



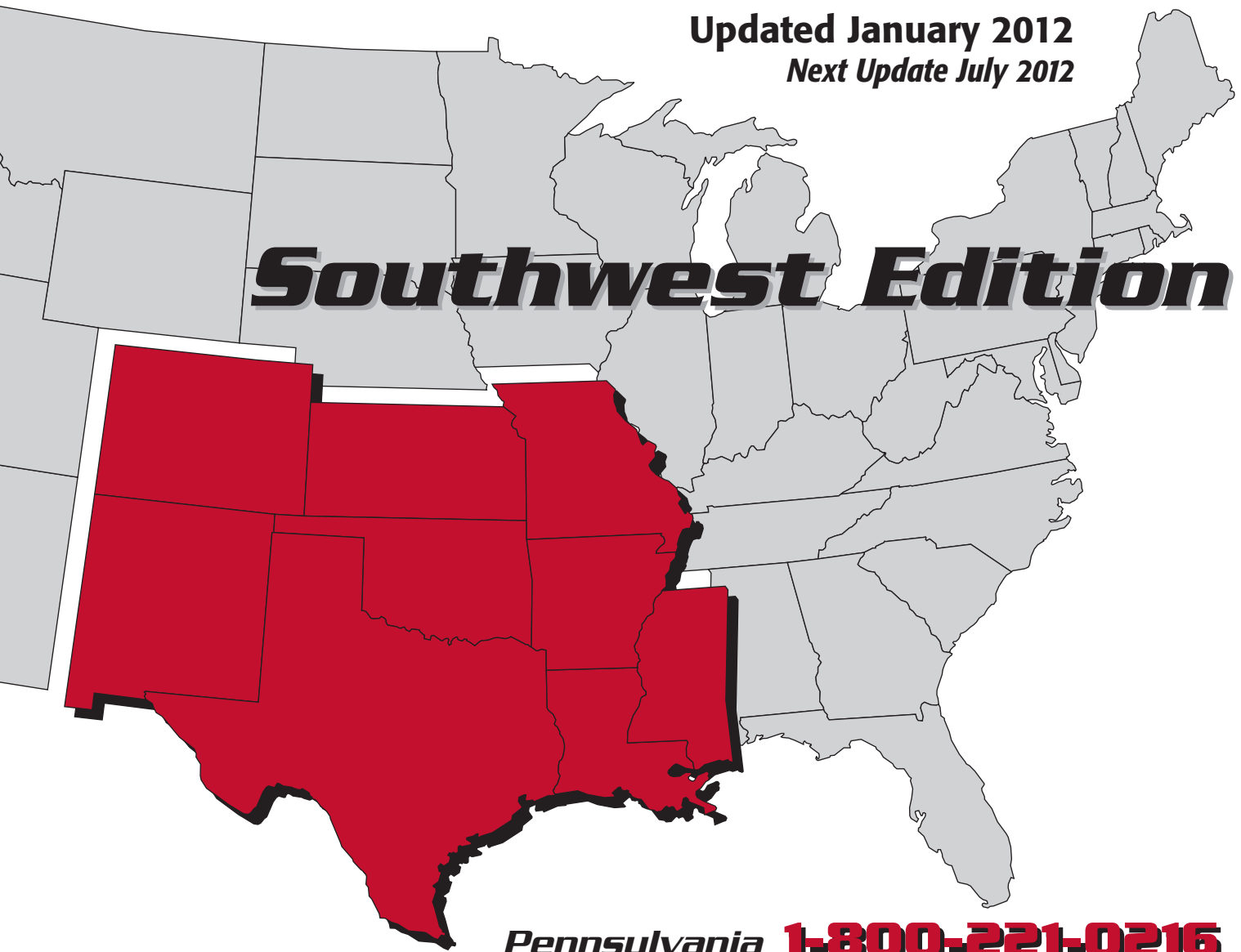
STOCK-IT

INVENTORY MANAGEMENT PROGRAM

Updated January 2012

Next Update July 2012

Southwest Edition



Pennsylvania **1-800-221-0216**

California **1-800-233-9041**

Florida **1-800-424-3458**

Virginia **1-800-937-3443**

STOCK-IT! INVENTORY MANAGEMENT PROGRAM

You can have it all! Only Stock-It! from Service Champ provides you with the information to effectively manage your inventory AND keep your cost-of-goods low!

Here's what you can expect from Stock-It!...

- **Increased Sales...** because the right product mix means you have the product in stock your customer needs.
- **Reduced Inventory Levels...**with the elimination of slower-moving units and the sell down of overstocked units.
- **Improved Inventory Turns...**as your weekly Service Champ order is just 1-2 days away there is really no need to keep a big inventory "cushion".

Here's how to get started with Stock-It!...

Step 1

- For each product category, you can choose from four tiers of product coverage to keep on hand...
 - **RED** group is approximately 80%- 85% coverage.
 - **BLUE** group adds approximately another 5% - 10% coverage.
 - **ORANGE** group adds approximately another 5% coverage.
- With this detailed information, determine the tiers that fit your needs best for each product category.
- Lastly, review our suggested stocking levels for each part number.

Step 2

- Based on your selections, use our shelf labels to set-up your inventory.
- Fill in your desired stock level on each label.

Step 3

- You now have the right inventory to work with...and it's easy to keep it that way!
- Place your weekly with Service Champ by doing some easy math.
- Simply subtract the stock level from the actual on-hand quantity and you have the right quantity to order – no more & no less.

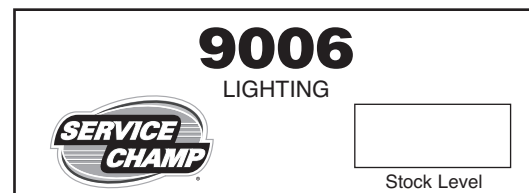
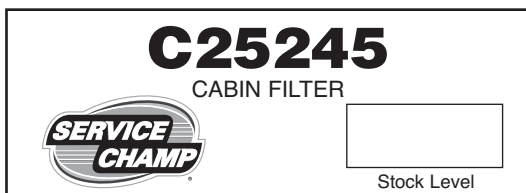
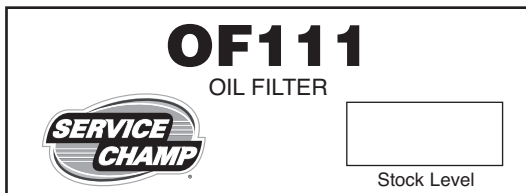
We will provide you with new Stock-It Guides every January and July which will include..

- Updates on what new part numbers to put in and what existing part numbers you may want to take out!
- Updates on what part numbers to stock more units of and what part numbers to stock less units of!

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Shelf Label Samples



Oil Filters

Top 15 numbers represent 90% of sales.

Add the next 15 numbers (Top 30 filters in total) to represent 97% of sales.

Add the next 10 numbers (Top 40 filters in total) to represent 99% of sales.

