1,588	1,219	1,133	1,455	1,612	1,345	1,069	94	668	668	668	1,103	1,103
122	142	145	152	129	145	147	154	133	114	104	104	104	123	123
193	266	287	798	230	245	245	245	209	188	203	203	203	259	259
13,743	20,224	17,202	20,790	13,377	14,269	14,006	15,572	13,141	15,462	16,582	16,582	16,582	14,530	14,530

Over 12 Months % Total Cost

12.6	14.0	13.6	14.2	14.0	15.2	12.0	11.0	10.9	7.6	8.9	8.9	8.9	11.1	11.1
Parts Pieces														
14	17	15	16	14	12	13	13	13	13	15	15	15	12	12
15	18	45	16	14	12	36	25	15	15	15	15	15	18	18
2,205	4,191	1,611	2,421	734	367	835	673	3,153	1,404	1,256	1,256	1,256	1,570	1,570

Non-Stk	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
Parts Pieces Cost	407 776 37,298	407 764 36,456	431 796 39,136	444 851 41,647	441 880 42,200	453 920 42,962	447 935 39,039	444 910 39,215	453 866 38,363	393 769 30,019	390 775 32,061			392 770 34,865

**** Inventory ****

Turnover Months Supply	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
Closing Inventory	6	7	3	4	3	3	2	3	3	3	4	4	125	5
Parts Pieces Cost	36	66	7	4	1	-27	4	6	9	8	6	6	125	12
Active	1,033	1,937	83	12	-21	-27	52	80	154	145	131	131	131	309
Parts Pieces Cost	3	3	2	3	2	-3	1	1	4	3	2	2	11	1
Non-Stock	3	4	1	1	1	1	1	2	2	2	2	2	2	1
Parts Pieces Cost	12	31	3	3	3	3	4	5	5	5	5	5	5	7
Total Purchases Regular Ord	324	1,254	104	104	104	104	112	120	120	120	120	120	120	225

**** Activity ****

Sales (at cost)	1,383	1,552	484	845	636	5,483	991	438	1,488	5,494	125	5	18,924	1,577
Shop Counter	712	1,378	403	840	556	5,160	902	433	936	5,494	125	5	16,944	1,412
Lost Sale	670	174	81	5	79	323	89	5	552				1,978	164
Total Purchases Regular Ord							63	63					126	10

**** Stock Order ****

Suggested	1	1	1	2	2	1	1	1	2		1	1		4
Parts Pieces Cost	16	9	4	13	11	2	3	2	123		6	1		5
Adjustments	254	45	247	235	225	123	185	123			30			122
Parts Pieces Cost	50	255	1	2	2	4	1	2	2			5		22
Adjustments	115	115	123			189	61		123			1		51

	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
Closing Inventory	6	7	3	4	3	3	2	3	3	3	4	4		3
Parts Pieces Cost	36	66	7	4	1	3	4	6	9	8	6	6		12
	1,033	1,937	83	12	-21	-27	52	80	154	145	131	131		309

**** Aging ****

Sold Last 3 Months	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
% Total Cost	932.4	540.2	8,110.8	11,991.6	-13,938.0	-11,729.6	2,001.9	1,902.5	89.6	106.2	839.6			70.6
ALL	1	1	1	1	1	1	1	1	1	1	1			1
Parts Pieces Cost	589	557	110	155	217	173	24	32	17	19	221			176
Non-Stk	9,632	10,465	6,732	1,439	2,927	3,167	1,021	1,522	138	154	1,100			3,191
Parts Pieces Cost							1	2						1

6 Months % Total Cost Non-Stk	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
% Total Cost	31.3	5.3	125.3	866.6	-495.2	-385.1	200.0	130.0	67.5	71.7	79.3			58.0
Parts Pieces Cost	3	1	1	1	1	1	1	1	1	1	1			1
Non-Stk	12	3	3	3	3	3	3	3	3	3	3			3
Parts Pieces Cost	324	104	104	104	104	104	104	104	104	104	104			113

Over 12 Months % Total Cost Non-Stk	Dec	Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sep	Oct	Nov	Total	Avg.
% Total Cost	31.3	5.3	125.3	866.6	-495.2	-385.1	200.0	130.0	67.5	71.7	79.3			58.0
Parts Pieces Cost	3	1	1	1	1	1	1	1	1	1	1			1
Non-Stk	12	3	3	3	3	3	3	3	3	3	3			3
Parts Pieces Cost	324	104	104	104	104	104	104	104	104	104	104			113