

Inventory Balance - By Stock Status	Total	9246	100.0%	42684.23	100.0%	\$ 372,807.38	100.0%
Inventory Balance - By Stock Status	Obsolete	1711	18.5%	13350	31.3%	\$ 68,846.97	18.5%
Inventory Balance - By Stock Status	Stocked	1931	20.9%	26877.23	63.0%	\$ 189,854.68	50.9%
Inventory Balance - By Stock Status	Watched	5604	60.6%	2457	5.8%	\$ 114,105.73	30.6%
Inventory Balance - By Part Type	Total	9246	100.0%	42684.23	100.0%	\$ 372,807.38	100.0%
Inventory Balance - By Part Type	Core	911	9.9%	203	0.5%	\$ 50,831.00	13.6%
Inventory Balance - By Part Type	Kit	1	0.0%	0	0.0%	\$ -	0.0%
Inventory Balance - By Part Type	Normal	7900	85.4%	42219.23	98.9%	\$ 258,134.62	69.2%
Inventory Balance - By Part Type	Reman	434	4.7%	262	0.6%	\$ 63,841.76	17.1%
Core Charges	Total	911	100.0%	262	100.0%	\$ 32,139.50	100.0%
Inventory Movement - Sales	Total	9246	100.0%	42684.23	100.0%	\$ 372,807.38	100.0%
Inventory Movement - Sales	0 to 3 Months	1505	16.3%	20126.23	47.2%	\$ 136,250.84	36.5%
Inventory Movement - Sales	4 to 6 Months	1543	16.7%	6090	14.3%	\$ 52,232.09	14.0%
Inventory Movement - Sales	7 to 12 Months	3171	34.3%	6707	15.7%	\$ 85,750.67	23.0%
Inventory Movement - Sales	Over 12 Months	2152	23.3%	9183	21.5%	\$ 81,363.97	21.8%
Inventory Movement - Sales	Sales - Other	875	9.5%	578	1.4%	\$ 17,209.81	4.6%
Inventory Movement - Receipts	Total	9246	100.0%	42684.23	100.0%	\$ 372,807.38	100.0%
Inventory Movement - Receipts	0 to 3 Months	1002	10.8%	6624.23	15.5%	\$ 100,054.59	26.8%
Inventory Movement - Receipts	4 to 6 Months	1477	16.0%	2429	5.7%	\$ 56,209.01	15.1%
Inventory Movement - Receipts	7 to 12 Months	2997	32.4%	4326	10.1%	\$ 81,910.42	22.0%
Inventory Movement - Receipts	Over 12 Months	2858	30.9%	28619	67.0%	\$ 113,235.66	30.4%
Inventory Movement - Receipts	Sales - Other	912	9.9%	686	1.6%	\$ 21,397.70	5.7%
Purchase Orders - Open	Total	239	100.0%	1382	100.0%	\$ 56,803.65	100.0%
Purchase Orders - Open	AUTOCAR EMERGENCY	1	0.4%	1	0.1%	\$ 26.99	0.0%
Purchase Orders - Open	CUMMINS STOCK	3	1.3%	3	0.2%	\$ 94.59	0.2%
Purchase Orders - Open	DAILY STOCK ORDER	39	16.3%	334	24.2%	\$ 7,891.74	13.9%
Purchase Orders - Open	DIRTY CORE RETURN	5	2.1%	-4	-0.3%	\$ (2,400.00)	-4.2%
Purchase Orders - Open	FUSO STOCK	6	2.5%	6	0.4%	\$ 899.99	1.6%
Purchase Orders - Open	HINO EMERGENCY	1	0.4%	1	0.1%	\$ 194.86	0.3%
Purchase Orders - Open	HINO PARTSEYE	1	0.4%	1	0.1%	\$ 194.86	0.3%
Purchase Orders - Open	K SOURCE STOCK	5	2.1%	19	1.4%	\$ 826.89	1.5%
Purchase Orders - Open	LPA	121	50.6%	449	32.5%	\$ 18,007.40	31.7%
Purchase Orders - Open	RETURN	2	0.8%	-3	-0.2%	\$ (471.15)	-0.8%
Purchase Orders - Open	VOLVO EMERGENCY	20	8.4%	45	3.3%	\$ 14,817.78	26.1%
