

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7068	91.0%	16078	341828.15	68.4%	1059665.11
AUTOMATIC PHASEOUT (AP) PARTS	81	1.0%	94	15935.40	3.1%	45602.00
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	578	7.4%	771	138802.64	27.7%	388602.42
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	38	0.6%	57	3037.42	0.8%	5791.48
TOTAL COST OF SALES	7765	100.0%	17000	499603.61	100.0%	1499661.01
LOST SALES (MEMO)	831		831	189624.82		577565.75
CREDIT/RETURNS (MEMO)	113		144	19833.15		54452.34
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	4315	29.4%	19066	551070.51	71.6%
AUTOMATIC PHASEOUT (AP) PARTS	1125	7.6%	1462	144308.64	18.7%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	9210	62.8%	689	73545.39	9.5%
NO PHASEOUT (NP) PARTS	2	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	0	0.2%	0	0.00	0.2%
TOTAL INVESTMENT / INVENTORY	14653	100.0%	21217	768924.54	100.0%
DIRTY CORE INVENTORY	48		491	48781.00	
NEW CORE INVENTORY	27		152	11014.00	

Handwritten notes:
 PARTS THAT ARE HERE 5mo +
 NEEDS TO BE Below 10%
 still SOP in stock

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2739	18.6%	18.6%	287591.74	37.4	37.4%
1-3 MONTHS	4875	33.2%	51.8%	234344.42	30.4	67.8%
4-6 MONTHS	2570	17.5%	69.3%	124456.59	16.1	83.9%
7-9 MONTHS	1915	13.0%	82.3%	66588.40	8.6	92.5%
10-12 MONTHS	1562	10.6%	92.9%	48349.43	6.2	98.7%
13-24 MONTHS	974	6.6%	99.5%	7401.93	0.9	99.6%
25 MONTHS OR MORE	18	0.5%	100.0%	192.03	0.4	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	43	32.8%	121	4430.20	14.9%	
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
STOCK ORDER - CROSS SHIP	19	14.5%	57	7848.68	26.4%	
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	29	22.1%	30	4432.47	14.9%	
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	
CUSTOMER ORDER - CROSS SHIP	40	30.5%	47	12963.07	43.6%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.1%	0	0.00	0.2%	
TOTAL OUTSTANDING ORDERS	131	100.0%	255	29674.42	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1883	63.4%	8524	193945.64	50.4%	558341.05
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%	-473.54
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	1085	36.5%	1837	190714.40	49.5%	572030.69
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-204.00
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-1847.06
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	2968	100.0%	10361	384660.04	100.0%	1127847.14
FORCED ORDERS	11		87	2091.20		2091.20
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2192	60.5%	18259	305758.47	54.7%	871793.82
STOCK ORDER - BACKORDER	11	0.3%	155	5326.84	0.9%	5326.84
STOCK ORDER - CROSS SHIP	239	6.6%	1178	46385.14	8.3%	134248.01
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	971	26.8%	1675	151371.27	27.1%	626218.62
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	6101.52
CUSTOMER ORDER - CROSS SHIP	166	4.5%	194	45511.62	8.1%	130783.16
EMERGENCY PURCHASES	3	0.0%	10	779.05	0.1%	2696.28
OTHER ORDERS	38	1.3%	57	3037.42	0.8%	5791.48
TOTAL RECEIPTS	3620	100.0%	21528	558169.81	100.0%	1782959.73
PURCHASES DISCOUNT	1		1	-8.86		256.39