

CURRENT CUMULATIVE SALES ANALYSIS REPORT

DATE RANGE: ALL

LOCATION: 1 - HENSCHEL AND SONS AUTOMOTIVE

RANKING FORMULA:A=70 B=80 C=90 D=95 W=100

CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| 106.16800 | 0 | 34 | 0.10 | 8 | 8 | N/ | A/N | |
| 105.15650 | 1 | 15 | 0.04 | 3 | 11 | N/ | A/N | |
| 106.16910 | 2 | 14 | 0.04 | 3 | 14 | N/ | A/N | |
| 105.10210 | 3 | 10 | 0.03 | 2 | 17 | N/ | A/N | |
| 105.12730 | 2 | 9 | 0.03 | 2 | 19 | N/ | A/N | |
| 105.10220 | 2 | 8 | 0.02 | 2 | 21 | N/ | A/N | |
| 105.10330 | 2 | 6 | 0.02 | 1 | 22 | N/ | A/N | |
| 105.08660 | 6 | 5 | 0.01 | 1 | 23 | N/ | A/N | |
| 105.09050 | 2 | 5 | 0.01 | 1 | 24 | N/ | A/N | |
| 105.10860 | 1 | 5 | 0.01 | 1 | 25 | N/ | A/N | |
| 105.12120 | 1 | 5 | 0.01 | 1 | 27 | N/ | A/N | |
| 105.15220 | 1 | 5 | 0.01 | 1 | 28 | N/ | A/N | |
| 105.15440 | 1 | 5 | 0.01 | 1 | 29 | N/ | A/N | |
| 300.10840 | 1 | 5 | 0.01 | 1 | 30 | N/ | A/N | |
| 301.06990 | 2 | 5 | 0.01 | 1 | 31 | N/ | A/N | |
| 301.09050 | 1 | 5 | 0.01 | 1 | 32 | N/ | A/N | |
| 301.10920 | 1 | 5 | 0.01 | 1 | 33 | N/ | A/N | |
| 301.12750 | 0 | 5 | 0.01 | 1 | 35 | N/ | A/N | |
| 301.13630 | 2 | 5 | 0.01 | 1 | 36 | N/ | A/N | |
| 104.13330 | 1 | 4 | 0.01 | 1 | 37 | N/ | A/N | |
| 105.08830 | 2 | 4 | 0.01 | 1 | 38 | N/ | A/N | |
| 105.10280 | 1 | 4 | 0.01 | 1 | 39 | N/ | A/N | |
| 105.10370 | 1 | 4 | 0.01 | 1 | 39 | N/ | A/N | |
| 105.12580 | 0 | 4 | 0.01 | 1 | 40 | N/ | A/N | |
| 105.12750 | 0 | 4 | 0.01 | 1 | 41 | N/ | A/N | |
| 105.14320 | 1 | 4 | 0.01 | 1 | 42 | N/ | A/N | |
| 105.15430 | 1 | 4 | 0.01 | 1 | 43 | N/ | A/N | |
| 105.16020 | 1 | 4 | 0.01 | 1 | 44 | N/ | A/N | |
| 105.17370 | 0 | 4 | 0.01 | 1 | 45 | N/ | A/N | |
| 301.07840 | 1 | 4 | 0.01 | 1 | 46 | N/ | A/N | |
| 301.08660 | 2 | 4 | 0.01 | 1 | 47 | N/ | A/N | |
| 301.09560 | 2 | 4 | 0.01 | 1 | 48 | N/ | A/N | |
| 301.12730 | 2 | 4 | 0.01 | 1 | 49 | N/ | A/N | |