Purchase Orders - Open	VOLVO STOCK	29	12.1%	524	37.9%	\$ 13,494.01	23.8%
Purchase Orders - Open	VOLVO VOR	6	2.5%	6	0.4%	\$ 3,225.69	5.7%
Purchase Orders - Closed	Total	1009	100.0%	5171.23	100.0%	\$ 188,418.85	100.0%
Purchase Orders - Closed	ALLISON STOCK	1	0.1%	1	0.0%	\$ 6.91	0.0%
Purchase Orders - Closed	AUTOCAR EMERGENCY	7	0.7%	8	0.2%	\$ 251.27	0.1%
Purchase Orders - Closed	AUTOCAR STOCK	2	0.2%	5	0.1%	\$ 549.33	0.3%
Purchase Orders - Closed	CUMMINS EMERGENCY	44	4.4%	92	1.8%	\$ 9,894.22	5.3%
Purchase Orders - Closed	CUMMINS STOCK	15	1.5%	24	0.5%	\$ 2,670.68	1.4%
Purchase Orders - Closed	DAILY STOCK ORDER	136	13.5%	1347.23	26.1%	\$ 28,868.87	15.3%
Purchase Orders - Closed	DIRTY CORE RETURN	21	2.1%	-36	-0.7%	\$ (14,000.00)	-7.4%
Purchase Orders - Closed	HINO EMERGENCY	11	1.1%	11	0.2%	\$ 4,940.53	2.6%
Purchase Orders - Closed	HINO PARTSEYE	38	3.8%	134	2.6%	\$ 9,398.96	5.0%
Purchase Orders - Closed	HINO STOCK	4	0.4%	4	0.1%	\$ 2,052.72	1.1%
Purchase Orders - Closed	K SOURCE EMERGENCY	1	0.1%	1	0.0%	\$ 13.17	0.0%
Purchase Orders - Closed	K SOURCE STOCK	18	1.8%	26	0.5%	\$ 7,902.49	4.2%
Purchase Orders - Closed	LOCAL PURCHASE	6	0.6%	23	0.4%	\$ 891.93	0.5%
Purchase Orders - Closed	LPA	510	50.5%	1746	33.8%	\$ 88,156.76	46.8%
Purchase Orders - Closed	RETURN	9	0.9%	-37	-0.7%	\$ (1,568.47)	-0.8%
Purchase Orders - Closed	VOLVO EMERGENCY	114	11.3%	414	8.0%	\$ 33,817.25	17.9%
Purchase Orders - Closed	VOLVO STOCK	52	5.2%	1387	26.8%	\$ 11,551.27	6.1%
Purchase Orders - Closed	VOLVO VOR	20	2.0%	21	0.4%	\$ 3,020.96	1.6%
Purchase Orders - Receipts	Total	0	100.0%	0	100.0%	\$ 0.00	100.0%
Gross Sales - Front Counter	Total	829	100.0%	2028	100.0%	\$ 151,738.37	100.0%
Gross Sales - Front Counter	RETAIL - CUSTOMER PAY	352	42.5%	802	39.5%	\$ 68,809.88	45.3%
Gross Sales - Front Counter	INTERNAL	56	6.8%	161	7.9%	\$ 695.80	0.5%
Gross Sales - Front Counter	RETAIL IBS	421	50.8%	1065	52.5%	\$ 82,232.69	54.2%
Gross Sales - Back Counter	Total	2017	100.0%	6066	100.0%	\$ 253,443.28	100.0%
Gross Sales - Back Counter	OTHER RETAIL IBS	560	27.8%	2025	33.4%	\$ 51,239.16	20.2%
Gross Sales - Back Counter	SERVICE INTERNAL	38	1.9%	194	3.2%	\$ 1,604.79	0.6%
Gross Sales - Back Counter	SERVICE INTERNAL - LEASE	450	22.3%	1110	18.3%	\$ 32,003.15	12.6%
Gross Sales - Back Counter	SERVICE INTERNAL - NEW	53	2.6%	98	1.6%	\$ 488.04	0.2%
Gross Sales - Back Counter	SERVICE INTERNAL - USED	42	2.1%	55	0.9%	\$ 2,269.16	0.9%
Gross Sales - Back Counter	SERVICE RETAIL - MACK	57	2.8%	324	5.3%	\$ 7,296.80	2.9%
Gross Sales - Back Counter	SERVICE RETAIL - VOLVO	115	5.7%	288	4.7%	\$ 14,545.19	5.7%
Gross Sales - Back Counter	SERVICE RETAIL - OTHER	21	1.0%	42	0.7%	\$ 13,451.21	5.3%