Add the next 10 numbers (Top 50 filters in total) to represent 100% of sales.

| SERVICE CHAMP# | WARNER# | SECURITY# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|----------|----------------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| CF5234 | WP3986 | CH9911,CH9954 | 28 | 0.3% | 2 | 2 | 3 | VW 05-12, VOLVO 04-12 |
| CF5247 | WP8170 | CH8081 | 34 | 0.2% | 1 | 2 | 2 | BMW(6) 96-06 |
| CF5274 | WP2129 | CH8765 | 22 | 0.4% | 2 | 2 | 3 | GM Cadillac 04-12 |
| CF5276 | WP8153 | CH8481,CH9301 | 38 | 0.2% | 1 | 2 | 2 | MERCEDES BENZ 98-04 |
| CF5277 | WP985 | CH8481,CH9301 | 44 | 0.1% | 1 | 1 | 2 | MERCEDES BENZ 05-12 |
| CF5308 | WP856 | CH8530 | 50 | 0.1% | 1 | 1 | 2 | VW Beetle 1.9L TD 98-06 |
| CF5309 | WP2224 | CH8806 | 43 | 0.1% | 1 | 1 | 2 | SATURN(6) 00-06 |
| CF5315 | WP837 | CH8712 | 32 | 0.2% | 1 | 2 | 2 | VOLVO 99-11 |
| CF5436 | WP3244 | CH9018 | 12 | 3.1% | 11 | 14 | 17 | GM(4) 00-12, SATURN(4) 00-10 |
| CF5476 | WP4456 | CH9447 | 48 | 0.1% | 1 | 1 | 2 | GM Cadillac CTS 03-04 |
| CF5505 | WP960 | CH9641 | 20 | 0.7% | 2 | 2 | 3 | MAZDA 03-11 |
| CF5515 | WLP2017 | CH9549 | 16 | 0.8% | 2 | 2 | 3 | FORD TRUCK(8) 6.0L 03-10 |
| CF5607 | WP969 | CH10075 | 47 | 0.1% | 1 | 1 | 2 | BMW 06-12 |
| CF5608 | WP967 | CH9972 | 15 | 0.9% | 3 | 4 | 5 | TOYOTA Camry 07-12 |
| CF5609 | WP968 | CH10158 | 33 | 0.2% | 1 | 2 | 2 | LEXUS 06-12 |
| CF5610 | WP972 | CH9999 | 24 | 0.3% | 2 | 2 | 3 | HYUNDAI 06-10 |
| CF5692 | WP842 | CH10415 | 49 | 0.1% | 1 | 1 | 2 | VOLVO S80 07-12, XC90 07-12 |
| CF5702 | WP979 | CH10295 | 21 | 0.4% | 2 | 2 | 3 | TOYOTA TRUCK(8) 5.7L 07-12 |
| CF5839 | WP981 | CH10246 | 37 | 0.2% | 1 | 2 | 2 | GM Aveo 09-11, Cruze 11-12 |
| CF5848 | WP982 | CH10515 | 39 | 0.2% | 1 | 2 | 2 | HYUNDAI 08-12, KIA 08-11 |
| CF6127 | WP989 | CH10855 | 46 | 0.1% | 1 | 1 | 2 | HYUNDAI Sante Fe 3.5L 10-12 |
| CF6135 | WP990 | CH10955 | 35 | 0.2% | 1 | 2 | 2 | DODGE(6) 3.6L 11-12 |
| CF6311 | WP980 | CH10358 | 23 | 0.4% | 2 | 2 | 3 | TOYOTA 09-12, SCION 08-12 |
| OF111BP | WPH47B | PH3387A | 5 | 6.9% | 24 | 31 | 38 | GM 76-12 |
| OF123BP | WPH59B | PH3675 | 6 | 6.1% | 21 | 27 | 34 | GM 77-11 |
| OF173BP | WPH51AB | PH3980 | 13 | 1.2% | 4 | 5 | 7 | GM 80-04 |
| OF195BP | WPH400B | PH3600 | 9 | 5.0% | 18 | 23 | 28 | FORD 81-09, DODGE 03-09 |
| OF1ABP | WPH8AB | PH8A | 14 | 1.0% | 4 | 5 | 6 | FORD 72-01 |
| OF2222BP | WPH48B | PH10060 | 4 | 8.6% | 30 | 39 | 47 | GM 07-12,CHRY 07-12,FORD 09-12 |
| OF241BP | WPH2835B | PH3614 | 3 | 9.2% | 32 | 41 | 51 | DODGE 82-10, TOYOTA 84-12 |
| OF252BP | WPH561B | PH2870A | 25 | 0.3% | 2 | 2 | 3 | VW 75-05, BMW/MERCEDES 81-93 |
| OF257 | WPH2815 | PH3569 | 40 | 0.2% | 1 | 2 | 2 | AUDI 97-06, VW 77-05 |
| OF4006BP | WPH44B | PH3506 | 11 | 4.6% | 16 | 21 | 25 | GM 96-12 |
| OF40ABP | WPH1218B | PH5 | 17 | 0.8% | 2 | 2 | 3 | GM 72-90, GMC 72-02 |
| OF4422BP | WLP780B | PH3976A | 18 | 0.8% | 2 | 2 | 3 | DODGE TRUCK(6) 5.9L 88-12 |
| OF4457BP | WPH2827B | PH3682 | 29 | 0.3% | 2 | 2 | 3 | NISSAN 82-99, SUBARU 80-94 |
| OF4459BP | WPH2808B | PH3593A | 8 | 5.3% | 19 | 24 | 29 | HONDA 83-03, HYUNDAI 86-12 |
| OF4460BP | WPH2869B | PH3593A | 27 | 0.3% | 2 | 2 | 3 | SUBARU 90-04 |
| OF4477BP | WPH2840B | PH4967, PH4386 | 10 | 4.7% | 16 | 21 | 26 | TOYOTA 80-12 |
| OF4622BP | WPH2876B | PH7317,PH6607 | 1 | 14.0% | 49 | 63 | 77 | HONDA 00-12, NISSAN 95-12 |
| OF4651BP | WPH820B | PH2 | 2 | 13.2% | 46 | 59 | 73 | FORD 91-12, DODGE 08-12 |
| OF4670BP | WPH253B | PH16 | 7 | 6.0% | 21 | 27 | 33 | DODGE 91-08, VOLVO 75-00 |
| OF4872BP | WLP2286B | PH3786 | 26 | 0.3% | 2 | 2 | 3 | FORD TRUCK(8) 7.3L TD 94-03 |
| OF5230BP | WPH2005B | PH8316 | 31 | 0.2% | 1 | 2 | 2 | FORD(4) 98-04 |
| OF5313BP | WPH454B | PH8873,PH30 | 36 | 0.2% | 1 | 2 | 2 | GM 72-94, GMC 99-06 |



Oil Filters

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|----------------|----------|-----------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| OF5317 | WPH2008 | PH5618 | 41 | 0.1% | 1 | 1 | 2 | LINCOLN LS 99-05, JAGUAR 97-04 |
| OF5399 | WLFP2999 | PH9100 | 19 | 0.7% | 2 | 2 | 3 | GMC(8) 6.6L Turbo Diesel 01-12 |
| OF5401 | WPH453 | PH8994 | 45 | 0.1% | 1 | 1 | 2 | AUDI 99-06, VW Passat 98-05 |
| OF5522 | WPH2009 | PH9010 | 42 | 0.1% | 1 | 1 | 2 | LINCOLN LS 04-06, JAGUAR 03-10 |
| OF6128 | WLFP2051 | PH10890 | 30 | 0.3% | 2 | 2 | 3 | FORD TRUCK(8) 6.7L TD 11-12 |
| TOTAL | | | 50 | 99.9% | 364 | 464 | 579 | |

Air Filters

Top 50 numbers represent 74% of sales.