CURRENT CUMULATIVE SALES ANALYSIS REPORT

RANKING FORMULA:A=70 B=80 C=90 D=95 W=100

CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| 105.06980 | 1 | 3 | 0.01 | 1 | 49 | N/ | A/N | |
| 105.09240 | 1 | 3 | 0.01 | 1 | 50 | N/ | A/N | |
| 105.09740 | 1 | 3 | 0.01 | 1 | 51 | N/ | A/N | |
| 105.11140 | 2 | 3 | 0.01 | 1 | 51 | N/ | A/N | |
| 105.13240 | 0 | 3 | 0.01 | 1 | 52 | N/ | A/N | |
| 105.13630 | 1 | 3 | 0.01 | 1 | 53 | N/ | A/N | |
| 105.14980 | 1 | 3 | 0.01 | 1 | 53 | N/ | A/N | |
| 105.15890 | 1 | 3 | 0.01 | 1 | 54 | N/ | A/N | |
| 105.15960 | 1 | 3 | 0.01 | 1 | 55 | N/ | A/N | |
| 105.16790 | 0 | 3 | 0.01 | 1 | 56 | N/ | A/N | |
| 105.17070 | 1 | 3 | 0.01 | 1 | 56 | N/ | A/N | |
| 300.12740 | 2 | 3 | 0.01 | 1 | 57 | N/ | A/N | |
| 300.16020 | 0 | 3 | 0.01 | 1 | 58 | N/ | A/N | |
| 301.05060 | 2 | 3 | 0.01 | 1 | 58 | N/ | A/N | |
| 301.05370 | 0 | 3 | 0.01 | 1 | 59 | N/ | A/N | |
| 301.06790 | 1 | 3 | 0.01 | 1 | 60 | N/ | A/N | |
| 301.07640 | 1 | 3 | 0.01 | 1 | 60 | N/ | A/N | |
| 301.10280 | 2 | 3 | 0.01 | 1 | 61 | N/ | A/N | |
| 301.11140 | 1 | 3 | 0.01 | 1 | 62 | N/ | A/N | |
| 301.11570 | 0 | 3 | 0.01 | 1 | 62 | N/ | A/N | |
| 301.12840 | 0 | 3 | 0.01 | 1 | 63 | N/ | A/N | |
| 301.12842 | 0 | 3 | 0.01 | 1 | 64 | N/ | A/N | |
| 301.14140 | 1 | 3 | 0.01 | 1 | 64 | N/ | A/N | |
| 104.10840 | 1 | 2 | 0.01 | 0 | 65 | N/ | A/N | |
| 104.13340 | 1 | 2 | 0.01 | 0 | 65 | N/ | A/N | |
| 105.05370 | 1 | 2 | 0.01 | 0 | 66 | N/ | A/N | |
| 105.07640 | 0 | 2 | 0.01 | 0 | 66 | N/ | A/N | |
| 105.07850 | 1 | 2 | 0.01 | 0 | 67 | N/ | A/N | |
| 105.08150 | 0 | 2 | 0.01 | 0 | 67 | N/ | A/N | |
| 105.08330 | 1 | 2 | 0.01 | 0 | 68 | N/ | A/N | |
| 105.09140 | 1 | 2 | 0.01 | 0 | 68 | N/ | A/N | |
| 105.10120 | 1 | 2 | 0.01 | 0 | 69 | N/ | A/N | |
| 105.10390 | 1 | 2 | 0.01 | 0 | 69 | N/ | A/N | |
| 105.10440 | 1 | 2 | 0.01 | 0 | 69 | N/ | A/N | |
| 105.11590 | 1 | 2 | 0.01 | 0 | 70 | N/ | A/N | |
| 105.11690 | 1 | 2 | 0.01 | 0 | 70 | N/ | A/N | |
| 105.12100 | 1 | 2 | 0.01 | 0 | 71 | N/ | B/N | |
| 105.13770 | 2 | 2 | 0.01 | 0 | 71 | N/ | B/N | |
| 105.18090 | 1 | 2 | 0.01 | 0 | 72 | N/ | B/N | |
| 120.44158 | 0 | 2 | 0.01 | 0 | 72 | N/ | B/N | |
| 120.51021 | 0 | 2 | 0.01 | 0 | 73 | N/ | B/N | |
| 300.08980 | 1 | 2 | 0.01 | 0 | 73 | N/ | B/N | |

