

## SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4964	77.9%	10461	312277.13	58.7%	3765789.71
AUTOMATIC PHASEOUT (AP) PARTS	384	6.0%	468	54474.26	10.2%	613017.57
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	130.35
MANUAL ORDER (MO) PARTS	56	0.8%	583	4543.53	0.8%	51589.29
NON-STOCK (NS) PARTS	729	11.4%	1013	134274.96	25.2%	1652399.12
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%	-3619.16
SOLD NOT STOCKED	238	3.9%	259	26215.21	5.1%	288906.68
TOTAL COST OF SALES	6371	100.0%	12784	531785.09	100.0%	6368213.56
LOST SALES (MEMO)	118		164	21847.85		139859.16
CREDIT/RETURNS (MEMO)	176		224	18349.65		260027.61
UNUSUAL SALES (MEMO)	3		30	33.30		322.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	6490	24.1%	16612	768986.32	57.5%	
AUTOMATIC PHASEOUT (AP) PARTS	8301	30.9%	9670	423894.90	31.7%	
DEALER PHASEOUT (DP) PARTS	2	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	7	0.0%	1457	10076.07	0.7%	
NON-STOCK (NS) PARTS	12037	44.8%	1802	132699.38	9.9%	
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	1	0.2%	1	856.80	0.2%	
TOTAL INVESTMENT	26838	100.0%	29542	1336513.47	100.0%	
DIRTY CORE INVENTORY	449		1046	122896.30		
NEW CORE INVENTORY	501		657	50544.55		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3942	14.6%	14.6%	304150.81	22.7	22.7%
1-3 MONTHS	7050	26.2%	40.8%	399507.46	29.8	52.5%
4-6 MONTHS	4690	17.4%	58.2%	238078.34	17.8	70.3%
7-9 MONTHS	3735	13.9%	72.1%	180522.58	13.5	83.8%
10-12 MONTHS	2617	9.7%	81.8%	102536.11	7.6	91.4%
13-24 MONTHS	950	3.5%	85.3%	91176.71	6.8	98.2%
25 MONTHS OR MORE	3854	14.7%	100.0%	20541.46	1.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	200	19.2%	407	18011.47	7.9%	
STOCK ORDER - BACKORDER	461	44.3%	519	111358.06	49.2%	
STOCK ORDER - CROSS SHIP	133	12.8%	256	19754.47	8.7%	
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	85	8.1%	94	11161.85	4.9%	
CUSTOMER ORDER - BACKORDER	98	9.4%	103	48568.84	21.4%	
CUSTOMER ORDER - CROSS SHIP	62	5.9%	75	17277.99	7.6%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	1039	100.0%	1454	226132.68	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2688	72.5%	4548	267511.95	66.0%	3140174.61
STOCK ORDER - BACKORDER	-29	0.0%	-5	-1297.98	0.0%	-111565.62
STOCK ORDER - CROSS SHIP	-2	0.0%	0	0.00	0.0%	-6838.07
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	1050	28.3%	1185	138769.06	34.2%	1605700.67
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-6003.41
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-688.30
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.0%	0	0.00	0.0%	-1309.20
TOTAL PROCESSED ORDERS	3707	100.0%	5728	404983.03	100.0%	4619470.68
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2256	49.8%	6108	191599.60	35.4%	2158019.66
STOCK ORDER - BACKORDER	51	1.1%	85	8873.13	1.6%	64737.57
STOCK ORDER - CROSS SHIP	350	7.7%	573	60738.30	11.2%	854305.11
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	676	14.9%	962	68333.05	12.6%	713447.13
CUSTOMER ORDER - BACKORDER	48	1.0%	53	9920.44	1.8%	104432.73
CUSTOMER ORDER - CROSS SHIP	226	4.9%	303	54676.58	10.1%	752821.44
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	916	20.6%	4852	146264.14	27.3%	1783652.15
TOTAL RECEIPTS	4523	100.0%	12936	540405.24	100.0%	6431415.79
PURCHASES DISCOUNT	393		550	8120.15		38421.59

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	2382	0	0.00	185.03
DELETED PARTS	2437	185	16444.57	167630.95
MINUS ADJUSTMENTS	93	-2024	-19849.03	-174403.72
PLUS ADJUSTMENTS	171	1077	29138.77	163710.50
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1471	3	5866.70	14355.59
COST PRICE ADJUSTMENTS	467	604	-7435.25	-41432.19
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	7021	-155	24165.76	130046.16

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	471	392	2116.78	129404.69
APPRECIATION - MANUAL UPDATE	2	3	9.78	580.22
TOTAL APPRECIATION	473	395	2126.56	129984.91
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	190.28
TOTAL FIRST PRICING	0	0	0.00	190.28
TOTAL APPRECIATION/FIRST PRICING	473	395	2126.56	130175.19

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	26952	28413	1324796.10	1354435.63
CLOSING INVENTORY	26838	29542	1336513.47	1336513.47
PERCENT OF CHANGE	-0.3%	4.0%	0.9%	-1.2%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	13158	0	0.00
NO COST	65	1	0.00
NO FACTORY RECORD	374	411	13652.56
NO SERVICE	54	17	3541.63
MINUS ON HAND	146	-191	-51372.31
PHASED IN	369	923	29075.49
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1383	1231	63271.46

BUSINESS RATIOS	
LEVEL OF SERVICE	97.8%
STOCK ORDER PERFORMANCE	49.3%
GROSS TURNOVER RATE	5.2
TRUE TURNOVER RATE	2.6