

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	63	79.7%	191	1396.78	32.2%	204172.00
AUTOMATIC PHASEOUT (AP) PARTS	3	3.7%	4	228.63	5.2%	69273.94
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	13	16.4%	20	2705.20	62.4%	214828.23
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%	1751.71
SOLD NOT STOCKED	0	0.2%	0	0.00	0.2%	1956.10
TOTAL COST OF SALES	79	100.0%	215	4330.61	100.0%	491981.98
LOST SALES (MEMO)	0		0	0.00		179.86
CREDIT/RETURNS (MEMO)	0		0	0.00		9526.71
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1854	18.6%	11845	210388.28	48.6%
AUTOMATIC PHASEOUT (AP) PARTS	1986	19.9%	2502	123221.50	28.4%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	216	2808.00	0.6%
NON-STOCK (NS) PARTS	6101	61.2%	1329	96285.12	22.2%
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	11	0.3%	5	179.01	0.2%
TOTAL INVESTMENT	9953	100.0%	15897	432881.91	100.0%
DIRTY CORE INVENTORY	250		339	87858.00	
NEW CORE INVENTORY	77		90	22160.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1635	16.4%	16.4%	123356.87	28.4	28.4%
1-3 MONTHS	2553	25.6%	42.0%	110587.29	25.5	53.9%
4-6 MONTHS	1610	16.1%	58.1%	55888.85	12.9	66.8%
7-9 MONTHS	1066	10.7%	68.8%	43139.93	9.9	76.7%
10-12 MONTHS	959	9.6%	78.4%	25138.74	5.8	82.5%
13-24 MONTHS	1894	19.0%	97.4%	67560.09	15.6	98.1%
25 MONTHS OR MORE	236	2.6%	100.0%	7210.14	1.9	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	159	64.6%	292	21536.20	57.1%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	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	87	35.3%	119	16168.92	42.8%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	246	100.0%	411	37705.12	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	45	100.0%	79	2196.04	100.0%	160936.40
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	0	0.0%	0	0.00	0.0%	149139.90
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	45	100.0%	79	2196.04	100.0%	310076.30
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	20	46.5%	56	1232.90	49.4%	142012.17
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
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	23	53.4%	72	1261.52	50.5%	142995.17
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	2047.86
TOTAL RECEIPTS	43	100.0%	128	2494.42	100.0%	287055.20
PURCHASES DISCOUNT	1		1	1.18		665.18

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	272	0	0.00	2678.54
DELETED PARTS	0	0	0.00	0.00
MINUS ADJUSTMENTS	1	-1	-24.21	-26804.03
PLUS ADJUSTMENTS	2	2	267.82	291901.74
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-4186.36
RETURNED PARTS	0	0	0.00	-40495.89
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	18	-13	1152.53	-13073.29
COST PRICE ADJUSTMENTS	0	-42	0.00	-2014.69
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	293	-54	1396.14	208006.02

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	386	741	1197.60	9156.99
APPRECIATION - MANUAL UPDATE	0	0	0.00	2188.47
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TOTAL APPRECIATION	386	741	1197.60	11345.46
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	508.54
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TOTAL FIRST PRICING	0	0	0.00	508.54
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TOTAL APPRECIATION/FIRST PRICING	386	741	1197.60	11854.00

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	9690	15996	432123.18	417283.49
CLOSING INVENTORY	9953	15897	432881.91	432881.91
PERCENT OF CHANGE	2.7%	-0.5%	0.2%	3.7%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	6413	0	0.00
NO COST	169	5	0.00
NO FACTORY RECORD	223	283	13257.44
NO SERVICE	24	50	864.00
MINUS ON HAND	53	-70	-9243.14
PHASED IN	0	0	0.00
CONVERTED TO AUTOMATIC PHASEOUT (AP)	0	0	0.00

BUSINESS RATIOS	
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LEVEL OF SERVICE	99.9%
STOCK ORDER PERFORMANCE	32.7%
GROSS TURNOVER RATE	4.2
TRUE TURNOVER RATE	1.0