

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	3877	84.7%	31208	189479.33	54.5%	1094604.02
AUTOMATIC PHASEOUT (AP) PARTS	181	3.9%	225	24951.42	7.1%	134352.83
DEALER PHASEOUT (DP) PARTS	9	0.1%	13	1881.87	0.5%	7148.82
MANUAL ORDER (MO) PARTS	1	0.0%	16	13.12	0.0%	2576.04
NON-STOCK (NS) PARTS	410	8.9%	775	126637.88	36.4%	755896.64
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	5	0.1%	7	1504.05	0.4%	5736.57
SOLD NOT STOCKED	90	2.3%	130	2601.63	1.1%	16128.70
TOTAL COST OF SALES	4573	100.0%	32374	347069.30	100.0%	2016443.62
LOST SALES (MEMO)	9		9	767.97		7070.95
CREDIT/RETURNS (MEMO)	81		164	9579.48		43487.78
UNUSUAL SALES (MEMO)	0		0	0.00		16.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	2191	13.9%	38621	393011.51	55.4%
AUTOMATIC PHASEOUT (AP) PARTS	1956	12.4%	4397	266361.99	37.5%
DEALER PHASEOUT (DP) PARTS	9	0.0%	7	2079.92	0.2%
MANUAL ORDER (MO) PARTS	1	0.0%	1496	1226.72	0.1%
NON-STOCK (NS) PARTS	11451	73.1%	236	31294.55	4.4%
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	43	0.6%	116	14630.21	2.4%
TOTAL INVESTMENT	15651	100.0%	44873	708604.90	100.0%
DIRTY CORE INVENTORY	12		35	1920.00	
NEW CORE INVENTORY	25		33	6911.75	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	1893	12.0%	12.0%	255509.09	36.0	36.0%
1-3 MONTHS	2836	18.1%	30.1%	199639.44	28.1	64.1%
4-6 MONTHS	1589	10.1%	40.2%	99048.05	13.9	78.0%
7-9 MONTHS	1499	9.5%	49.7%	74479.75	10.5	88.5%
10-12 MONTHS	1440	9.2%	58.9%	55211.58	7.7	96.2%
13-24 MONTHS	3314	21.1%	80.0%	24091.64	3.3	99.5%
25 MONTHS OR MORE	3080	20.0%	100.0%	625.35	0.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	69	40.8%	497	12446.00	17.4%	
STOCK ORDER - BACKORDER	11	6.5%	25	4130.40	5.7%	
STOCK ORDER - CROSS SHIP	7	4.1%	34	2791.51	3.9%	
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	81	47.9%	88	51661.11	72.4%	
CUSTOMER ORDER - BACKORDER	1	0.5%	1	234.00	0.3%	
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	0.3%	
TOTAL OUTSTANDING ORDERS	169	100.0%	645	71263.02	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	919	54.9%	4948	172275.08	49.5%	962683.35
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-139.50
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	753	45.0%	1192	175566.52	50.4%	998973.44
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-13.02
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-234.00
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	1672	100.0%	6140	347841.60	100.0%	1961270.27
FORCED ORDERS	0		0	0.00		546.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	960	51.0%	28063	184156.33	51.0%	1015760.43
STOCK ORDER - BACKORDER	10	0.5%	31	1426.22	0.3%	22612.43
STOCK ORDER - CROSS SHIP	15	0.7%	150	4745.67	1.3%	24388.81
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	775	41.2%	1191	161123.90	44.6%	969161.73
CUSTOMER ORDER - BACKORDER	4	0.2%	4	2214.36	0.6%	7158.36
CUSTOMER ORDER - CROSS SHIP	9	0.4%	10	975.26	0.2%	12373.87
EMERGENCY PURCHASES	4	0.2%	5	1136.32	0.3%	6605.50
OTHER ORDERS	104	5.8%	151	4984.83	1.7%	19895.18
TOTAL RECEIPTS	1881	100.0%	29605	360762.89	100.0%	2077956.31
PURCHASES DISCOUNT	2		6	3.65		-9796.48

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	557	0	0.00	1302.00
DELETED PARTS	592	0	0.00	0.00
MINUS ADJUSTMENTS	26	-88	-780.34	-31464.51
PLUS ADJUSTMENTS	30	1026	6494.75	40494.88
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	46252.41
RETURNED PARTS	143	-412	-17141.51	-114987.88
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	398	9	610.26	4595.48
COST PRICE ADJUSTMENTS	1	-1767	-215.54	-3157.65
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	1747	-1232	-11032.38	-56965.27
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	117	314	250.09	33860.75
APPRECIATION - MANUAL UPDATE	5	0	0.00	103.01
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TOTAL APPRECIATION	122	314	250.09	33963.76
FIRST PRICING - FACTORY MASTER UPDATE	1	0	0.00	549.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
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TOTAL FIRST PRICING	2	0	0.00	549.00
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TOTAL APPRECIATION/FIRST PRICING	124	314	250.09	34512.76
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	15696	47112	706868.50	682257.75
CLOSING INVENTORY	15651	44873	708604.90	708604.90
PERCENT OF CHANGE	-0.2%	-4.7%	0.2%	3.9%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	11873	0	0.00	
NO COST	10	169	0.00	
NO FACTORY RECORD	60	831	4695.56	
NO SERVICE	15	1511	4617.72	
MINUS ON HAND	17	-69	-2877.10	
PHASED IN	788	1596	67480.46	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	777	1475	69126.41	
BUSINESS RATIOS				

LEVEL OF SERVICE	99.3%			
STOCK ORDER PERFORMANCE	47.7%			
GROSS TURNOVER RATE	5.8			
TRUE TURNOVER RATE	3.1			