Add the next 35 numbers (Top 85 filters in total) to represent 86% of sales.

Add the next 35 numbers (Top 120 filters in total) to represent 93% of sales.

Add the next 30 numbers (Top 150 filters in total) to represent 96% of sales.

| SERVICE CHAMP# | WARNER# | FRAM# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|---------|---------------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| AF3465 | WAF1031 | CA3660 | 80 | 0.3% | 1 | 2 | 2 | FORD Escort 84-96, DODGE 83-01 |
| AF3590 | WAF974 | CA3916 | 30 | 0.8% | 2 | 3 | 4 | GM 86-05 |
| AF3592 | WAF1043 | CA5058 | 103 | 0.2% | 1 | 1 | 2 | FORD 86-00 |
| AF4278 | WAF293 | CA4309 | 3 | 4.2% | 4 | 5 | 6 | NISSAN 81-12, SUBARU 02-08 |
| AF4343 | WAF1032 | CA5056 | 20 | 1.1% | 2 | 3 | 4 | FORD 86-11 |
| AF4372 | WAF7877 | CA3901,CA9288 | 19 | 1.1% | 2 | 3 | 4 | DODGE TRUCK 94-11, JEEP 87-01 |
| AF4378 | WAF1046 | CA6366 | 81 | 0.3% | 1 | 2 | 2 | FORD TRUCK(6/8) 87-96 |
| AF4479 | WAF1096 | CA6479,CA8754 | 6 | 2.4% | 3 | 4 | 5 | GM 88-09 |
| AF4633 | WAF1129 | CA6626,CA9948 | 48 | 0.5% | 1 | 2 | 2 | GM(6) 89-93, Pontiac G6 05-10 |
| AF4645 | WAF7816 | CA6690 | 84 | 0.3% | 1 | 2 | 2 | TOYOTA TRUCK(4) 89-04 |
| AF4650 | WAF7836 | CA7094 | 76 | 0.3% | 1 | 2 | 2 | SATURN 91-02 |
| AF4669 | WAF7825 | CA6850 | 143 | 0.1% | 1 | 1 | 1 | NISSAN TRUCK(4) 90-04 |
| AF4675 | WAF7823 | CA6900 | 100 | 0.2% | 1 | 1 | 2 | NISSAN Rogue08-12,Sentra07-12 |
| AF4688 | WAF3974 | CA9898 | 72 | 0.3% | 1 | 2 | 2 | MAZDA 3 04-12, 5 06-12 |
| AF4690 | WAF7841 | CA7351 | 17 | 1.4% | 2 | 3 | 4 | TOYOTA Camry(4/6) 92-01 |
| AF4711 | WAF3981 | CA10193 | 148 | 0.1% | 1 | 1 | 1 | SUZUKI Forenza 04-08 |
| AF4712 | WAF7854 | CA7365 | 86 | 0.2% | 1 | 1 | 2 | FORD Taurus(6) 96-99 |
| AF4715 | WAF7833 | CA7142 | 130 | 0.1% | 1 | 1 | 1 | MITSUBISHI(6) 91-03 |
| AF4720 | WAF7843 | CA7344 | 49 | 0.5% | 1 | 2 | 2 | MITSUBISHI 92-05 |
| AF4721 | WAF7859 | CA7417,CA8067 | 77 | 0.3% | 1 | 2 | 2 | TOYOTA TRUCK T100 93-98 |
| AF4722 | WAF7892 | CA5466 | 69 | 0.3% | 1 | 2 | 2 | TOYOTA Corolla 93-02 |
| AF4727 | WAF7845 | CA7440 | 10 | 2.0% | 3 | 4 | 5 | JEEP 93-04, NISSAN 04-12 |
| AF4731 | WAF7863 | CA7421 | 28 | 0.9% | 2 | 3 | 4 | GM 93-05 |
| AF4838 | WAF7987 | CA8768 | 114 | 0.2% | 1 | 1 | 2 | MERCEDES BENZ 99-12 (2 REQD) |
| AF4852 | WAF917 | CA3914 | 98 | 0.2% | 1 | 1 | 2 | GMC(8) 92-93, 97-02 |
| AF4873 | WAF7880 | CA7420 | 108 | 0.2% | 1 | 1 | 2 | HONDA Accord(4) 94-97 |
| AF4877 | WAF7874 | CA7730 | 58 | 0.4% | 1 | 2 | 2 | FORD Mustang(6/8) 94-04 |
| AF4878 | WAF1615 | CA8039 | 2 | 6.6% | 4 | 5 | 6 | FORD TRUCK(6/8) 97-12 |
| AF4879 | WAF7882 | CA7774,CA8801 | 59 | 0.4% | 1 | 2 | 2 | FORD Windstar 96-03 |
| AF4880 | WAF7872 | CA7597 | 13 | 1.6% | 2 | 3 | 4 | GM(6) 94-09 |

