SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3109	78.5%	33476	171650.45	44.0%	756961.54
AUTOMATIC PHASEOUT (AP) PARTS	141	3.5%	272	32944.20	8.4%	142043.07
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	7	0.1%	7	716.26	0.1%	2372.42
NON-STOCK (NS) PARTS	701	17.7%	1382	184170.79	47.2%	858092.48
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%	27.22
REPLACED BY HOLD (RBH) PARTS	1	0.0%	2	7.60	0.0%	40.79
SOLD NOT STOCKED	0	0.2%	0	0.00	0.3%	0.00
TOTAL COST OF SALES	3959	100.0%	35139	389489.30	100.0%	1759537.52
LOST SALES (MEMO)	2		2	0.00		5835.32
CREDIT/RETURNS (MEMO)	22		320	1508.62		23270.52
UNUSUAL SALES (MEMO)	16		30	2399.45		26977.24

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2465	16.7%	45438	224323.64	63.7%
AUTOMATIC PHASEOUT (AP) PARTS	1740	11.8%	2454	83133.05	23.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	3	0.0%	1	35.66	0.0%
NON-STOCK (NS) PARTS	10503	71.3%	884	44224.85	12.5%
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	2	0.0%	11	35.33	0.0%
REPLACED BY HOLD (RBH) PARTS	2	0.2%	46	145.28	0.2%
TOTAL INVESTMENT	14715	100.0%	48834	351897.81	100.0%
DIRTY CORE INVENTORY	15		21	9167.50	
NEW CORE INVENTORY	10		22	2510.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2395	16.2%	16.2%	160136.70	45.5	45.5%
1-3 MONTHS	4190	28.4%	44.6%	88045.21	25.0	70.5%
4-6 MONTHS	3094	21.0%	65.6%	41145.56	11.6	82.1%
7-9 MONTHS	2686	18.2%	83.8%	33441.58	9.5	91.6%
10-12 MONTHS	2228	15.1%	98.9%	28110.32	7.9	99.5%
13-24 MONTHS	38	0.2%	99.1%	1018.44	0.2	99.7%
25 MONTHS OR MORE	84	0.9%	100.0%	0.00	0.3	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	85	25.2%	324	18820.65	20.9%
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	251	74.7%	535	71047.48	79.0%
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	336	100.0%	859	89868.13	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	444	27.5%	2828	69475.52	25.6%	342696.98
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	1166	72.4%	1982	201855.01	74.3%	942356.62
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	1610	100.0%	4810	271330.53	100.0%	1285053.60
FORCED.ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	453	23.3%	3118	67990.92	17.2%	326623.28
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	1410	72.7%	33655	301561.81	76.5%	1337252.72
CUSTOMER ORDER - BACKORDER	61	3.1%	135	24280.70	6.1%	106844.61
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	13	0.9%	18	238.18	0.2%	793.65
TOTAL RECEIPTS	1937	100.0%	36926	394071.61	100.0%	1771514.26
PURCHASES DISCOUNT	65		221	-101.87		-329.87

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	1131	0	0.00	0.00
DELETED PARTS	1304	0	0.00	0.00
MINUS ADJUSTMENTS	1	-1	-88.50	-49945.51
PLUS ADJUSTMENTS	1	1	84.75	61930.56
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	-45200.87
RETURNED PARTS	303	-454	-36890.66	-120814.07
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	974	11	1100.57	4972.38
COST PRICE ADJUSTMENTS	0	-2032	-466.68	-751.44
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	3714	-2475	-36260.52	-149808.95

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	444	1090	-1627.10	10667.70
APPRECIATION - MANUAL UPDATE	0	0	0.00	-121.04
TOTAL APPRECIATION	444	1090	-1627.10	10546.66
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	4480.00
TOTAL FIRST PRICING	0	0	0.00	4480.00
TOTAL APPRECIATION/FIRST PRICING	444	1090	-1627.10	15026.66

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	14883	47490	385304.99	474405.19
CLOSING INVENTORY	14715	48834	351897.81	351897.81
PERCENT OF CHANGE	-1.0%	2.8%	-8.6%	-25.7%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
OUT OF STOCK	12306	0	0.00
NO COST	0	0	0.00
NO FACTORY RECORD	1375	371	9656.87
NO SERVICE	7	3	1498.48
MINUS ON HAND	18	-28	-1881.18
PHASED IN	81	89	1846.03
CONVERTED TO AUTOMATIC PHASEOUT (AP)	920	260	12111.03

BUSINESS RATIOS	
LEVEL OF SERVICE	99.6%
STOCK ORDER PERFORMANCE	19.4%
GROSS TURNOVER RATE	8.7
TRUE TURNOVER RATE	1.6