

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	5819	69.2%	11817	268936.04	47.0%	1516451.48
AUTOMATIC PHASEOUT (AP) PARTS	911	10.8%	1219	117510.93	20.5%	692245.61
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	1150	13.6%	1470	90189.50	15.7%	481670.69
NON-STOCK (NS) PARTS	171	2.0%	315	63447.73	11.1%	305110.15
NO PHASEOUT (NP) PARTS	71	0.8%	185	2789.41	0.4%	9759.63
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	70	0.8%	72	2474.20	0.4%	7597.76
SOLD NOT STOCKED	216	2.8%	307	25833.24	4.9%	163465.33
TOTAL COST OF SALES	8408	100.0%	15385	571181.05	100.0%	3176300.65
LOST SALES (MEMO)	5		8	148.22		10946.06
CREDIT/RETURNS (MEMO)	214		238	22903.38		122996.14
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2793	32.1%	31983	464756.53	55.4%
AUTOMATIC PHASEOUT (AP) PARTS	3755	43.2%	6743	280476.39	33.4%
DEALER PHASEOUT (DP) PARTS	1	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	152	1.7%	2331	73462.11	8.7%
NON-STOCK (NS) PARTS	899	10.3%	151	8422.59	1.0%
NO PHASEOUT (NP) PARTS	1044	12.0%	500	801.14	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	48	0.7%	219	10386.80	1.5%
TOTAL INVESTMENT	8692	100.0%	41927	838305.56	100.0%
DIRTY CORE INVENTORY	27		32	9340.00	
NEW CORE INVENTORY	67		77	14680.02	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2302	26.4%	26.4%	388865.47	46.3	46.3%
1-3 MONTHS	2536	29.1%	55.5%	216885.13	25.8	72.1%
4-6 MONTHS	885	10.1%	65.6%	96093.14	11.4	83.5%
7-9 MONTHS	524	6.0%	71.6%	50208.89	5.9	89.4%
10-12 MONTHS	407	4.6%	76.2%	51875.79	6.1	95.5%
13-24 MONTHS	574	6.6%	82.8%	27341.76	3.2	98.7%
25 MONTHS OR MORE	1464	17.2%	100.0%	7035.38	1.3	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	145	44.8%	5182	66465.21	57.5%	
STOCK ORDER - BACKORDER	5	1.5%	10	593.56	0.5%	
STOCK ORDER - CROSS SHIP	3	0.9%	7	1040.54	0.9%	
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	168	52.0%	453	47242.76	40.8%	
CUSTOMER ORDER - BACKORDER	2	0.6%	2	236.60	0.2%	
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	0.2%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	323	100.0%	5654	115578.67	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2039	63.2%	6864	232949.59	56.2%	1233594.16
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	0.00
STOCK ORDER - CROSS SHIP	1	0.0%	5	167.85	0.0%	167.85
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	1183	36.6%	1560	181277.17	43.7%	979222.66
CUSTOMER ORDER - BACKORDER	0	0.0%	-1	-231.44	0.0%	-889.63
CUSTOMER ORDER - CROSS SHIP	1	0.0%	1	36.28	0.0%	36.28
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	0	0.2%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	3224	100.0%	8429	414199.45	100.0%	2212131.32
FORCED ORDERS	4		21	448.65		2068.16
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2171	57.4%	12043	388641.37	64.9%	2059813.29
STOCK ORDER - BACKORDER	1	0.0%	1	82.12	0.0%	2744.17
STOCK ORDER - CROSS SHIP	6	0.1%	31	1074.84	0.1%	5386.55
SUPPLEMENTAL ORDER	17	0.4%	20	1694.28	0.2%	17088.66
SUPPLEMENTAL ORDER - BACKORDER	1	0.0%	1	22.92	0.0%	22.92
SUPPLEMENTAL ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	0.00
CUSTOMER ORDER	1167	30.8%	1608	171254.81	28.6%	945240.43
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	3087.26
CUSTOMER ORDER - CROSS SHIP	5	0.1%	5	341.30	0.0%	8476.03
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	411	11.2%	545	35551.09	6.2%	234474.81
TOTAL RECEIPTS	3779	100.0%	14254	598662.73	100.0%	3276334.12
PURCHASES DISCOUNT	325		1597	2187.49		12760.09

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1473	12	343.91	1723.76
DELETED PARTS	1463	0	0.00	0.00
MINUS ADJUSTMENTS	54	-100	-11850.85	-48693.95
PLUS ADJUSTMENTS	22	364	8110.27	40903.46
PHYSICAL INVENTORY ADJUSTMENTS	20	-41	-289.39	-289.39
RETURNED PARTS	91	-130	-12754.40	-66624.68
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	992	64	8080.13	4945.31
COST PRICE ADJUSTMENTS	11	-908	-4596.37	-27087.04
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	4126	-739	-12956.70	-95122.53
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APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	77	192	138.60	16767.87
APPRECIATION - MANUAL UPDATE	359	567	956.12	9478.11
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TOTAL APPRECIATION	436	759	1094.72	26245.98
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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	436	759	1094.72	26245.98
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OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	8746	43012	823273.07	816601.46
CLOSING INVENTORY	8692	41927	838305.56	838305.56
PERCENT OF CHANGE	-0.5%	-2.4%	1.8%	2.7%
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MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	2756	0	0.00	
NO COST	15	3	0.00	
NO FACTORY RECORD	1222	9962	116335.78	
NO SERVICE	39	4	430.61	
MINUS ON HAND	63	-236	-16263.05	
PHASED IN	214	1055	30764.20	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	514	886	36417.66	
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BUSINESS RATIOS				
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LEVEL OF SERVICE	99.6%			
STOCK ORDER PERFORMANCE	38.8%			
GROSS TURNOVER RATE	7.8			
TRUE TURNOVER RATE	5.1			