

CO - 01 PFW SYSTEMS CORP.
BR - 01 EXETER

DIV - 01 LONDON ONT.
VEN - *ALL ALL VENDORS

PERIOD: 9/01/95

	QUANTITY		LINE ITEMS	
PERCENT OF FILL	MTD	YTD	MTD	YTD
COUNTER SALES STOCKED PARTS WITHOUT TFR	77.9	97.5	91.4	97.8
COUNTER SALES STOCKED PARTS WITH TFR	77.9	97.5	91.4	97.8
COUNTER SALES ALL PARTS WITHOUT TFR	77.9	93.6	91.4	91.2
COUNTER SALES ALL PARTS WITH TFR	77.9	93.6	91.4	91.2
SHOP SALES STOCKED PARTS WITHOUT TFR	98.5	96.5	99.0	95.7
SHOP SALES STOCKED PARTS WITH TFR	98.5	96.5	99.0	95.7
SHOP SALES ALL PARTS WITHOUT TFR	98.5	91.1	99.0	86.7
SHOP SALES ALL PARTS WITH TFR	98.5	91.1	99.0	86.7
RECOND SALES STOCKED PARTS WITHOUT TFR	97.4	98.9	98.6	98.5
RECOND SALES STOCKED PARTS WITH TFR	97.4	98.9	98.6	98.5
RECOND SALES ALL PARTS WITHOUT TFR	97.4	97.1	98.6	95.0
RECOND SALES ALL PARTS WITH TFR	97.4	97.1	98.6	95.0
TOTAL SALES STOCKED PARTS WITHOUT TFR	92.2	97.6	98.0	97.2
TOTAL SALES STOCKED PARTS WITH TFR	92.2	97.6	98.0	97.2
TOTAL SALES ALL PARTS WITHOUT TFR	92.2	93.8	98.0	90.2
TOTAL SALES ALL PARTS WITH TFR	92.2	93.8	98.0	90.2

ACTIVITY INFORMATION	CUR DOL	AVG DOL
RETAIL SALES LAST 12 MONTHS		
STOCKED PARTS	11026881	11026881
TRANSFERRED PARTS		
SPEC ORDERED PARTS - VENDOR	501730	501730
ALL PARTS	11528611	11528611

RETAIL SALES CURRENT MONTH		
STOCKED PARTS	8387194	8387194
TRANSFERRED PARTS		
SPEC ORDERED PARTS - VENDOR	143	143
ALL PARTS	8387337	8387337

COST OF SALES LAST 12 MONTHS		
STOCKED PARTS	1281343	1253109
TRANSFERRED PARTS		
SPEC ORDERED PARTS - VENDOR	333483	333179
ALL PARTS	1614826	1586288

COST OF SALES CURRENT MONTH		
STOCKED PARTS	2418	2178
TRANSFERRED PARTS		
SPEC ORDERED PARTS - VENDOR	78	78
ALL PARTS	2496	2256
AVG INVENTORY LAST 12 MONTHS	1099085	1028490
INVENTORY DOLLARS CURRENT MONTH	1117319	747530
INV AT COST,ZERO SALES, L12	502646	376485
INV AT COST,ZERO SALES & RECPTS L12	393456	298390

ADDED BEF 0894

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COST OF SALES % (COST / RETAIL)	14.0	13.7
MARKUP PERCENT	613.9	626.7
TURNOVER LAST 12 MONTHS		
STOCKED PARTS	1.1	1.2
STOCKED & TRANSFERRED PARTS	1.1	1.2
ALL PARTS	1.4	1.5
OBSOLETE INFORMATION		
OBSOLETE INVENTORY DOLLARS	4275	1307
OBSOLETE COST OF SALES CURRENT MNTH		
	DOLLARS	QTY
CURRENT OBSOLETE PARTS WITH INV		323
OBSOLETE RETAIL SALES YEAR TO DATE	9963	
MISCELLANEOUS INFORMATION		
PARTS WITH INV & NO SALES, L12		6625

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	<----- MONTH ----->			<----- YEAR TO DATE ----->		
	DOLLARS	QTY	ITEMS	DOLLARS	QTY	ITEMS
COUNTER SALES						
CHARGE	400521	64	22	972472	64323	20178
CASH	526	14	5	566782	10792	4881
WARRANTY	105	10	5	12271	178	155
STOCKED WITHOUT TRANSFERS	401152	88	32	1551525	75293	25214
TRANSFERRED - NON STOCKED						
TRANSFERRED - STOCKED						
SPEC ORDER NON STOCKED - VENDOR				115157	3217	1860
SPEC ORDER STOCKED - VENDOR	127	23	2	32867	1962	574
LOST SALES STOCKED		2	1		2	1
LOST SALES NON STOCKED						
TOTAL COUNTER SALES	401279	113	35	1699549	80474	27649
SHOP SALES						
CUSTOMER	6900554	159	158	7163764	34551	13287
WARRANTY	337	34	35	102586	8210	3756
STOCKED WITHOUT TRANSFERS	6900891	193	193	7266350	42761	17043
TRANSFERRED - NON STOCKED						
TRANSFERRED - STOCKED						
SPEC ORDER NON STOCKED - VENDOR				149183	2654	1850
SPEC ORDER STOCKED - VENDOR	16	3	2	34620	1526	768
LOST SALES STOCKED					5	4
LOST SALES NON STOCKED						
TOTAL SHOP SALES	6900907	196	195	7450153	46946	19665
RECONDITIONING SALES						
SALES	1085151	76	68	1365492	44782	8151
STOCKED WITHOUT TRANSFERS	1085151	76	68	1365492	44782	8151
TRANSFERRED - NON STOCKED						
TRANSFERRED - STOCKED						
SPEC ORDER NON STOCKED - VENDOR				18627	818	305
SPEC ORDER STOCKED - VENDOR				4388	505	123
LOST SALES STOCKED		2	1		2	1
LOST SALES NON STOCKED						
TOTAL RECONDITIONING SALES	1085151	78	69	1388507	46107	8580
TOTAL PART SALES	8387337	387	299	10538209	173527	55894
TOTAL NET PART SALES	8387337	387	299	10538209	173527	55894
TOTAL NET PART SALES LYTD				2651074	235816	69494

*** END OF REPORT PAR029 ***