

SUMMARY

COST OF SALES	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
NORMAL STOCK PARTS	7326	88.3%	14137	159070.39	60.3%	1463496.15
AUTOMATIC PHASEOUT (AP) PARTS	78	0.9%	111	12134.35	4.6%	107821.09
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%	189.00
MANUAL ORDER (MO) PARTS	50	0.6%	155	941.82	0.3%	10093.09
NON-STOCK (NS) PARTS	612	7.3%	748	77879.10	29.5%	787896.14
NO PHASEOUT (NP) PARTS	0	0.0%	1	33.61	0.0%	169.06
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%	0.00
REPLACED BY HOLD (RBH) PARTS	84	1.0%	84	1427.16	0.5%	3813.07
SOLD NOT STOCKED	146	1.9%	201	12229.22	4.8%	153612.32
TOTAL COST OF SALES	8296	100.0%	15437	263715.65	100.0%	2527089.92
LOST SALES (MEMO)	925		1069	154537.71		1367754.26
CREDIT/RETURNS (MEMO)	78		95	5320.18		47210.92
UNUSUAL SALES (MEMO)	8		42	2049.35		20818.72

INVESTMENT	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%
NORMAL STOCK PARTS	3467	16.9%	22393	334273.57	78.6%
AUTOMATIC PHASEOUT (AP) PARTS	1893	9.2%	3177	50052.19	11.7%
DEALER PHASEOUT (DP) PARTS	0	0.0%	0	0.00	0.0%
MANUAL ORDER (MO) PARTS	13	0.0%	559	3296.90	0.7%
NON-STOCK (NS) PARTS	15016	73.6%	507	34934.92	8.2%
NO PHASEOUT (NP) PARTS	3	0.0%	1	0.92	0.0%
OBSOLETE (OB) PARTS	0	0.0%	0	0.00	0.0%
REPLACED BY HOLD (RBH) PARTS	5	0.3%	137	2379.47	0.8%
TOTAL INVESTMENT	20397	100.0%	26774	424937.97	100.0%
DIRTY CORE INVENTORY	18		22	9525.00	
NEW CORE INVENTORY	43		80	15155.00	

ACTIVITY	PARTS	PARTS%	ACCUM PARTS%	EXT VALUE	VALUE%	ACCUM VALUE%
CURRENT	2373	11.6%	11.6%	200059.69	47.0	47.0%
1-3 MONTHS	4079	19.9%	31.5%	127737.10	30.0	77.0%
4-6 MONTHS	3068	15.0%	46.5%	59372.27	13.9	90.9%
7-9 MONTHS	2565	12.5%	59.0%	19082.00	4.4	95.3%
10-12 MONTHS	1853	9.0%	68.0%	8735.67	2.0	97.3%
13-24 MONTHS	6163	30.2%	98.2%	8451.05	1.9	99.2%
25 MONTHS OR MORE	296	1.8%	100.0%	1500.19	0.8	100.0%

SUMMARY

OUTSTANDING ORDERS	PARTS	PARTS%	PIECES	EXT VALUE	VALUE%	
STOCK ORDER	11	7.1%	26	4620.31	14.8%	
STOCK ORDER - BACKORDER	70	45.7%	182	9415.89	30.1%	
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	7	4.5%	10	1975.12	6.3%	
CUSTOMER ORDER - BACKORDER	65	42.4%	70	15205.67	48.7%	
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	0.3%	0	0.00	0.1%	
TOTAL OUTSTANDING ORDERS	153	100.0%	288	31216.99	100.0%	

PROCESSED ORDERS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	970	54.9%	3818	66695.77	45.1%	1060611.62
STOCK ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-2756.26
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	794	45.0%	884	81107.68	54.8%	857776.87
CUSTOMER ORDER - BACKORDER	0	0.0%	0	0.00	0.0%	-4252.42
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	1764	100.0%	4702	147803.45	100.0%	1911379.81
FORCED ORDERS	3		7	147.97		5006.84

RECEIPTS	PARTS	PARTS%	PIECES	MTD	MTD%	YTD
STOCK ORDER	1221	50.8%	12224	136630.90	49.2%	1319402.70
STOCK ORDER - BACKORDER	101	4.2%	530	18774.10	6.7%	114113.95
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	844	35.1%	1071	94123.11	33.9%	891203.48
CUSTOMER ORDER - BACKORDER	74	3.0%	79	14286.98	5.1%	198266.75
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	160	6.9%	221	13831.97	5.1%	179587.39
TOTAL RECEIPTS	2400	100.0%	14125	277647.06	100.0%	2702574.27
PURCHASES DISCOUNT	32		271	841.03		-11488.03

MONTHLY ANALYSIS
STORE 01 BRANCH 02 NORTH BAKERSFIELD MM/YY 9/23
SUMMARY

ADDS/DELETES/ADJUSTS	PARTS	PIECES	MTD	YTD
ADDED PARTS	808	1	9.12	156.49
DELETED PARTS	845	0	0.00	24.62
MINUS ADJUSTMENTS	20	-355	-1760.22	-21962.16
PLUS ADJUSTMENTS	8	310	1738.27	53087.28
PHYSICAL INVENTORY ADJUSTMENTS	0	0	0.00	0.00
RETURNED PARTS	138	-168	-26064.76	-215052.84
RETURNED CORE PARTS	0	0	0.00	0.00
NEGATIVE BALANCE ADJUSTMENTS	918	-38	-3136.98	-23311.46
COST PRICE ADJUSTMENTS	6	-452	-2061.77	10270.08
INVENTORY REALLOCATION	0	0	0.00	0.00
TOTAL ADDS/DELETES/ADJUSTS	2743	-702	-31276.34	-196787.99
APPRECIATION/FIRST PRICING	PARTS	PIECES	MTD	YTD
APPRECIATION - FACTORY MASTER UPDATE	1095	716	-231.97	5846.67
APPRECIATION - MANUAL UPDATE	23	7751	-402.73	1018.16
TOTAL APPRECIATION	1118	8467	-634.70	6864.83
FIRST PRICING - FACTORY MASTER UPDATE	0	0	0.00	0.00
FIRST PRICING - MANUAL UPDATE	0	0	0.00	0.00
TOTAL FIRST PRICING	0	0	0.00	0.00
TOTAL APPRECIATION/FIRST PRICING	1118	8467	-634.70	6864.83
OPENING/CLOSING SUMMARY	PARTS	PIECES	MTD	YTD
OPENING INVENTORY	20431	28336	442076.57	453294.13
CLOSING INVENTORY	20397	26774	424937.97	424937.97
PERCENT OF CHANGE	-0.1%	-5.4%	-3.8%	-6.2%
MISCELLANEOUS	PARTS	PIECES	EXT VALUE	
OUT OF STOCK	15532	0	0.00	
NO COST	31	0	0.00	
NO FACTORY RECORD	524	3012	35387.43	
NO SERVICE	36	3	9.87	
MINUS ON HAND	14	-20	-1762.15	
PHASED IN	340	370	2977.15	
CONVERTED TO AUTOMATIC PHASEOUT (AP)	883	721	17073.60	
BUSINESS RATIOS				
LEVEL OF SERVICE	64.8%			
STOCK ORDER PERFORMANCE	41.9%			
GROSS TURNOVER RATE	7.9			
TRUE TURNOVER RATE	4.3			