

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4062	89.3%	7316	118341.68	69.9%	314799.61
AUTOMATIC PHASEOUT (AP) PARTS	49	1.0%	77	3560.74	2.1%	16209.87
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	102	2.2%	102	229.50	0.1%	1005.75
NON-STOCK (NS) PARTS	334	7.3%	490	46820.71	27.6%	141602.97
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	1	0.2%	1	120.90	0.3%	182.81
TOTAL COST OF SALES	4548	100.0%	7986	169073.53	100.0%	473801.01
LOST SALES (MEMO)	97		145	10762.59		15997.26
CREDIT/RETURNS (MEMO)	28		35	2506.85		7169.56
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1135	21.5%	11569	158381.13	85.1%
AUTOMATIC PHASEOUT (AP) PARTS	658	12.5%	1386	16144.99	8.6%
DEALER PHASEOUT (DP) PARTS	9	0.1%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	1	0.0%	461	1037.25	0.5%
NON-STOCK (NS) PARTS	3455	65.6%	152	10375.52	5.5%
NO PHASEOUT (NP) PARTS	1	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	0	0.3%	0	0.00	0.3%
TOTAL INVESTMENT	5259	100.0%	13568	185938.89	100.0%
DIRTY CORE INVENTORY	6		14	415.00	
NEW CORE INVENTORY	13		70	1311.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	902	17.1%	17.1%	126157.99	67.8	67.8%
1-3 MONTHS	1600	30.4%	47.5%	41694.83	22.4	90.2%
4-6 MONTHS	1200	22.8%	70.3%	5857.11	3.1	93.3%
7-9 MONTHS	700	13.3%	83.6%	3533.44	1.9	95.2%
10-12 MONTHS	685	13.0%	96.6%	6988.70	3.7	98.9%
13-24 MONTHS	58	1.1%	97.7%	1706.82	0.9	99.8%
25 MONTHS OR MORE	114	2.3%	100.0%	0.00	0.2	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	26	12.2%	179	11171.72	25.7%	
STOCK ORDER - BACKORDER	17	7.9%	69	3069.61	7.0%	
STOCK ORDER - CROSS SHIP	15	7.0%	280	5996.13	13.8%	
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	34	15.9%	39	4038.13	9.3%	
CUSTOMER ORDER - BACKORDER	82	38.4%	82	13144.73	30.2%	
CUSTOMER ORDER - CROSS SHIP	13	6.1%	14	2719.37	6.2%	
EMERGENCY PURCHASES	26	12.2%	137	3264.84	7.5%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	213	100.0%	800	43404.53	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	321	36.4%	2889	86872.80	59.2%	268749.09
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%	271.80
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	562	63.7%	628	65228.65	44.4%	172176.55
CUSTOMER ORDER - BACKORDER	0	0.0%	-7	-1097.83	0.0%	-2785.25
CUSTOMER ORDER - CROSS SHIP	2	0.2%	0	0.00	0.0%	0.00
EMERGENCY PURCHASES	-4	0.0%	-17	-4269.19	0.0%	-4728.20
OTHER ORDERS	0	0.0%	0	0.00	0.0%	416.56
TOTAL PROCESSED ORDERS	881	100.0%	3493	146734.43	100.0%	434100.55
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	271	27.7%	3763	75427.15	43.8%	246192.28
STOCK ORDER - BACKORDER	20	2.0%	85	6885.32	4.0%	15258.10
STOCK ORDER - CROSS SHIP	17	1.7%	544	11732.78	6.8%	27618.73
SUPPLEMENTAL ORDER	2	0.2%	2	198.00	0.1%	889.67
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%	87.00
CUSTOMER ORDER	569	58.2%	880	63493.01	36.9%	158966.57
CUSTOMER ORDER - BACKORDER	38	3.8%	39	5547.31	3.2%	17058.56
CUSTOMER ORDER - CROSS SHIP	50	5.1%	63	5822.06	3.3%	23784.20
EMERGENCY PURCHASES	6	0.6%	24	2336.62	1.3%	3710.83
OTHER ORDERS	4	0.7%	4	427.50	0.6%	1050.42
TOTAL RECEIPTS	977	100.0%	5404	171869.75	100.0%	494616.36
PURCHASES DISCOUNT	66		124	-220.42		-356.58

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	452	0	0.00	0.00
DELETED PARTS	343	0	0.00	0.00
MINUS ADJUSTMENTS	25	-116	-2503.73	-4174.27
PLUS ADJUSTMENTS	22	122	1299.31	3157.29
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	82	-108	-11289.38	-27527.03
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	406	0	0.58	234.57
COST PRICE ADJUSTMENTS	0	-377	9.84	45.87
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1330	-479	-12483.38	-28263.57
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	134	254	710.09	1507.67
APPRECIATION - MANUAL UPDATE	8	15	15.04	237.69
TOTAL APPRECIATION	142	269	725.13	1745.36
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	142	269	725.13	1745.36
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	5143	16252	195121.34	191998.33
CLOSING INVENTORY	5259	13568	185938.89	185938.89
PERCENT OF CHANGE	2.3%	-16.4%	-4.6%	-3.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	4604	0	0.00	
NO COST	7	0	0.00	
NO FACTORY RECORD	340	4406	19973.36	
NO SERVICE	1	0	0.00	
MINUS ON HAND	3	-4	-375.47	
PHASED IN	185	26	867.27	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	435	46	1796.10	
BUSINESS RATIOS				
LEVEL OF SERVICE	95.9%			
STOCK ORDER PERFORMANCE	56.7%			
GROSS TURNOVER RATE	8.7			
TRUE TURNOVER RATE	4.8			