

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5303	72.3%	6880	250273.99	79.2%	1064582.99
AUTOMATIC PHASEOUT (AP) PARTS	395	5.3%	873	31057.12	9.8%	123205.34
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1351	18.4%	1452	3358.39	1.0%	16100.08
NON-STOCK (NS) PARTS	124	1.6%	163	22242.90	7.0%	106646.38
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	2	0.0%	2	89.71	0.0%	624.02
SOLD NOT STOCKED	155	2.4%	208	8922.66	3.0%	26941.02
TOTAL COST OF SALES	7330	100.0%	9578	315944.77	100.0%	1338099.83

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	5217	46.7%	16638	307570.23	51.4%
AUTOMATIC PHASEOUT (AP) PARTS	3017	27.0%	9648	224527.17	37.5%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	56	0.5%	8284	25686.11	4.2%
NON-STOCK (NS) PARTS	2858	25.6%	502	39862.76	6.6%
NO PHASEOUT (NP) PARTS	4	0.0%	1	96.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	3	0.2%	3	275.62	0.3%
TOTAL INVESTMENT	11155	100.0%	35076	598017.89	100.0%

ACTIVITY	PARTS	PARTS%	ACCUM PARTS	EXT VALUE	VALUE%	ACCUM VALUE%
DIRTY CORE INVENTORY	45		374	22620.00		
NEW CORE INVENTORY	64		76	24608.00		
CURRENT	2271	20.3%	20.3%	225868.22	37.7	37.7%
1-3 MONTHS	3607	32.3%	52.6%	140919.72	23.5	61.2%
4-6 MONTHS	2486	22.2%	74.8%	74950.92	12.5	73.7%
7-9 MONTHS	1803	16.1%	90.9%	54005.68	9.0	82.7%
10-12 MONTHS	363	3.2%	94.1%	39478.85	6.6	89.3%
13-24 MONTHS	564	5.0%	99.1%	55459.93	9.2	98.5%
25 MONTHS OR MORE	61	0.9%	100.0%	7334.57	1.5	100.0%

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	YTD
STOCK ORDER	67	24.4%	318	15324.60	29.2%	698936.35
STOCK ORDER - BACKORDER	66	24.0%	133	8250.40	15.7%	0.00
STOCK ORDER - CROSS SHIP	11	4.0%	32	1202.02	2.2%	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	47	17.1%	65	6443.57	12.3%	449242.22
CUSTOMER ORDER - BACKORDER	42	15.3%	44	10806.32	20.6%	-383.42
CUSTOMER ORDER - CROSS SHIP	41	14.9%	50	10342.68	19.7%	-829.57
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.3%	0	0.00	0.3%	702.95
TOTAL OUTSTANDING ORDERS	274	100.0%	642	52369.59	100.0%	1147668.53
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1124	60.3%	4122	149342.19	56.4%	698936.35
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	733	39.3%	1006	115053.34	43.5%	449242.22
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-383.42
CUSTOMER ORDER - CROSS SHIP	0	0.0%	-2	-481.68	0.0%	-829.57
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	4	0.4%	17	522.95	0.1%	702.95
TOTAL PROCESSED ORDERS	1861	100.0%	5143	264436.80	100.0%	1147668.53
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1130	51.4%	9360	185816.42	56.8%	848966.93
STOCK ORDER - BACKORDER	44	2.0%	97	6590.07	2.0%	19524.87
STOCK ORDER - CROSS SHIP	23	1.0%	35	2808.17	0.8%	13881.36
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	671	30.5%	1040	107567.41	32.9%	418620.41
CUSTOMER ORDER - BACKORDER	19	0.8%	44	2709.37	0.8%	11807.89
CUSTOMER ORDER - CROSS SHIP	54	2.4%	107	11230.72	3.4%	46264.11
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	255	11.9%	327	10176.69	3.3%	31747.32
TOTAL RECEIPTS	2196	100.0%	11010	326898.85	100.0%	1390812.89
PURCHASES DISCOUNT	119		4048	1053.85		6510.88

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1038	37	886.43	14325.25
DELETED PARTS	1146	0	0.00	106.61
MINUS ADJUSTMENTS	159	-249	-23303.00	-76484.72
PLUS ADJUSTMENTS	60	358	3394.88	16499.38
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	957	74	4442.65	8752.42
COST PRICE ADJUSTMENTS	28	-205	-777.21	-4907.07
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3388	15	-15356.25	-41688.13
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	6859	5547	9622.34	21594.01
APPRECIATION - MANUAL UPDATE	0	0	0.00	-530.71
TOTAL APPRECIATION	6859	5547	9622.34	21063.30
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	656.08
TOTAL FIRST PRICING	2	0	0.00	656.08
TOTAL APPRECIATION/FIRST PRICING	6861	5547	9622.34	21719.38
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	11243	33424	591743.87	565064.87
CLOSING INVENTORY	11155	35076	598017.89	598017.89
PERCENT OF CHANGE	-0.7%	4.9%	1.1%	5.8%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	6724	0	0.00	
NO COST	95	36	0.00	
NO FACTORY RECORD	359	10445	46638.75	
NO SERVICE	10	0	0.00	
MINUS ON HAND	49	-159	-13164.88	
PHASED IN	247	1738	17747.99	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1261	1317	33674.35	
BUSINESS RATIOS				
LEVEL OF SERVICE	98.0%			
STOCK ORDER PERFORMANCE	52.2%			
GROSS TURNOVER RATE	7.5			
TRUE TURNOVER RATE	4.6			