

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	1803	64.8%	2588	70161.18	39.7%	324408.89
AUTOMATIC PHASEOUT (AP) PARTS	66	2.3%	125	10449.97	5.9%	36063.84
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	580	20.8%	2551	9705.49	5.5%	66590.67
NON-STOCK (NS) PARTS	237	8.5%	567	75386.22	42.7%	399755.99
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%	636.62
SOLD NOT STOCKED	95	3.6%	148	10731.43	6.2%	59830.56
TOTAL COST OF SALES	2781	100.0%	5979	176434.29	100.0%	887286.57
LOST SALES (MEMO)	3		3	237.79		2978.94
CREDIT/RETURNS (MEMO)	24		31	4021.67		10832.09
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	760	10.4%	4498	82479.10	31.8%
AUTOMATIC PHASEOUT (AP) PARTS	798	10.9%	1582	64254.92	24.8%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	22	0.3%	1988	7749.44	2.9%
NON-STOCK (NS) PARTS	5676	78.0%	1250	102613.39	39.6%
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	15	0.4%	28	1898.04	0.9%
TOTAL INVESTMENT	7272	100.0%	9346	258994.89	100.0%
DIRTY CORE INVENTORY	16		19	28225.00	
NEW CORE INVENTORY	7		7	2375.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1094	15.0%	15.0%	80537.73	31.0	31.0%
1-3 MONTHS	1569	21.5%	36.5%	61345.89	23.6	54.6%
4-6 MONTHS	1057	14.5%	51.0%	38157.03	14.7	69.3%
7-9 MONTHS	813	11.1%	62.1%	31031.62	11.9	81.2%
10-12 MONTHS	701	9.6%	71.7%	15071.37	5.8	87.0%
13-24 MONTHS	1963	26.9%	98.6%	27148.89	10.4	97.4%
25 MONTHS OR MORE	75	1.4%	100.0%	5702.36	2.6	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	166	98.8%	2327	17442.31	99.1%	
STOCK ORDER - BACKORDER	2	1.1%	2	148.39	0.8%	
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	0	0.0%	0	0.00	0.0%	
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	168	100.0%	2329	17590.70	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	512	100.0%	2282	53369.53	100.0%	345812.56
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	0	0.0%	0	0.00	0.0%	0.00
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	0.0%	0	0.00	0.0%	0.00
TOTAL PROCESSED ORDERS	512	100.0%	2282	53369.53	100.0%	345812.56
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	781	50.2%	3791	100777.58	52.4%	585284.96
STOCK ORDER - BACKORDER	1	0.0%	1	93.92	0.0%	96.90
STOCK ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	27.67
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	0	0.0%	0	0.00	0.0%	1009.35
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	165.90
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	3878.45
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	772	49.8%	1246	91209.95	47.6%	359271.65
TOTAL RECEIPTS	1554	100.0%	5038	192081.45	100.0%	949734.88
PURCHASES DISCOUNT	33		118	106.19		130.89

## SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	402	0	0.00	104.43
DELETED PARTS	183	0	0.00	0.00
MINUS ADJUSTMENTS	17	-1026	-1786.03	-61302.57
PLUS ADJUSTMENTS	11	29	569.06	28348.81
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	973.73
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	230	-16	-4959.30	1161.33
COST PRICE ADJUSTMENTS	1	-195	-157.75	-2781.29
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	844	-1208	-6334.02	-33495.56
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	45	30	-414.92	2089.15
APPRECIATION - MANUAL UPDATE	11	243	-271.66	55.10
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TOTAL APPRECIATION	56	273	-686.58	2144.25
FIRST PRICING - FACTORY MASTER UPDATE	2	1	123.00	123.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
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TOTAL FIRST PRICING	2	1	123.00	123.00
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TOTAL APPRECIATION/FIRST PRICING	58	274	-563.58	2267.25
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	7052	11332	253163.88	230668.74
CLOSING INVENTORY	7272	9346	258994.89	258994.89
PERCENT OF CHANGE	3.1%	-17.4%	2.3%	12.3%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	5354	0	0.00	
NO COST	47	11	0.00	
NO FACTORY RECORD	341	1647	13469.73	
NO SERVICE	7	1	113.00	
MINUS ON HAND	29	-37	-2097.94	
PHASED IN	61	135	3338.51	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	272	224	6561.61	
BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	38.9%			
GROSS TURNOVER RATE	6.9			
TRUE TURNOVER RATE	4.4			

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PHASE IN REPORT  
REPORT TOTALS FOR BRANCH MATHEW KIA

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	PARTS	PIECES	VALUE
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MAKE KI KIA MOTORS	26	106	1641.58
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GRAND TOTAL	26	106	1641.58

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PHASE OUT REPORT

REPORT TOTALS FOR BRANCH MATTHEW KIA

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	PARTS	PIECES	VALUE
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MAKE KI KIA MOTORS	272	224	6561.61
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GRAND TOTAL	272	224	6561.61