

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	4729	56.9%	11665	225359.22	31.6%	1741327.71
AUTOMATIC PHASEOUT (AP) PARTS	458	5.5%	739	41393.30	5.8%	294365.54
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	0.00
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%	0.00
NON-STOCK (NS) PARTS	1638	19.7%	2375	264722.95	37.2%	1822729.94
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%	-3	-63.10	0.0%	577.12
SOLD NOT STOCKED	1473	17.9%	1756	179859.79	25.4%	1392497.32
TOTAL COST OF SALES	8298	100.0%	16532	711272.16	100.0%	5251497.63
LOST SALES (MEMO)	2		3	208.12		661.80
CREDIT/RETURNS (MEMO)	178		281	22496.52		166921.83
UNUSUAL SALES (MEMO)	0		0	0.00		1192.71

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3953	16.9%	25856	356643.75	47.5%
AUTOMATIC PHASEOUT (AP) PARTS	3811	16.3%	6223	214904.17	28.6%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	0	0.0%	0	0.00	0.0%
NON-STOCK (NS) PARTS	15538	66.6%	3526	178753.32	23.8%
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	11	0.2%	26	409.83	0.1%
TOTAL INVESTMENT	23313	100.0%	35631	750711.07	100.0%
DIRTY CORE INVENTORY	77		150	23058.00	
NEW CORE INVENTORY	129		197	14998.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	3994	17.1%	17.1%	254500.32	33.9	33.9%
1-3 MONTHS	6800	29.1%	46.2%	232111.45	30.9	64.8%
4-6 MONTHS	4353	18.6%	64.8%	97281.57	12.9	77.7%
7-9 MONTHS	2998	12.8%	77.6%	49701.45	6.6	84.3%
10-12 MONTHS	2485	10.6%	88.2%	31888.77	4.2	88.5%
13-24 MONTHS	2334	10.0%	98.2%	60772.60	8.0	96.5%
25 MONTHS OR MORE	349	1.8%	100.0%	24454.91	3.5	100.0%

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OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	105	17.2%	195	8684.85	6.9%	
STOCK ORDER - BACKORDER	152	24.9%	295	18663.27	14.9%	
STOCK ORDER - CROSS SHIP	20	3.2%	21	3041.90	2.4%	
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	52	8.5%	90	4146.45	3.3%	
CUSTOMER ORDER - BACKORDER	187	30.7%	427	70073.43	56.2%	
CUSTOMER ORDER - CROSS SHIP	93	15.2%	105	20024.93	16.0%	
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	
OTHER ORDERS	0	0.3%	0	0.00	0.3%	
TOTAL OUTSTANDING ORDERS	609	100.0%	1133	124634.83	100.0%	
PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2203	59.7%	5553	167237.37	41.0%	1191120.77
STOCK ORDER - BACKORDER	-2	0.0%	-2	-243.00	0.0%	-8281.42
STOCK ORDER - CROSS SHIP	-1	0.0%	-1	-106.23	0.0%	-2229.94
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	1497	40.5%	2399	243326.54	59.6%	1751024.85
CUSTOMER ORDER - BACKORDER	-8	0.0%	-11	-1648.84	0.0%	-38601.24
CUSTOMER ORDER - CROSS SHIP	-1	0.0%	-1	-758.62	0.0%	-14974.77
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	3688	100.0%	7937	407807.22	100.0%	2878058.25
FORCED ORDERS	0		0	0.00		0.00
RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	2343	40.3%	13257	213024.91	28.5%	1352906.34
STOCK ORDER - BACKORDER	34	0.5%	73	3091.28	0.4%	34678.63
STOCK ORDER - CROSS SHIP	94	1.6%	136	15795.58	2.1%	131601.22
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	1221	21.0%	2234	178260.28	23.9%	1490908.03
CUSTOMER ORDER - BACKORDER	58	0.9%	126	13049.81	1.7%	150762.34
CUSTOMER ORDER - CROSS SHIP	492	8.4%	639	132926.98	17.8%	849260.37
EMERGENCY PURCHASES	0	0.0%	0	0.00	0.0%	0.00
OTHER ORDERS	1566	27.3%	1987	189294.76	25.6%	1458887.64
TOTAL RECEIPTS	5808	100.0%	18452	745443.60	100.0%	5469004.57
PURCHASES DISCOUNT	287		473	-2943.71		-19190.95

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ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1066	0	0.00	0.00
DELETED PARTS	1271	0	0.00	0.00
MINUS ADJUSTMENTS	103	-138	-14104.62	-153164.51
PLUS ADJUSTMENTS	6	7	149.94	26522.48
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	0	0	0.00	0.00
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	3159	337	4510.42	-9024.33
COST PRICE ADJUSTMENTS	354	317	670.18	-5362.68
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	5959	523	-8774.08	-141029.04
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	4339	5456	356.58	30743.97
APPRECIATION - MANUAL UPDATE	6	0	0.00	742.06
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TOTAL APPRECIATION	4345	5456	356.58	31486.03
FIRST PRICING - FACTORY MASTER UPDATE	3	0	0.00	43.38
FIRST PRICING - MANUAL UPDATE	0	0	0.00	59.40
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TOTAL FIRST PRICING	3	0	0.00	102.78
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TOTAL APPRECIATION/FIRST PRICING	4348	5456	356.58	31588.81
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	23477	35937	732145.86	663262.44
CLOSING INVENTORY	23313	35631	750711.07	750711.07
PERCENT OF CHANGE	-0.6%	-0.8%	2.5%	13.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
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OUT OF STOCK	15199	0	0.00	
NO COST	55	4	0.00	
NO FACTORY RECORD	1100	10913	47635.33	
NO SERVICE	100	26	2075.12	
MINUS ON HAND	374	-1417	-130620.01	
PHASED IN	127	43	1583.86	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	998	365	14922.77	
BUSINESS RATIOS				

LEVEL OF SERVICE	99.9%			
STOCK ORDER PERFORMANCE	22.6%			
GROSS TURNOVER RATE	13.0			
TRUE TURNOVER RATE	3.7			