CURRENT CUMULATIVE SALES ANALYSIS REPORT

RANKING FORMULA:A=70 B=80 C=90 D=95 W=100

CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| 300.13630 | 1 | 2 | 0.01 | 0 | 74 | N/ | B/N | |
| 301.04770 | 2 | 2 | 0.01 | 0 | 74 | N/ | B/N | |
| 301.07560 | 1 | 2 | 0.01 | 0 | 75 | N/ | B/N | |
| 301.07850 | 3 | 2 | 0.01 | 0 | 75 | N/ | B/N | |
| 301.07920 | 0 | 2 | 0.01 | 0 | 75 | N/ | B/N | |
| 301.09290 | 1 | 2 | 0.01 | 0 | 76 | N/ | B/N | |
| 301.09760 | 0 | 2 | 0.01 | 0 | 76 | N/ | B/N | |
| 301.09990 | 0 | 2 | 0.01 | 0 | 77 | N/ | B/N | |
| 301.10120 | 1 | 2 | 0.01 | 0 | 77 | N/ | B/N | |
| 301.10330 | 2 | 2 | 0.01 | 0 | 78 | N/ | B/N | |
| 301.11590 | 1 | 2 | 0.01 | 0 | 78 | N/ | B/N | |
| 301.11640 | 1 | 2 | 0.01 | 0 | 79 | N/ | B/N | |
| 301.12100 | 3 | 2 | 0.01 | 0 | 79 | N/ | B/N | |
| 301.12120 | 2 | 2 | 0.01 | 0 | 80 | N/ | B/N | |
| 301.12930 | 2 | 2 | 0.01 | 0 | 80 | N/ | B/N | |
| 301.14320 | 1 | 2 | 0.01 | 0 | 81 | N/ | C/N | |
| 104.12740 | 0 | 1 | 0.00 | 0 | 81 | N/ | C/N | |
| 105.05030 | 0 | 1 | 0.00 | 0 | 81 | N/ | C/N | |
| 105.06790 | 2 | 1 | 0.00 | 0 | 81 | N/ | C/N | |
| 105.06990 | 1 | 1 | 0.00 | 0 | 81 | N/ | C/N | |
| 105.07070 | 1 | 1 | 0.00 | 0 | 82 | N/ | C/N | |
| 105.07210 | 0 | 1 | 0.00 | 0 | 82 | N/ | C/N | |
| 105.07840 | 0 | 1 | 0.00 | 0 | 82 | N/ | C/N | |
| 105.08120 | 0 | 1 | 0.00 | 0 | 82 | N/ | C/N | |
| 105.08130 | 2 | 1 | 0.00 | 0 | 83 | N/ | C/N | |
| 105.08152 | 2 | 1 | 0.00 | 0 | 83 | N/ | C/N | |
| 105.08560 | 1 | 1 | 0.00 | 0 | 83 | N/ | C/N | |
| 105.08620 | 0 | 1 | 0.00 | 0 | 83 | N/ | C/N | |
| 105.08980 | 2 | 1 | 0.00 | 0 | 83 | N/ | C/N | |
| 105.09052 | 1 | 1 | 0.00 | 0 | 84 | N/ | C/N | |
| 105.09143 | 0 | 1 | 0.00 | 0 | 84 | N/ | C/N | |
| 105.09741 | 1 | 1 | 0.00 | 0 | 84 | N/ | C/N | |
| 105.09760 | 0 | 1 | 0.00 | 0 | 84 | N/ | C/N | |
| 105.10110 | 1 | 1 | 0.00 | 0 | 85 | N/ | C/N | |
| 105.10410 | 1 | 1 | 0.00 | 0 | 85 | N/ | C/N | |
| 105.10530 | 1 | 1 | 0.00 | 0 | 85 | N/ | C/N | |
| 105.10580 | 1 | 1 | 0.00 | 0 | 85 | N/ | C/N | |
| 105.10930 | 1 | 1 | 0.00 | 0 | 86 | N/ | C/N | |
| 105.10940 | 1 | 1 | 0.00 | 0 | 86 | N/ | C/N | |
| 105.11000 | 0 | 1 | 0.00 | 0 | 86 | N/ | C/N | |
| 105.11010 | 0 | 1 | 0.00 | 0 | 86 | N/ | C/N | |
| 105.11250 | 0 | 1 | 0.00 | 0 | 86 | N/ | C/N | |

