



SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	91	20.3%	324	15754.02	15.5%
STOCK ORDER - BACKORDER	100	22.3%	145	19553.73	19.2%
STOCK ORDER - CROSS SHIP	23	5.1%	62	1470.79	1.4%
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	83	18.5%	117	26598.08	26.1%
CUSTOMER ORDER - BACKORDER	125	27.9%	136	32594.55	32.1%
CUSTOMER ORDER - CROSS SHIP	26	5.8%	28	5557.02	5.4%
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%
OTHER ORDERS	0	0.1%	0	0.00	0.3%
TOTAL OUTSTANDING ORDERS	448	100.0%	812	101528.19	100.0%
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%
STOCK ORDER	2419	62.9%	9481	355150.78	59.7%
STOCK ORDER - BACKORDER	0	0.0%	0	-476.72	0.0%
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	1420	36.9%	1835	245092.20	41.2%
CUSTOMER ORDER - BACKORDER	-1	0.0%	-15	-6154.66	0.0%
CUSTOMER ORDER - CROSS SHIP	3	0.0%	3	753.13	0.1%
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%
OTHER ORDERS	0	0.2%	0	0.00	0.0%
TOTAL PROCESSED ORDERS	3841	100.0%	11299	594364.73	100.0%
FORCED ORDERS	0		0	0.00	
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%
STOCK ORDER	2399	56.5%	12980	371556.53	54.2%
STOCK ORDER - BACKORDER	118	2.7%	462	36402.66	5.3%
STOCK ORDER - CROSS SHIP	126	2.9%	1552	11657.76	1.7%
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	1149	27.0%	1670	151992.25	22.2%
CUSTOMER ORDER - BACKORDER	131	3.0%	134	66497.81	9.7%
CUSTOMER ORDER - CROSS SHIP	156	3.6%	203	27514.00	4.0%
EMERGENCY PURCHASES	14	0.3%	17	2219.11	0.3%
OTHER ORDERS	151	4.0%	208	16663.44	2.6%
TOTAL RECEIPTS	4244	100.0%	17226	684503.56	100.0%
PURCHASES DISCOUNT	26		54	1052.44	
YTD					
STOCK ORDER	3181347.21				
STOCK ORDER - BACKORDER	-2118.44				
STOCK ORDER - CROSS SHIP	-454.57				
SUPPLEMENTAL ORDER	0.00				
SUPPLEMENTAL ORDER - BACKORDER	0.00				
SUPPLEMENTAL ORDER - CROSS SHIP	0.00				
CUSTOMER ORDER	2429674.72				
CUSTOMER ORDER - BACKORDER	-26438.25				
CUSTOMER ORDER - CROSS SHIP	-1399.37				
EMERGENCY PURCHASES	0.00				
OTHER ORDERS	1822.23				
TOTAL PROCESSED ORDERS	5582433.53				
FORCED ORDERS	0.00				
RECEIPTS	9222.24				

MONTHLY ANALYSIS SUMMARY

ADDS/DELETES/ADJUSTS		PIECES		ADDS/DELETES/ADJUSTS		PIECES	
ADDED PARTS	693	0	0.00	ADDED PARTS	693	0	0.00
DELETED PARTS	846	-9	-32.57	DELETED PARTS	846	-9	-32.57
MINUS ADJUSTMENTS	110	-271	-20385.08	MINUS ADJUSTMENTS	110	-271	-20385.08
PLUS ADJUSTMENTS	166	1806	17469.90	PLUS ADJUSTMENTS	166	1806	17469.90
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00
RETURNED PARTS	241	-325	-27898.72	RETURNED PARTS	241	-325	-27898.72
RETURNED CORE PARTS	0	0	0.00	RETURNED CORE PARTS	0	0	0.00
NEGATIVE BALANCE ADJUSTMENTS	485	-44	1753.89	NEGATIVE BALANCE ADJUSTMENTS	485	-44	1753.89
COST PRICE ADJUSTMENTS	0	-911	-144.69	COST PRICE ADJUSTMENTS	0	-911	-144.69
INVENTORY REALLOCATION	0	0	0.00	INVENTORY REALLOCATION	0	0	0.00
TOTAL ADDS/DELETES/ADJUSTS	2541	246	-29237.27	TOTAL ADDS/DELETES/ADJUSTS	2541	246	-29237.27
APPRECIATION/FIRST PRICING		PIECES		APPRECIATION/FIRST PRICING		PIECES	
APPRECIATION - FACTORY MASTER UPDATE	154	102	520.70	APPRECIATION - FACTORY MASTER UPDATE	154	102	520.70
APPRECIATION - MANUAL UPDATE	2	6	4.20	APPRECIATION - MANUAL UPDATE	2	6	4.20
TOTAL APPRECIATION	156	108	524.90	TOTAL APPRECIATION	156	108	524.90
FIRST PRICING - FACTORY MASTER UPDATE	3	1	176.44	FIRST PRICING - FACTORY MASTER UPDATE	3	1	176.44
FIRST PRICING - MANUAL UPDATE	0	0	0.00	FIRST PRICING - MANUAL UPDATE	0	0	0.00
TOTAL FIRST PRICING	3	1	176.44	TOTAL FIRST PRICING	3	1	176.44
OPENING/CLOSING SUMMARY		PIECES		OPENING/CLOSING SUMMARY		PIECES	
OPENING INVENTORY	14588	22171	847551.80	OPENING INVENTORY	14588	22171	847551.80
CLOSING INVENTORY	14484	22988	830280.84	CLOSING INVENTORY	14484	22988	830280.84
PERCENT OF CHANGE	-0.6%	3.7%	-1.9%	PERCENT OF CHANGE	-0.6%	3.7%	-1.9%
MISCELLANEOUS		PIECES		MISCELLANEOUS		PIECES	
OUT OF STOCK	8681	0	0.00	OUT OF STOCK	8681	0	0.00
NO COST	39	1	0.00	NO COST	39	1	0.00
NO FACTORY RECORD	102	3851	18655.56	NO FACTORY RECORD	102	3851	18655.56
NO SERVICE	0	0	0.00	NO SERVICE	0	0	0.00
MINUS ON HAND	24	-48	-8452.76	MINUS ON HAND	24	-48	-8452.76
PHASED IN	98	42	307.08	PHASED IN	98	42	307.08
CONVERTED TO AUTOMATIC PHASEOUT (AP)	683	150	8281.53	CONVERTED TO AUTOMATIC PHASEOUT (AP)	683	150	8281.53
BUSINESS RATIOS		PIECES		BUSINESS RATIOS		PIECES	
LEVEL OF SERVICE	98.5%			LEVEL OF SERVICE	98.5%		
STOCK ORDER PERFORMANCE	48.1%			STOCK ORDER PERFORMANCE	48.1%		
GROSS TURNOVER RATE	11.1			GROSS TURNOVER RATE	11.1		
TRUE TURNOVER RATE	7.1			TRUE TURNOVER RATE	7.1		
OPENING/CLOSING SUMMARY		PIECES		OPENING/CLOSING SUMMARY		PIECES	
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TOTAL FIRST PRICING	3	1	176.44	TOTAL FIRST PRICING	3	1	176.44
TOTAL APPRECIATION/FIRST PRICING	159	109	701.34	TOTAL APPRECIATION/FIRST PRICING	159	109	701.34
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