

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	8087	66.5%	15429	271517.34	55.1%	1497782.57
AUTOMATIC PHASEOUT (AP) PARTS	76	0.6%	140	14069.19	2.8%	57642.72
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	3359	27.6%	15586	70056.56	14.2%	412209.81
NON-STOCK (NS) PARTS	387	3.1%	931	116593.92	23.6%	641832.26
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%	361.58
SOLD NOT STOCKED	243	2.2%	316	20231.18	4.3%	96948.18
TOTAL COST OF SALES	12152	100.0%	32402	492468.19	100.0%	2706777.12
LOST SALES (MEMO)	159		211	19004.90		131887.54
CREDIT/RETURNS (MEMO)	85		123	5998.91		56153.30
UNUSUAL SALES (MEMO)	1		1	20.00		20.00
INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
NORMAL STOCK PARTS	3153	14.5%	20630	345466.76	65.6%	
AUTOMATIC PHASEOUT (AP) PARTS	970	4.4%	1053	31850.14	6.0%	
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	
MANUAL ORDER (MO) PARTS	194	0.8%	40542	118172.89	22.4%	
NON-STOCK (NS) PARTS	17359	80.0%	431	30535.59	5.8%	
NO PHASEOUT (NP) PARTS	8	0.0%	0	0.00	0.0%	
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	
REPLACED BY HOLD (RBH) PARTS	0	0.3%	0	0.00	0.2%	
TOTAL INVESTMENT	21684	100.0%	62656	526025.38	100.0%	
DIRTY CORE INVENTORY	20		44	3880.00		
NEW CORE INVENTORY	28		32	2335.00		
ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2504	11.5%	11.5%	330367.63	62.8	62.8%
1-3 MONTHS	3589	16.5%	28.0%	113637.58	21.6	84.4%
4-6 MONTHS	2739	12.6%	40.6%	45581.58	8.6	93.0%
7-9 MONTHS	2010	9.2%	49.8%	25614.94	4.8	97.8%
10-12 MONTHS	1648	7.6%	57.4%	2555.49	0.4	98.2%
13-24 MONTHS	5286	24.3%	81.7%	6613.95	1.2	99.4%
25 MONTHS OR MORE	3908	18.3%	100.0%	1654.21	0.6	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	100	31.5%	807	8119.71	20.8%	
STOCK ORDER - BACKORDER	81	25.5%	178	11028.57	28.3%	
STOCK ORDER - CROSS SHIP	2	0.6%	2	11.28	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	86	27.1%	672	14036.32	36.0%	
CUSTOMER ORDER - BACKORDER	40	12.6%	64	5631.57	14.4%	
CUSTOMER ORDER - CROSS SHIP	8	2.5%	8	111.08	0.2%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.2%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	317	100.0%	1731	38938.53	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2866	71.3%	12110	269794.40	64.9%	1537941.43
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-825.63
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	1153	28.6%	2560	145672.67	35.0%	898818.18
CUSTOMER ORDER - BACKORDER	-1	0.0%	-1	-32.79	0.0%	-7785.09
CUSTOMER ORDER - CROSS SHIP	0	0.0%	0	0.00	0.0%	-71.53
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	1165.91
OTHER ORDERS	0	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	4018	100.0%	14669	415434.28	100.0%	2429243.27
FORCED.ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2813	62.9%	33377	320533.18	59.8%	1739713.53
STOCK ORDER - BACKORDER	131	2.9%	515	18918.91	3.5%	92092.57
STOCK ORDER - CROSS SHIP	35	0.7%	112	6715.61	1.2%	14228.97
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	1045	23.3%	1911	128369.28	23.9%	788690.79
CUSTOMER ORDER - BACKORDER	69	1.5%	81	9051.79	1.6%	80497.30
CUSTOMER ORDER - CROSS SHIP	44	0.9%	45	5314.62	0.9%	26258.48
EMERGENCY PURCHASES	10	0.2%	15	20699.23	3.8%	44838.24
OTHER ORDERS	323	7.6%	575	25683.36	5.3%	119709.92
TOTAL RECEIPTS	4470	100.0%	36631	535285.98	100.0%	2906029.80
PURCHASES DISCOUNT	19		-14	-411.56		-2403.68

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	662	0	0.00	0.00
DELETED PARTS	653	0	0.00	0.00
MINUS ADJUSTMENTS	14	-57	-3282.19	-37057.91
PLUS ADJUSTMENTS	6	551	3170.34	29034.29
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	4765.21
RETURNED PARTS	168	-201	-18886.47	-139912.43
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	482	57	294.48	-2461.49
COST PRICE ADJUSTMENTS	0	-3173	235.53	1801.14
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	1985	-2823	-18468.31	-143831.19
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	82	341	751.65	6115.57
APPRECIATION - MANUAL UPDATE	105	4850	-436.50	1499.28
TOTAL APPRECIATION	187	5191	315.15	7614.85
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	1	0	0.00	0.00
TOTAL FIRST PRICING	1	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	188	5191	315.15	7614.85
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	21610	58076	501821.40	465269.07
CLOSING INVENTORY	21684	62656	526025.38	526025.38
PERCENT OF CHANGE	0.3%	7.9%	4.8%	13.1%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	18510	0	0.00	
NO COST	38	156	0.00	
NO FACTORY RECORD	1795	35776	38717.02	
NO SERVICE	23	3	266.40	
MINUS ON HAND	23	-73	-1505.83	
PHASED IN	152	191	1192.25	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	593	215	9637.14	
BUSINESS RATIOS				
LEVEL OF SERVICE	93.7%			
STOCK ORDER PERFORMANCE	56.8%			
GROSS TURNOVER RATE	11.1			
TRUE TURNOVER RATE	7.1			