

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	6803	85.3%	11580	323475.82	66.4%	3153395.07
AUTOMATIC PHASEOUT (AP) PARTS	458	5.7%	577	63053.14	12.9%	498713.06
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	606	7.6%	840	93635.38	19.2%	951550.14
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	101	1.4%	192	6605.81	1.5%	85897.43
TOTAL COST OF SALES	7968	100.0%	13189	486770.15	100.0%	4689555.70
LOST SALES (MEMO)	3		3	302.89		14153.94
CREDIT/RETURNS (MEMO)	183		220	19392.63		184675.00
UNUSUAL SALES (MEMO)	325		1930	70837.30		633140.05

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2467	21.5%	16302	324034.76	63.4%
AUTOMATIC PHASEOUT (AP) PARTS	2153	18.8%	3390	135838.39	26.6%
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	6798	59.5%	1320	50064.89	9.8%
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	4	0.2%	6	710.26	0.2%
TOTAL INVESTMENT	11422	100.0%	21018	510648.30	100.0%
DIRTY CORE INVENTORY	27		416	27960.00	
NEW CORE INVENTORY	8		32	1945.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2431	21.2%	21.2%	261835.26	51.2	51.2%
1-3 MONTHS	3460	30.2%	51.4%	141491.83	27.7	78.9%
4-6 MONTHS	2279	19.9%	71.3%	58165.87	11.3	90.2%
7-9 MONTHS	1579	13.8%	85.1%	35752.30	7.0	97.2%
10-12 MONTHS	987	8.6%	93.7%	12880.99	2.5	99.7%
13-24 MONTHS	150	1.3%	95.0%	401.61	0.0	99.7%
25 MONTHS OR MORE	536	5.0%	100.0%	120.44	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	522	50.9%	2128	154817.33	66.5%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	168	16.4%	904	37726.30	16.2%	
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	144	14.0%	180	17472.33	7.5%	
CUSTOMER ORDER - BACKORDER	6	0.5%	7	140.49	0.0%	
CUSTOMER ORDER - CROSS SHIP	184	17.9%	242	22567.50	9.6%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	1024	100.0%	3461	232723.95	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2091	60.5%	8711	267011.64	54.8%	2611119.62
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-41.31
STOCK ORDER - CROSS SHIP	-2	0.0%	-120	-595.44	0.0%	-14453.38
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	1372	39.7%	1712	220688.33	45.3%	2434302.26
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-516.04
CUSTOMER ORDER - CROSS SHIP	-10	0.0%	-6	-355.51	0.0%	-12681.09
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	3451	100.0%	10297	486749.02	100.0%	5017730.06
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1474	44.9%	6202	191763.58	41.4%	1984276.99
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	13964.81
STOCK ORDER - CROSS SHIP	396	12.0%	1717	45836.77	9.9%	305411.36
SUPPLEMENTAL ORDER	0	0.0%	0	0.00	0.0%	27.63
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	1019	31.0%	1259	174180.16	37.6%	1865570.04
CUSTOMER ORDER - BACKORDER	3	0.0%	3	533.56	0.1%	22964.56
CUSTOMER ORDER - CROSS SHIP	264	8.0%	337	43053.26	9.3%	430458.67
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	125	4.1%	230	7307.47	1.7%	101987.90
TOTAL RECEIPTS	3281	100.0%	9748	462674.80	100.0%	4724661.96
PURCHASES DISCOUNT	216		502	3221.60		49719.26

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	654	10	251.82	4476.41
DELETED PARTS	919	0	0.00	-322.65
MINUS ADJUSTMENTS	128	-207	-18825.33	-308358.47
PLUS ADJUSTMENTS	77	877	17064.60	261941.25
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	31332.51
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	614	85	7176.20	8782.27
COST PRICE ADJUSTMENTS	304	232	-6836.12	-44883.50
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2696	997	-1168.83	-47032.18

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	6261	5241	15906.16	29101.14
APPRECIATION - MANUAL UPDATE	20	105	-601.59	1953.96
TOTAL APPRECIATION	6281	5346	15304.57	31055.10
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	153.78
TOTAL FIRST PRICING	0	0	0.00	153.78
TOTAL APPRECIATION/FIRST PRICING	6281	5346	15304.57	31208.88

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	11712	23694	517386.31	441218.19
CLOSING INVENTORY	11422	21018	510648.30	510648.30
PERCENT OF CHANGE	-2.4%	-11.2%	-1.2%	15.7%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	7725	0	0.00
NO COST	14	1	0.00
NO FACTORY RECORD	207	3526	33239.54
NO SERVICE	0	0	0.00
MINUS ON HAND	71	-145	-11187.13
PHASED IN	476	681	35770.49
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1278	1008	50011.66

BUSINESS RATIOS	
LEVEL OF SERVICE	99.6%
STOCK ORDER PERFORMANCE	55.6%
GROSS TURNOVER RATE	11.6
TRUE TURNOVER RATE	5.6