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CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| 105.11570 | 0 | 1 | 0.00 | 0 | 87 | N/ | C/N | |
| 105.11720 | 0 | 1 | 0.00 | 0 | 87 | N/ | C/N | |
| 105.11840 | 0 | 1 | 0.00 | 0 | 87 | N/ | C/N | |
| 105.12110 | 0 | 1 | 0.00 | 0 | 87 | N/ | C/N | |
| 105.12930 | 1 | 1 | 0.00 | 0 | 88 | N/ | C/N | |
| 105.13040 | 0 | 1 | 0.00 | 0 | 88 | N/ | C/N | |
| 105.14510 | 1 | 1 | 0.00 | 0 | 88 | N/ | C/N | |
| 105.14540 | 0 | 1 | 0.00 | 0 | 88 | N/ | C/N | |
| 105.15090 | 0 | 1 | 0.00 | 0 | 89 | N/ | C/N | |
| 105.15930 | 1 | 1 | 0.00 | 0 | 89 | N/ | C/N | |
| 105.16110 | 0 | 1 | 0.00 | 0 | 89 | N/ | C/N | |
| 105.16230 | 1 | 1 | 0.00 | 0 | 89 | N/ | C/N | |
| 105.16240 | 1 | 1 | 0.00 | 0 | 89 | N/ | C/N | |
| 105.16490 | 0 | 1 | 0.00 | 0 | 90 | N/ | C/N | |
| 105.17190 | 1 | 1 | 0.00 | 0 | 90 | N/ | C/N | |
| 105.17590 | 0 | 1 | 0.00 | 0 | 90 | N/ | C/N | |
| 105.18160 | 1 | 1 | 0.00 | 0 | 90 | N/ | C/N | |
| 105.18430 | 2 | 1 | 0.00 | 0 | 91 | N/ | D/N | |
| 106.07840 | 1 | 1 | 0.00 | 0 | 91 | N/ | D/N | |
| 106.12740 | 0 | 1 | 0.00 | 0 | 91 | N/ | D/N | |
| 106.16110 | 0 | 1 | 0.00 | 0 | 91 | N/ | D/N | |
| 111.08550 | 0 | 1 | 0.00 | 0 | 92 | N/ | D/N | |
| 111.09450 | 0 | 1 | 0.00 | 0 | 92 | N/ | D/N | |
| 300.03530 | 0 | 1 | 0.00 | 0 | 92 | N/ | D/N | |
| 300.08970 | 0 | 1 | 0.00 | 0 | 92 | N/ | D/N | |
| 300.09450 | 1 | 1 | 0.00 | 0 | 92 | N/ | D/N | |
| 300.10690 | 0 | 1 | 0.00 | 0 | 93 | N/ | D/N | |
| 300.10920 | 0 | 1 | 0.00 | 0 | 93 | N/ | D/N | |
| 301.01540 | 1 | 1 | 0.00 | 0 | 93 | N/ | D/N | |
| 301.04360 | 0 | 1 | 0.00 | 0 | 93 | N/ | D/N | |
| 301.04710 | 0 | 1 | 0.00 | 0 | 94 | N/ | D/N | |
| 301.06210 | 0 | 1 | 0.00 | 0 | 94 | N/ | D/N | |
| 301.06270 | 1 | 1 | 0.00 | 0 | 94 | N/ | D/N | |
| 301.06980 | 3 | 1 | 0.00 | 0 | 94 | N/ | D/N | |
| 301.07020 | 1 | 1 | 0.00 | 0 | 94 | N/ | D/N | |
| 301.07070 | 1 | 1 | 0.00 | 0 | 95 | N/ | D/N | |
| 301.07110 | 2 | 1 | 0.00 | 0 | 95 | N/ | D/N | |
| 301.07140 | 1 | 1 | 0.00 | 0 | 95 | N/ | D/N | |
| 301.07260 | 1 | 1 | 0.00 | 0 | 95 | N/ | D/N | |
| 301.07290 | 1 | 1 | 0.00 | 0 | 96 | N/ | W/N | |
| 301.07970 | 1 | 1 | 0.00 | 0 | 96 | N/ | W/N | |
| 301.08130 | 1 | 1 | 0.00 | 0 | 96 | N/ | W/N | |