Air Filters

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|----------------|----------|---------------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| AF4886 | WAF7867 | CA7626 | 42 | 0.6% | 1 | 2 | 2 | TOYOTA TRUCK(6) 95-04 |
| AF5047 | WAF7878 | CA7640 | 94 | 0.2% | 1 | 1 | 2 | DODGE TRUCK 5.9L Diesel 94-02 |
| AF5048 | WAF7879 | CA7432 | 134 | 0.1% | 1 | 1 | 1 | DODGE(4/6) 95-00 |
| AF5049 | WAF7893 | CA5595 | 131 | 0.1% | 1 | 1 | 1 | MAZDA Protege 95-03 |
| AF5089 | WAF7910 | CA8205 | 124 | 0.1% | 1 | 1 | 1 | JEEP Wrangler 96-06 |
| AF5090 | WAF1300 | CA8038 | 39 | 0.6% | 1 | 2 | 2 | GMC(6/8) 96-02 |
| AF5105 | WAF7885 | CA5350,CA9007 | 128 | 0.1% | 1 | 1 | 1 | BMW(6) 92-06 |
| AF5148 | WAF7908 | CA8040 | 112 | 0.2% | 1 | 1 | 2 | HONDA Civic 1.6L 96-00 |
| AF5150 | WAF7913 | CA7764 | 93 | 0.2% | 1 | 1 | 2 | HONDA Civic 1.6L (Vtec) 96-00 |
| AF5155 | WAF1643 | CA8142 | 115 | 0.2% | 1 | 1 | 2 | FORD Escort 2.0L 97-03 |
| AF5192 | WAF1658 | CA8243 | 18 | 1.3% | 2 | 3 | 4 | FORD TRUCK 97-04 |
| AF5219 | WAF7911 | CA8069 | 145 | 0.1% | 1 | 1 | 1 | SUZUKI 96-05 |
| AF5227 | WAF1279 | CA8221 | 23 | 1.0% | 2 | 3 | 4 | GM(6) Malibu 97-05 |
| AF5244 | WAF7914 | CA8208 | 109 | 0.2% | 1 | 1 | 2 | MINI COOPER 97-07 |
| AF5248 | WAF7919 | CA8133,CA8473 | 44 | 0.6% | 1 | 2 | 2 | HONDA Accord(4) 98-02 |
| AF5249 | WAF7920 | CA8475 | 87 | 0.2% | 1 | 1 | 2 | HONDA Accord(6) 98-02 |
| AF5265 | WAF7917 | CA8606 | 65 | 0.3% | 1 | 2 | 2 | DODGE Intrepid(6) 98-04 |
| AF5267 | WAF7935 | CA8602 | 83 | 0.3% | 1 | 2 | 2 | VW Beetle 98-10 |
| AF5278 | WAF5857 | CA8613 | 120 | 0.2% | 1 | 1 | 2 | LEXUS GS300 98-05 |
| AF5279 | WAF7943 | CA8612 | 149 | 0.1% | 1 | 1 | 1 | LEXUS GS400 98-01, LS430 01-06 |
| AF5291 | WAF1680 | CA8925 | 138 | 0.1% | 1 | 1 | 1 | FORD TRUCK(8) 7.3L TD 99-01 |
| AF5301 | WAF1679 | CA8956 | 82 | 0.3% | 1 | 2 | 2 | LINCOLN LS 00-06, FORD 06-07 |
| AF5305 | WAF7938 | CA8918 | 26 | 0.9% | 2 | 3 | 4 | TOYOTA TRUCK(8) 98-09 |
| AF5306 | WAF7946 | CA8805 | 105 | 0.2% | 1 | 1 | 2 | DODGE Neon 00-06 |
| AF5314 | WAF1518 | CA8755 | 1 | 8.8% | 4 | 5 | 6 | GMC 99-12 |
| AF5315 | WLAF1520 | CA8756 | 4 | 3.8% | 4 | 5 | 6 | GMC 99-12 |
| AF5323 | WAF1696 | CA8997 | 12 | 1.9% | 2 | 3 | 4 | FORD Escape 01-12,Taurus 00-07 |
| AF5324 | WAF1688 | CA8969 | 89 | 0.2% | 1 | 1 | 2 | FORD Focus 00-05 |
| AF5352 | WAF7958 | CA8760,CA9481 | 102 | 0.2% | 1 | 1 | 2 | HONDA Odyssey 99-04 |
| AF5353 | WAF7965 | CA9113 | 132 | 0.1% | 1 | 1 | 1 | SUBARU 00-07 |
| AF5359 | WAF7954 | CA9286 | 142 | 0.1% | 1 | 1 | 1 | SATURN 00-06 |
| AF5363 | WAF7964 | CA9115 | 118 | 0.2% | 1 | 1 | 2 | TOYOTA Echo 00-06 |
| AF5370 | WAF7953 | CA8922 | 106 | 0.2% | 1 | 1 | 2 | MAZDA MPV 00-06, 6 03-08 |
| AF5372 | WAF7975 | CA8747 | 79 | 0.3% | 1 | 2 | 2 | CHRYSLER PT Cruiser 01-05 |
| AF5373 | WAF7959 | CA8766 | 92 | 0.2% | 1 | 1 | 2 | HYUNDAI Sonata 99-05,KIA 01-06 |
| AF5387 | WAF7982 | CA9441 | 122 | 0.1% | 1 | 1 | 1 | HYUNDAI Sante Fe 01-06 |
| AF5395 | WAF7999 | CA9392 | 50 | 0.5% | 1 | 2 | 2 | HYUNDAI Elantra 01-06 |
| AF5396 | WAF7984 | CA9054 | 11 | 1.9% | 2 | 3 | 4 | DODGE Caravan 01-10 |
| AF5397 | WAF7990 | CA8911 | 64 | 0.3% | 1 | 2 | 2 | HONDA Civic 01-05 |
| AF5398 | WAF7991 | CA9359 | 140 | 0.1% | 1 | 1 | 1 | TOYOTA Rav4 01-05 |
| AF5400 | WAF7996 | CA9269 | 29 | 0.8% | 2 | 3 | 4 | GMC Vans 01-12 |
| AF5403 | WAF7998 | CA9361 | 61 | 0.3% | 1 | 2 | 2 | ACURA MDX(6) 3.5L 01-06 |
| AF5405 | WAF7981 | CA9053 | 56 | 0.4% | 1 | 2 | 2 | CHRYSLER Sebring 01-06 |
| AF5414 | WAF3588 | CA8817 | 21 | 1.1% | 2 | 3 | 4 | JEEP 05-10 |
| AF5418 | WAF1695 | CA9332 | 14 | 1.5% | 2 | 3 | 4 | FORD Explorer 02-10 |
| AF5431 | WAF3594 | CA9492 | 15 | 1.4% | 2 | 3 | 4 | GM 05-12, SATURN 02-10 |
| AF5432 | WAF9010 | CA9360 | 8 | 2.2% | 3 | 4 | 5 | TOYOTA Camry 02-11 |
| AF5433 | WAF2014 | CA9345 | 16 | 1.4% | 2 | 3 | 4 | GMC 02-09 |
| AF5446 | WLAF9096 | CA9400 | 53 | 0.4% | 1 | 2 | 2 | FORD TRUCK 7.3L TD 02-04 |
| AF5456 | WAF9098 | CA9493 | 71 | 0.3% | 1 | 2 | 2 | HONDA CRV 02-06 |

