

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3214	89.0%	7240	130645.00	62.9%	522686.85
AUTOMATIC PHASEOUT (AP) PARTS	12	0.3%	14	1401.94	0.6%	5544.12
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	289	8.0%	475	66088.35	31.8%	332549.41
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	12	0.3%	12	268.47	0.1%	1879.75
SOLD NOT STOCKED	82	2.4%	82	9012.39	4.6%	39588.49
TOTAL COST OF SALES	3609	100.0%	7823	207416.15	100.0%	902250.62
LOST SALES (MEMO)	0		0	0.00		0.00
CREDIT/RETURNS (MEMO)	25		37	1371.68		8156.40
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	1658	37.8%	5738	187225.61	83.9%
AUTOMATIC PHASEOUT (AP) PARTS	94	2.1%	133	12721.07	5.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	2629	59.9%	205	22277.78	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	5	0.2%	10	765.02	0.5%
TOTAL INVESTMENT	4386	100.0%	6086	222989.48	100.0%
DIRTY CORE INVENTORY	6		6	3440.00	
NEW CORE INVENTORY	17		19	7270.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1072	24.4%	24.4%	99811.48	44.7	44.7%
1-3 MONTHS	1933	44.0%	68.4%	74902.66	33.5	78.2%
4-6 MONTHS	1254	28.5%	96.9%	32803.70	14.7	92.9%
7-9 MONTHS	127	2.8%	99.7%	15471.64	6.9	99.8%
10-12 MONTHS	0	0.0%	99.7%	0.00	0.0	99.8%
13-24 MONTHS	0	0.0%	99.7%	0.00	0.0	99.8%
25 MONTHS OR MORE	0	0.3%	100.0%	0.00	0.2	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	49	74.2%	223	3501.35	37.7%	
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	17	25.7%	17	5785.07	62.2%	
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	66	100.0%	240	9286.42	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	555	60.4%	2463	64387.39	57.3%	265652.50
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	363	39.5%	561	47804.03	42.6%	252865.96
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%	0.00
TOTAL PROCESSED ORDERS	918	100.0%	3024	112191.42	100.0%	518518.46
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	841	62.4%	7378	162672.73	71.5%	652512.36
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	392	29.1%	597	54004.06	23.7%	251204.28
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	114	8.5%	120	10701.59	4.8%	46915.94
TOTAL RECEIPTS	1347	100.0%	8095	227378.38	100.0%	950632.58
PURCHASES DISCOUNT	42		27	241.62		2869.72

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	496	0	0.00	0.00
DELETED PARTS	216	0	0.00	0.00
MINUS ADJUSTMENTS	5	-38	-961.20	-8029.60
PLUS ADJUSTMENTS	0	0	0.00	3329.20
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	274.84
RETURNED PARTS	112	-194	-13273.33	-45138.95
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	604	-2	-1972.84	-1737.72
COST PRICE ADJUSTMENTS	0	-674	-724.87	-5520.02
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1433	-908	-16932.24	-56822.25
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	3289	1626	3861.53	8677.16
APPRECIATION - MANUAL UPDATE	0	0	0.00	5.14
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TOTAL APPRECIATION	3289	1626	3861.53	8682.30
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	0	0	0.00	0.00
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TOTAL APPRECIATION/FIRST PRICING	3289	1626	3861.53	8682.30
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	4049	6048	215856.34	219373.64
CLOSING INVENTORY	4386	6086	222989.48	222989.48
PERCENT OF CHANGE	8.3%	0.6%	3.3%	1.6%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	3010	0	0.00	
NO COST	4	0	0.00	
NO FACTORY RECORD	20	1394	5410.84	
NO SERVICE	0	0	0.00	
MINUS ON HAND	8	-8	-1583.92	
PHASED IN	107	18	802.74	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	25	36	1684.92	
BUSINESS RATIOS				
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LEVEL OF SERVICE	100.0%			
STOCK ORDER PERFORMANCE	29.4%			
GROSS TURNOVER RATE	12.1			
TRUE TURNOVER RATE	8.5			