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CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|-------------|-----------|------------|---------|-------|-------|---------|----------|-----------|
| 301.08280 | 0 | 1 | 0.00 | 0 | 96 | N/ | W/N | |
| 301.08330 | 2 | 1 | 0.00 | 0 | 97 | N/ | W/N | |
| 301.08340 | 2 | 1 | 0.00 | 0 | 97 | N/ | W/N | |
| 301.08570 | 1 | 1 | 0.00 | 0 | 97 | N/ | W/N | |
| 301.08820 | 1 | 1 | 0.00 | 0 | 97 | N/ | W/N | |
| 301.08830 | 2 | 1 | 0.00 | 0 | 97 | N/ | W/N | |
| 301.08880 | 1 | 1 | 0.00 | 0 | 98 | N/ | W/N | |
| 301.09140 | 3 | 1 | 0.00 | 0 | 98 | N/ | W/N | |
| 301.09210 | 1 | 1 | 0.00 | 0 | 98 | N/ | W/N | |
| 301.09340 | 2 | 1 | 0.00 | 0 | 98 | N/ | W/N | |
| 301.09350 | 2 | 1 | 0.00 | 0 | 99 | N/ | W/N | |
| 301.09480 | 1 | 1 | 0.00 | 0 | 99 | N/ | W/N | |
| 301.09690 | 3 | 1 | 0.00 | 0 | 99 | N/ | W/N | |
| 301.09740 | 1 | 1 | 0.00 | 0 | 99 | N/ | W/N | |
| 301.09960 | 1 | 1 | 0.00 | 0 | 100 | N/ | W/N | |
| 301.10010 | 1 | 1 | 0.00 | 0 | 100 | N/ | W/N | |
| 301.10040 | 1 | 1 | 0.00 | 0 | 100 | N/ | W/N | |
| 301.10110 | 1 | 1 | 0.00 | 0 | 100 | N/ | W/N | |
| 301.10410 | 1 | 1 | 0.00 | 0 | 100 | N/ | W/N | |
| 301.10470 | 3 | 1 | 0.00 | 0 | 101 | N/ | W/N | |
| 301.10550 | 1 | 1 | 0.00 | 0 | 101 | N/ | W/N | |
| 301.10570 | 3 | 1 | 0.00 | 0 | 101 | N/ | W/N | |
| 301.10780 | 0 | 1 | 0.00 | 0 | 101 | N/ | W/N | |
| 301.10860 | 4 | 1 | 0.00 | 0 | 102 | N/ | W/N | |
| 301.11020 | 1 | 1 | 0.00 | 0 | 102 | N/ | W/N | |
| 301.11030 | 2 | 1 | 0.00 | 0 | 102 | N/ | W/N | |
| 301.11070 | 1 | 1 | 0.00 | 0 | 102 | N/ | W/N | |
| 301.11240 | 1 | 1 | 0.00 | 0 | 103 | N/ | W/N | |
| 301.11490 | 1 | 1 | 0.00 | 0 | 103 | N/ | W/N | |
| 301.11580 | 1 | 1 | 0.00 | 0 | 103 | N/ | W/N | |
| 301.11940 | 0 | 1 | 0.00 | 0 | 103 | N/ | W/N | |
| 301.12020 | 1 | 1 | 0.00 | 0 | 103 | N/ | W/N | |
| 301.12110 | 1 | 1 | 0.00 | 0 | 104 | N/ | W/N | |
| 301.12580 | 0 | 1 | 0.00 | 0 | 104 | N/ | W/N | |
| 301.12590 | 1 | 1 | 0.00 | 0 | 104 | N/ | W/N | |
| 301.12640 | 1 | 1 | 0.00 | 0 | 104 | N/ | W/N | |
| 301.12810 | 1 | 1 | 0.00 | 0 | 105 | N/ | W/N | |
| 301.13030 | 1 | 1 | 0.00 | 0 | 105 | N/ | W/N | |
| 301.13130 | 0 | 1 | 0.00 | 0 | 105 | N/ | W/N | |
| 301.13240 | 1 | 1 | 0.00 | 0 | 105 | N/ | W/N | |
| 301.13370 | 1 | 1 | 0.00 | 0 | 106 | N/ | W/N | |
| 301.13380 | 1 | 1 | 0.00 | 0 | 106 | N/ | W/N | |

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RANKING FORMULA:A=70 B=80 C=90 D=95 W=100

CEN CENTRIC BRAKES AND ROTORS

| PART NUMBER | STOCK QTY | UNITS SOLD | DAY AVG | TOT % | CUM % | CURRENT | NEW RANK | MFG CLASS |
|--------------------------|------------------|-------------------------|----------------|--------------|--------------|----------------|-----------------|------------------|
| 301.13970 | 1 | 1 | 0.00 | 0 | 106 | N/ | W/N | |
| 301.14440 | 1 | 1 | 0.00 | 0 | 106 | N/ | W/N | |
| 301.14550 | 1 | 1 | 0.00 | 0 | 106 | N/ | W/N | |
| PART RECORD COUNT | 204 | TOTAL UNITS SOLD | 436 | | | | | |