Air Filters

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|----------------|---------|---------|------|------------|------------------------|---------------|---------------|-----------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| AF5462 | WAF3590 | CA9401 | 9 | 2.0% | 3 | 4 | 5 | DODGE TRUCK 02-12 |
| AF5463 | WAF3595 | CA9482 | 24 | 1.0% | 2 | 3 | 4 | TOYOTA Corolla, Matrix 03-08 |
| AF5489 | WAF1744 | CA9563 | 62 | 0.3% | 1 | 2 | 2 | FORD TRUCK Ranger 04-11 |
| AF5497 | WAF9546 | CA9459 | 111 | 0.2% | 1 | 1 | 2 | GM Cadillac CTS 03-07 |
| AF5503 | WAF3216 | CA9564 | 37 | 0.6% | 1 | 2 | 2 | HONDA Accord(4) 03-07 |
| AF5507 | WAF3245 | CA9600 | 68 | 0.3% | 1 | 2 | 2 | HONDA Accord(6) 03-07 |
| AF5512 | WAF5980 | CA9589 | 35 | 0.7% | 1 | 2 | 2 | DODGE TRUCK 5.9L TD 03-10 |
| AF5513 | WAF2340 | CA9603 | 133 | 0.1% | 1 | 1 | 1 | SATURN Ion 03-05 |
| AF5517 | WAF2441 | CA9525 | 99 | 0.2% | 1 | 1 | 2 | KIA Sorento 03-09 |
| AF5521 | WAF5191 | CA9662 | 110 | 0.2% | 1 | 1 | 2 | CHRYSLER Pacifica 04-08 |
| AF5525 | WAF3895 | CA9669 | 96 | 0.2% | 1 | 1 | 2 | MAZDA 6 03-08 |
| AF5528 | WAF1754 | CA9687 | 7 | 2.4% | 3 | 4 | 5 | FORD TRUCK 5.4L 04-08 |
| AF5534 | WAF3958 | CA9681 | 63 | 0.3% | 1 | 2 | 2 | MITSUBISHI Endeavor, Galant 04-12 |
| AF5535 | WAF1646 | CA9516 | 45 | 0.5% | 1 | 2 | 2 | FORD TRUCK(8) 6.0L 03-07 |
| AF5553 | WAF3956 | CA9762 | 52 | 0.4% | 1 | 2 | 2 | DODGE Durango 04-09 |
| AF5556 | WAF1624 | CA9778 | 85 | 0.3% | 1 | 2 | 2 | GMC Canyon 04-07 |
| AF5560 | WAF3904 | CA9838 | 22 | 1.1% | 2 | 3 | 4 | DODGE Charger 04-11 |
| AF5566 | WAF2771 | CA9944 | 74 | 0.3% | 1 | 2 | 2 | FORD Five Hundred 05-07 |
| AF5568 | WAF3598 | CA9895 | 55 | 0.4% | 1 | 2 | 2 | FORD Mustang 05-10 |
| AF5578 | WAF3959 | CA9683 | 25 | 0.9% | 2 | 3 | 4 | TOYOTA 4-Runner 03-09, FJ 07-09 |
| AF5582 | WAF2785 | CA10094 | 75 | 0.3% | 1 | 2 | 2 | FORD Fusion(4) 06-12 |
| AF5583 | WAF2786 | CA10092 | 101 | 0.2% | 1 | 1 | 2 | FORD Fusion(6) 06-12 |
| AF5584 | WAF3993 | CA10086 | 113 | 0.2% | 1 | 1 | 2 | HYUNDAI Tucson 05-09, KIA 05-10 |
| AF5588 | WAF3975 | CA9902 | 126 | 0.1% | 1 | 1 | 1 | GM Chevrolet Aveo 04-11 |
| AF5592 | WAF3984 | CA9997 | 70 | 0.3% | 1 | 2 | 2 | SUBARU 05-12 |
| AF5601 | WAF4001 | CA10083 | 123 | 0.1% | 1 | 1 | 1 | HYUNDAI Sonata(4) 06-10 |
| AF5602 | WAF4000 | CA10084 | 116 | 0.2% | 1 | 1 | 2 | HYUNDAI Sonata(6) 06-10 |
| AF5603 | WAF2962 | CA10014 | 43 | 0.6% | 1 | 2 | 2 | GM Impala 06-11 |
| AF5604 | WAF3054 | CA10093 | 97 | 0.2% | 1 | 1 | 2 | GM Chevrolet HHR 06-11 |
| AF5625 | WAF3994 | CA10163 | 150 | 0.1% | 1 | 1 | 1 | TOYOTA Tacoma(4) 05-12 |
| AF5634 | WAF4011 | CA10192 | 95 | 0.2% | 1 | 1 | 2 | CHRYSLER PT Cruiser 06-10 |
| AF5635 | WAF4012 | CA10118 | 57 | 0.4% | 1 | 2 | 2 | DODGE Caliber 06-10, JEEP 07-10 |
| AF5638 | WAF2947 | CA10161 | 33 | 0.8% | 1 | 2 | 2 | GMC(8) 6.6L Diesel 06-10 |
| AF5642 | WAF2883 | CA10262 | 5 | 3.5% | 4 | 5 | 6 | FORD TRUCK F-Series 08-12 |
| AF5647 | WAF4003 | CA10088 | 121 | 0.1% | 1 | 1 | 1 | HYUNDAI Accent 06-11, KIA 06-11 |
| AF5649 | WAF4017 | CA10171 | 36 | 0.7% | 1 | 2 | 2 | TOYOTA Camry(4) 07-12 |
| AF5650 | WAF3996 | CA10169 | 41 | 0.6% | 1 | 2 | 2 | TOYOTA Camry(6) 07-12 |
| AF5651 | WAF3992 | CA10013 | 51 | 0.4% | 1 | 2 | 2 | HONDA Odyssey 05-10; MDX 07-09 |
| AF5653 | WAF4008 | CA10165 | 40 | 0.6% | 1 | 2 | 2 | HONDA Civic 06-11 |
| AF5655 | WAF4015 | CA10190 | 66 | 0.3% | 1 | 2 | 2 | TOYOTA Corolla, Marix 09-11 |
| AF5669 | WAF4023 | CA10234 | 88 | 0.2% | 1 | 1 | 2 | NISSAN Versa 07-12 |
| AF5670 | WAF4026 | CA10228 | 107 | 0.2% | 1 | 1 | 2 | DODGE Nitro 07-11, JEEP 09-12 |
| AF5671 | WAF4022 | CA10191 | 146 | 0.1% | 1 | 1 | 1 | KIA Optima 06-10 |
| AF5697 | WAF2886 | CA10270 | 31 | 0.8% | 1 | 2 | 2 | FORD TRUCK(8) 6.4L 08-10 |
| AF5698 | WAF3983 | CA10159 | 104 | 0.2% | 1 | 1 | 2 | TOYOTA Prius 04-09 |
| AF5699 | WAF2884 | CA10242 | 32 | 0.8% | 1 | 2 | 2 | FORD Edge 07-12, Taurus 08-12 |
| AF5701 | WAF4029 | CA10346 | 90 | 0.2% | 1 | 1 | 2 | NISSAN Sentra 2.0L 07-12 |
| AF5703 | WAF4030 | CA10349 | 38 | 0.6% | 1 | 2 | 2 | NISSAN Altima 2.5L 07-12 |
| AF5707 | WAF2956 | CA9969 | 34 | 0.7% | 1 | 2 | 2 | GM Cobalt 05-10 |
| AF5775 | WAF1890 | CA10488 | 127 | 0.1% | 1 | 1 | 1 | FORD Focus 08-11 |