Gross Sales - Back Counter	TRAILER RETAIL IBS	56	2.8%	239	3.9%	\$ 3,802.29	1.5%
Gross Sales - Back Counter	VOLVO RETAIL IBS	175	8.7%	547	9.0%	\$ 19,352.04	7.6%
Gross Sales - Back Counter	WARRANTY - CUMMINS	10	0.5%	14	0.2%	\$ 10,491.57	4.1%
Gross Sales - Back Counter	WARRANTY - HINO	19	0.9%	46	0.8%	\$ 5,245.58	2.1%
Gross Sales - Back Counter	WARRANTY - MACK	15	0.7%	42	0.7%	\$ 2,316.80	0.9%
Gross Sales - Back Counter	WARRANTY - OTHER	20	1.0%	83	1.4%	\$ 2,937.99	1.2%
Gross Sales - Back Counter	WARRANTY - VOLVO	386	19.1%	959	15.8%	\$ 86,399.51	34.1%
Lost Sales	Total	1	100.0%	20	100.0%	\$ 7,314.80	100.0%
Return Sales - Front Counter (credit)	Total	137	100.0%	-209	100.0%	\$ (51,711.33)	100.0%
Return Sales - Front Counter (credit)	RETAIL - CUSTOMER PAY	67	48.9%	-88	42.1%	\$ (28,995.98)	56.1%
Return Sales - Front Counter (credit)	RETAIL IBS	52	38.0%	-98	46.9%	\$ (12,180.81)	23.6%
Return Sales - Front Counter (credit)	SALES TO LEASING	1	0.7%	-1	0.5%	\$ (29.54)	0.1%
Return Sales - Front Counter (credit)	WARRANTY	17	12.4%	-22	10.5%	\$ (10,505.00)	20.3%

Return Sales - Back Counter (credit)	Total	100	100.0%	-221	100.0%	\$ (21,998.72)	100.0%
Return Sales - Back Counter (credit)	OTHER RETAIL IBS	19	19.0%	-72	32.6%	\$ (4,930.01)	22.4%
Return Sales - Back Counter (credit)	SERVICE INTERNAL	1	1.0%	-1	0.5%	\$ (742.50)	3.4%
Return Sales - Back Counter (credit)	SERVICE INTERNAL - LEASE	13	13.0%	-38	17.2%	\$ (1,924.00)	8.7%
Return Sales - Back Counter (credit)	SERVICE INTERNAL - USED	20	20.0%	-20	9.0%	\$ (80.57)	0.4%
Return Sales - Back Counter (credit)	SERVICE RETAIL - MACK	1	1.0%	-1	0.5%	\$ (1,300.00)	5.9%
Return Sales - Back Counter (credit)	SERVICE RETAIL - VOLO	5	5.0%	-11	5.0%	\$ (780.46)	3.5%
Return Sales - Back Counter (credit)	SERVICE RETAIL- OTHER	3	3.0%	-4	1.8%	\$ (3,276.00)	14.9%
Return Sales - Back Counter (credit)	TRAILER RETAIL IBS	1	1.0%	-4	1.8%	\$ (187.20)	0.9%
Return Sales - Back Counter (credit)	VOLVO RETAIL IBS	3	3.0%	-6	2.7%	\$ (2,646.80)	12.0%
Return Sales - Back Counter (credit)	WARRANTY - VOLVO	34	34.0%	-64	29.0%	\$ (6,131.18)	27.9%
Parts - Misc - No Location	Total	2	100.0%	2	100.0%	\$ 424.84	100.0%
Parts - Misc - No Cost	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - Reman No Core Charge	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Front Counter Sold	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Back Counter Sold	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts - Misc - N/Stk Parts - Purchase	Total	0	100.0%	0	100.0%	\$ -	100.0%
Parts Added	Total	842	100.0%	539	100.0%	\$ 8,654.19	100.0%
Parts Deleted	Total	5005	100.0%	0	100.0%	\$ -	100.0%