

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	17521	86.6%	34456	554768.98	64.8%	4123573.91
AUTOMATIC PHASEOUT (AP) PARTS	248	1.2%	355	28181.96	3.2%	211159.82
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	-149.22
MANUAL ORDER (MO) PARTS	67	0.3%	286	3380.66	0.3%	102669.64
NON-STOCK (NS) PARTS	1881	9.2%	2163	234557.30	27.4%	1816453.02
NO PHASEOUT (NP) PARTS	0	0.0%	0	0.00	0.0%	278.27
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	4	0.0%	4	1164.41	0.1%	4926.51
SOLD NOT STOCKED	507	2.7%	659	33693.16	4.2%	261681.11
TOTAL COST OF SALES	20228	100.0%	37923	855746.47	100.0%	6520593.06

LOST SALES (MEMO)	1048		1262	175091.32		1931413.81
CREDIT/RETURNS (MEMO)	647		729	69140.61		360054.83
UNUSUAL SALES (MEMO)	0		0	0.00		0.00

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	8812	23.3%	37310	995862.09	80.1%
AUTOMATIC PHASEOUT (AP) PARTS	2889	7.6%	3234	141735.89	11.4%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	11	0.0%	139	4279.29	0.3%
NON-STOCK (NS) PARTS	26037	68.9%	1757	101067.52	8.1%
NO PHASEOUT (NP) PARTS	9	0.0%	0	0.00	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	3	0.2%	5	84.15	0.1%
TOTAL INVESTMENT	37761	100.0%	42445	1243028.94	100.0%

DIRTY CORE INVENTORY	18		415	8595.00	
NEW CORE INVENTORY	64		127	27745.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	6151	16.2%	16.2%	622644.84	50.0	50.0%
1-3 MONTHS	9132	24.1%	40.3%	390248.47	31.3	81.3%
4-6 MONTHS	5661	14.9%	55.2%	130222.88	10.4	91.7%
7-9 MONTHS	3729	9.8%	65.0%	55516.76	4.4	96.1%
10-12 MONTHS	3050	8.0%	73.0%	27460.24	2.2	98.3%
13-24 MONTHS	9811	25.9%	98.9%	15618.52	1.2	99.5%
25 MONTHS OR MORE	227	1.1%	100.0%	1317.23	0.5	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
STOCK ORDER	455	51.3%	1489	75846.93	48.3%
STOCK ORDER - BACKORDER	2	0.2%	2	196.17	0.1%
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	426	48.0%	513	80391.65	51.2%
CUSTOMER ORDER - BACKORDER	3	0.3%	3	407.01	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	0.2%
TOTAL OUTSTANDING ORDERS	886	100.0%	2007	156841.76	100.0%

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	4520	63.2%	13305	411185.40	53.8%	2950507.73
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	2623	36.7%	3119	352088.73	46.1%	2560911.35
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	0.1%	0	0.00	0.1%	0.00
TOTAL PROCESSED ORDERS	7143	100.0%	16424	763274.13	100.0%	5511419.08
FORCED ORDERS	0		0	0.00		0.00

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	4883	59.8%	34431	610233.33	59.4%	4152044.76
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	2695.13
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	2654	32.5%	3225	357966.29	34.8%	2579992.87
CUSTOMER ORDER - BACKORDER	1	0.0%	1	158.34	0.0%	7965.73
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	615	7.7%	1783	57795.46	5.8%	463130.06
TOTAL RECEIPTS	8153	100.0%	39440	1026153.42	100.0%	7205828.55
PURCHASES DISCOUNT	109		257	-5920.85		-7812.30

SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
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ADDED PARTS	1519	244	413.01	4841.61
DELETED PARTS	1215	0	0.00	0.00
MINUS ADJUSTMENTS	149	-3231	-49520.39	-116329.95
PLUS ADJUSTMENTS	119	2440	28111.22	142529.73
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	282	-361	-41302.89	-368347.77
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	1511	8	535.67	5275.59
COST PRICE ADJUSTMENTS	54	-674	-4452.98	-14541.04
INVENTORY REALLOCATION	0	0	0.00	0.00
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TOTAL ADDS/DELETES/ADJUSTS	4849	-1574	-66216.36	-346571.83

APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
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APPRECIATION - FACTORY MASTER UPDATE	90	51	964.00	21430.28
APPRECIATION - MANUAL UPDATE	26	1	75.00	689.70
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TOTAL APPRECIATION	116	52	1039.00	22119.98
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	116	52	1039.00	22119.98

OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
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OPENING INVENTORY	37459	41827	1143651.20	879594.25
CLOSING INVENTORY	37761	42445	1243028.94	1243028.94
PERCENT OF CHANGE	0.8%	1.5%	8.7%	41.3%

MISCELLANEOUS	PARTS	PIECES	EXT VALUE
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OUT OF STOCK	26833	0	0.00
NO COST	10	20	0.00
NO FACTORY RECORD	631	2811	35780.99
NO SERVICE	145	6	-587.76
MINUS ON HAND	82	-100	-14785.67
PHASED IN	817	478	21789.83
CONVERTED TO AUTOMATIC PHASEOUT (AP)	1430	787	42902.90

BUSINESS RATIOS	-----
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LEVEL OF SERVICE	77.1%
STOCK ORDER PERFORMANCE	45.2%
GROSS TURNOVER RATE	9.3
TRUE TURNOVER RATE	5.7