Air Filters

| SERVICE CHAMP# | WARNER# | FRAM# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|----------|---------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| AF5779 | WAF4033 | CA10470 | 137 | 0.1% | 1 | 1 | 1 | HYUNDAI Elantra 07-12 |
| AF5780 | WAF4027 | CA10344 | 91 | 0.2% | 1 | 1 | 2 | HONDA CRV 07-09 |
| AF5783 | WAF4007 | CA9875 | 141 | 0.1% | 1 | 1 | 1 | SATURN Ion 2.2L 06-07 |
| AF5789 | WAF4034 | CA10497 | 144 | 0.1% | 1 | 1 | 1 | MITSUBISHI 07-12 |
| AF5798 | WAF3998 | CA10347 | 135 | 0.1% | 1 | 1 | 1 | LEXUS GS 06-11, IS 06-12 |
| AF5799 | WAF4031 | CA10343 | 47 | 0.5% | 1 | 2 | 2 | TOYOTA Tundra(8) 07-12 |
| AF5819 | WAF4025 | CA10348 | 73 | 0.3% | 1 | 2 | 2 | JEEP Wrangler 07-12 |
| AF5822 | WAF3095 | CA10466 | 117 | 0.2% | 1 | 1 | 2 | GM Colorado 08-12 |
| AF5824 | WAF4038 | CA10544 | 78 | 0.3% | 2 | 2 | 2 | INFINITI G35,G37 07-12 (2ReqD) |
| AF5833 | WAF4021 | CA10539 | 129 | 0.1% | 1 | 1 | 1 | HYUNDAI Santa Fe 07-09 |
| AF5841 | WAF2893 | CA10616 | 125 | 0.1% | 1 | 1 | 1 | FORD Escape(6) 09-12 |
| AF6109 | WLAF6902 | CA10888 | 46 | 0.5% | 1 | 2 | 2 | FORD TRUCK(8) 6.7L 11-12 |
| AF6121 | WAF4048 | CA10516 | 147 | 0.1% | 1 | 1 | 1 | DODGE Journey 09-12 |
| AF6124 | WAF5185 | CA10881 | 136 | 0.1% | 1 | 1 | 1 | HYUNDAISanteF10-12,Sonata11-12 |
| AF6131 | WAF3138 | CA10465 | 139 | 0.1% | 1 | 1 | 1 | GM Equinox 10-12 |
| AF6308 | WAF4045 | CA10468 | 119 | 0.2% | 1 | 1 | 2 | HONDA Accord(6) 08-12 |
| AF6309 | WAF4044 | CA10467 | 60 | 0.4% | 1 | 2 | 2 | HONDA Accord(4) 08-12 |
| AF6313 | WAF3083 | CA10110 | 54 | 0.4% | 1 | 2 | 2 | GM Acadia 07-12,Traverse 09-12 |
| AF6314 | WLAF8837 | CA10261 | 27 | 0.9% | 2 | 3 | 4 | DODGE TRUCK(6) 6.7L TD 07-12 |
| AF91 | WAF348 | CA326 | 67 | 0.3% | 1 | 2 | 2 | GM(8) 72-95 |
| TOTAL | | | 150 | 95.7% | 195 | 278 | 343 | |

Cabin Filters

Top 15 numbers represent 79% of sales.

Add the next 15 numbers (Top 30 filters in total) to represent 92% of sales.

Add the next 10 numbers (Top 40 filters in total) to represent 96% of sales.

Add the next 10 numbers (Top 50 filters in total) to represent 98% of sales.

| SERVICE CHAMP# | WARNER# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|---------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| C15388 | CAF1707 | 5 | 6.1% | 2 | 2 | 3 | GMC 99-02 |
| C15389 | CAF1743 | 15 | 1.8% | 2 | 2 | 3 | FORD Minivans 99-07 |
| C15390 | CAF1708 | 44 | 0.2% | 1 | 1 | 2 | HONDA Accord 98-02 |
| C15439 | CAF1758 | 8 | 4.0% | 2 | 2 | 3 | HONDA Civic 01-05, CRV 02-06 |
| C15471 | CAF7757 | 16 | 1.7% | 1 | 2 | 2 | GM Minivans 01-09 |
| C15510 | CAF1721 | 36 | 0.3% | 1 | 2 | 2 | BMW 3 Series 99-06 |
| C15850 | CAF1804 | 21 | 0.9% | 1 | 2 | 2 | NISSAN Armada, Titan 05-12 |
| C15862 | CAF1865 | 46 | 0.2% | 1 | 1 | 2 | KIA Sorrento 03-09 |
| C25082 | CAF1703 | 12 | 2.7% | 2 | 2 | 3 | FORD Taurus 96-07 |
| C25245 | CAF1706 | 4 | 8.3% | 2 | 2 | 3 | GM Mid-Size(6) 97-12 |
| C25246 | CAF1704 | 30 | 0.5% | 1 | 2 | 2 | GM Minivans(6) 3.4L 98-00 |
| C25478 | CAF1755 | 33 | 0.4% | 1 | 2 | 2 | FORD Escape 01-08 |
| C25480 | CAF1754 | 41 | 0.2% | 1 | 1 | 2 | SATURN 00-06 |
| C25490 | CAF1762 | 10 | 2.9% | 2 | 2 | 3 | GM Equinox 05-09, SATURN 02-07 |
| C25572 | CAF1807 | 20 | 1.0% | 1 | 2 | 2 | FORD Mustang 05-12 |
| C25764 | CAF1813 | 25 | 0.7% | 1 | 2 | 2 | NISSAN Pickup 05-12 |
| C25836 | CAF1817 | 42 | 0.2% | 1 | 1 | 2 | GM Equinox 08-12, HYUNDAI 11-1 |
| C25863 | CAF1851 | 45 | 0.2% | 1 | 1 | 2 | HONDA Fit 07-08 |
| C25864 | CAF1849 | 48 | 0.2% | 1 | 1 | 2 | NISSAN Rogue,Sentra 07-12 |
| C25869 | CAF1845 | 32 | 0.4% | 1 | 2 | 2 | DODGE Avenger, Caliber 07-12 |



Cabin Filters

| SERVICE CHAMP# | WARNER# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|--------------|------|------------|------------------------|---------------|---------------|-----------------------------------|
| | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| C25876 | CAF1850 | 29 | 0.5% | 1 | 2 | 2 | FORD Edge & MAZDA CX9 07-12 |
| C35402 | CAF1726 | 50 | 0.2% | 1 | 1 | 2 | HONDA CRV 97-01, Insight 00-07 |
| C35413 | CAF1742K | 43 | 0.2% | 1 | 1 | 2 | GM Buick 00-05, 09-11 |
| C35426 | CAF1771 | 40 | 0.3% | 1 | 2 | 2 | LEXUS GS300 98-00 |
| C35448 | CAF1742 | 11 | 2.9% | 2 | 2 | 3 | GM Buick 00-05, 09-11 |
| C35477 | CAF7742 | 38 | 0.3% | 1 | 2 | 2 | GM Cadillac 00-05, 09-11 |
| C35479 | CAF1766 | 2 | 11.2% | 3 | 4 | 5 | TOYOTA Camry 02-06, Truck 03-12 |
| C35491 | CAF1764 | 6 | 4.6% | 2 | 2 | 3 | TOYOTA Corolla 03-08 |
| C35494 | CAF7749 | 19 | 1.3% | 1 | 2 | 2 | DODGE Caravan 01-08 |
| C35498 | CAF1745 | 49 | 0.2% | 1 | 1 | 2 | LINCOLN LS 00-01 |
| | | | | | | | |
| C35518 | CAF1782 | 27 | 0.5% | 1 | 2 | 2 | LEXUS GS 01-05, LS430 01-06 |
| C35519 | CAF1781 | 1 | 12.6% | 4 | 5 | 6 | HONDA Accord 03-12, Civic 06-12 |
| C35530 | CAF1792 | 7 | 4.4% | 2 | 2 | 3 | NISSAN 02-08 |
| C35644 | CAF1765 | 14 | 1.9% | 2 | 2 | 3 | TOYOTA 06-12 |
| C35660 | CAF1846 | 26 | 0.6% | 1 | 2 | 2 | HYUNDAI Accent 08-11, Elantra 0 |
| C35661 | CAF1814 | 18 | 1.4% | 1 | 2 | 2 | HYUNDAI Sonata 07-10 |
| C35667 | CAF1816 | 3 | 10.0% | 3 | 4 | 5 | TOYOTA 05-12, LEXUS 05-12 |
| C35674 | CAF1825 | 47 | 0.2% | 1 | 1 | 2 | HYUNDAI Accent 06-08 |
| C35675 | CAF1801 | 39 | 0.3% | 1 | 2 | 2 | HYUNDAI Sante Fe, Sonata 02-06 |
| C35676 | CAF1797 | 9 | 2.9% | 2 | 2 | 3 | GM Cobalt 05-10, SATURN 04-07 |
| | | | | | | | |
| C35677 | CAF1805 | 23 | 0.9% | 1 | 2 | 2 | CHRYSLER 300 05-10 |
| C35856 | CAF1862 | 37 | 0.3% | 1 | 2 | 2 | KIA Spectra 05-09, Borrego 09-10 |
| C35865 | CAF1820 | 22 | 0.9% | 1 | 2 | 2 | HYUNDAI Tuscon 05-12, KIA 06-1 |
| C38188 | CAF1751 | 17 | 1.5% | 1 | 2 | 2 | TOYOTA Rav4 01-05 |
| C38222 | CAF1774 | 13 | 2.2% | 2 | 2 | 3 | TOYOTA Highlander 01-08 |
| C45383 | CAF1702,7702 | 24 | 0.8% | 1 | 2 | 2 | VW Beetle 98-07, Jetta 98-05 |
| C45459 | CAF1770 | 31 | 0.4% | 1 | 2 | 2 | ACURA MDX 01-06; HONDA 99-09 |
| C45654 | CAF1779 | 35 | 0.3% | 1 | 2 | 2 | GM Cadillac 03-12 |
| C45662 | CAF1818 | 34 | 0.4% | 1 | 2 | 2 | HYUNDAI 01-06, KIA 06-12 |
| C45871 | CAF1848 | 28 | 0.5% | 1 | 2 | 2 | NISSAN Altima 07-12, Maxima 09-12 |
| TOTAL | | 50 | 97.6% | 68 | 95 | 120 | |

Fuel Filters

Top 15 numbers represent 85% of sales.

Add the next 15 numbers (Top 30 filters in total) to represent 95% of sales.

Add the next 10 numbers (Top 40 filters in total) to represent 97% of sales.

Add the next 10 numbers (Top 50 filters in total) to represent 98% of sales.

| SERVICE CHAMP# | WARNER# | FRAM# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|---------|-------|------|------------|------------------------|---------------|---------------|----------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| 52066 | G481 | G3727 | 2 | 11.1% | 6 | 7 | 8 | GM 84-06 |
| 52073 | G578 | G7315 | 3 | 9.3% | 4 | 5 | 6 | GM 92-05 |
| 52074 | G562 | G6348 | 50 | 0.1% | 1 | 1 | 2 | GM 89-96 |
| 52075 | G580 | G7333 | 17 | 1.2% | 1 | 2 | 2 | GM 92-02, GMC Canyon 04-05 |
| 52085 | G645 | G8219 | 13 | 1.9% | 2 | 2 | 3 | GMC(4/6) 97-05 |
| 52087 | G6597 | G7740 | 25 | 0.5% | 1 | 2 | 2 | GM Minivans(6) 3.4L 97-05 |
| 52088 | G650 | G8216 | 38 | 0.2% | 1 | 2 | 2 | GM Cadillac 4.6L 97-02 |
| 54061 | G496 | G7092 | 31 | 0.2% | 1 | 2 | 2 | FORD Escort(4) 2.0L 97-03 |
| 54062 | G800 | G3802 | 9 | 4.1% | 2 | 2 | 3 | FORD 83-08 |
| 54066 | G6367 | G3850 | 8 | 4.3% | 2 | 2 | 3 | FORD TRUCK 91-05, 08-12 |

Fuel Filters

| SERVICE CHAMP# | WARNER# | FRAM# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|---------------|----------------|------|------------|------------------------|---------------|---------------|--------------------------------|
| | | | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| 54070 | L4595F | CS7715A | 33 | 0.2% | 1 | 2 | 2 | FORD TRUCK(8)7.3L Diesel 94-99 |
| 54073 | G6593 | G8018 | 1 | 16.8% | 7 | 8 | 9 | FORD 98-11 |
| 54074 | L4596F | CS8629A | 12 | 2.0% | 2 | 2 | 3 | FORD TRUCK(8)7.3L Diesel 99-03 |
| 56072 | L5021F | PS8323 | 40 | 0.2% | 1 | 2 | 2 | DODGE TRUCK(6) 5.9L 97-99 |
| 56077 | L1261F,L9800F | CS8941,CS10145 | 10 | 3.7% | 2 | 2 | 3 | DODGE TRUCK(6) 5.9L 00-09 |
| 56080 | LFF3252 | PS10279 | 15 | 1.5% | 2 | 2 | 3 | DODGE TRUCK(6) 6.7L TD 07-09 |
| 56082 | L3258F | FCS10726 | 20 | 0.8% | 1 | 2 | 2 | DODGE TRUCK(8) 6.7L TD 09-10 |
| 56083 | N/A | N/A | 29 | 0.4% | 1 | 2 | 2 | DODGE TRUCK(6) 6.7L TD 10-12 |
| 59061 | G6384 | G7393 | 41 | 0.1% | 1 | 1 | 2 | HONDA Passport 94-02 |
| 59071 | G6335 | G4777 | 21 | 0.7% | 1 | 2 | 2 | NISSAN 95-04 |
| 59121 | G6351 | G5237 | 45 | 0.1% | 1 | 1 | 2 | NISSAN Altima 90-01 |
| 59126 | G6324 | G6680 | 27 | 0.5% | 1 | 2 | 2 | TOYOTA TRUCK 88-04, KIA 01-06 |
| 59136 | G6511 | G7599 | 24 | 0.5% | 1 | 2 | 2 | HONDA Accord 94-97,Civic 95-00 |
| 59142 | G6353 | G6827 | 28 | 0.4% | 1 | 2 | 2 | SUBARU 90-08 |
| 59148 | 59148 | G8164 | 48 | 0.1% | 1 | 1 | 2 | TOYOTA 83-05 (Universal) |
| 59170 | G6595 | G8967 | 44 | 0.1% | 1 | 1 | 2 | TOYOTA Tundra 00-05 |
| 59174 | G6634 | N/A | 49 | 0.1% | 1 | 1 | 2 | TOYOTA Sequoia 01-07 |
| FD4606I | L4606F | CS9864 | 34 | 0.2% | 1 | 2 | 2 | FORD TRUCK E350 6.0L 04-10 |
| FD4615I | N/A | K10826 | 19 | 0.9% | 1 | 2 | 2 | FORD TRUCK(8) 6.7L 11-12 |
| FD4616I | L4616F | CS9667 | 6 | 5.3% | 2 | 2 | 3 | FORD TRUCK(8) 6.0L 03-07 |
| FD4617I | L4617F | CS10263 | 7 | 4.8% | 2 | 2 | 3 | FORD TRUCK(8) 6.4L 08-10 |
| FG1011 | G1010 | G10166 | 4 | 8.9% | 4 | 5 | 6 | FORD TRUCK 04-11 |
| FG1036 | G1036 | G9343 | 11 | 2.5% | 2 | 2 | 3 | FORD TRUCK 02-11 |
| FG1039 | G1039 | G9795 | 30 | 0.4% | 1 | 2 | 2 | FORD TRUCK 01-04 {Flex Fuel} |
| FG1060 | G1060 | G8758 | 18 | 1.2% | 1 | 2 | 2 | FORD Taurus 02-07 |
| FG1061 | G1059 | G9796 | 35 | 0.2% | 1 | 2 | 2 | FORD TRUCK Ranger 02-03 |
| FG1062 | G1062 | N/A | 47 | 0.1% | 1 | 1 | 2 | LINCOLN Navigator 03-04 |
| FG1063 | G1063 | G10698 | 22 | 0.7% | 1 | 2 | 2 | FORD TRUCK Expedition 03-04 |
| FG1071 | G1071 | G8757 | 26 | 0.5% | 1 | 2 | 2 | FORD TRUCK Ranger 00-03 |
| FG1072 | G6626 | G8861A | 32 | 0.2% | 1 | 2 | 2 | FORD Taurus 2001 |
| FG1114 | G1114 | N/A | 42 | 0.1% | 1 | 1 | 2 | FORD CrownVict 4.6L Flex 06-10 |
| FG991 | G991 | G9910 | 46 | 0.1% | 1 | 1 | 2 | FORD TRUCK 00-02 |
| GF829 | G6628 | G9370 | 36 | 0.2% | 1 | 2 | 2 | GMC(4) 2.2L 00-03 |
| GF831 | G6831 | G9344 | 16 | 1.2% | 1 | 2 | 2 | GMC(8) 4.2L 02-04 |
| GF847 | G6847 | N/A | 14 | 1.5% | 2 | 2 | 3 | GMC(8) 5.3L 02-04 |
| GF872 | G6872 | N/A | 39 | 0.2% | 1 | 2 | 2 | GM Grand Prix 3.8L 2004 |
| GF896 | G6896 | G7739 | 37 | 0.2% | 1 | 2 | 2 | GMC(6) 03-05 |
| GF897 | G6897 | N/A | 43 | 0.1% | 1 | 1 | 2 | GM Cadillac 04-11 |
| LFF6012 | LFF6012 | N/A | 23 | 0.6% | 1 | 2 | 2 | GMC(8) 6.6L Diesel 11-12 |
| LFF8736B | LFF8736B | PS9059A | 5 | 7.2% | 4 | 5 | 6 | GMC(8) 6.6L Diesel 01-10 |
| TOTAL | | | 50 | 98.4% | 76 | 105 | 129 | |

Lighting

Top 15 numbers represent 83% of sales.

Add the next 10 numbers (Top 25 lights in total) to represent 95% of sales.

Add the next 10 numbers (Top 35 lights in total) to represent 98% of sales.

| SERVICE CHAMP# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|-------------------|------|---------------|------------------------|------------------|------------------|-------------------------|
| | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| 11005 | 33 | 0.1% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 1156 | 21 | 1.0% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 1157 | 15 | 2.0% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 1157NA | 32 | 0.2% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 168 | 16 | 1.9% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 194 | 1 | 19.0% | 10 | 20 | 30 | Miniature Bulb (10/Box) |
| 194NA | 19 | 1.3% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 2057 | 28 | 0.6% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 2357 | 35 | 0.1% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 3057 | 9 | 3.4% | 10 | 20 | 20 | Miniature Bulb (10/Box) |
| 3057NA | 7 | 4.0% | 10 | 20 | 30 | Miniature Bulb (10/Box) |
| 3156 | 27 | 0.7% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 3157 | 4 | 8.0% | 10 | 20 | 30 | Miniature Bulb (10/Box) |
| 3157NA | 20 | 1.1% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 3357 | 26 | 0.7% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 3457 | 34 | 0.1% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 7440 | 29 | 0.5% | 10 | 10 | 10 | Miniature Bulb (10/Box) |
| 7443 | 18 | 1.6% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 9003 | 6 | 4.3% | 4 | 6 | 8 | Halogen Capsule |
| 9004 | 13 | 2.1% | 2 | 4 | 6 | Halogen Capsule |
| 9005 | 8 | 3.7% | 4 | 6 | 8 | Halogen Capsule |
| 9006 | 2 | 14.1% | 6 | 8 | 10 | Halogen Capsule |
| 9007 | 3 | 8.2% | 6 | 8 | 10 | Halogen Capsule |
| 9008 | 22 | 0.9% | 2 | 2 | 4 | Halogen Capsule |
| 906 | 23 | 0.8% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 912 | 12 | 2.2% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| 921 | 10 | 2.8% | 10 | 20 | 20 | Miniature Bulb (10/Box) |
| 922 | 24 | 0.8% | 10 | 10 | 20 | Miniature Bulb (10/Box) |
| BP1255/H1 | 17 | 1.6% | 2 | 2 | 4 | Halogen Capsule |
| BP1255/H11 | 14 | 2.0% | 2 | 4 | 6 | Halogen Capsule |
| BP1255/H3 | 31 | 0.4% | 2 | 2 | 2 | Halogen Capsule |
| BP1255/H7 | 5 | 4.7% | 4 | 6 | 8 | Halogen Capsule |
| BP4157LL | 11 | 2.3% | 1 | 2 | 2 | Miniature Bulb (2/Card) |
| BP880 | 30 | 0.4% | 2 | 2 | 2 | Halogen Capsule |
| H6054 | 25 | 0.8% | 2 | 2 | 2 | Halogen Headlight |
| TOTAL | 35 | 98.4% | 259 | 324 | 462 | |

Serpentine Belts

Top 25 numbers represent 75% of sales.

Add the next 15 numbers (Top 40 belts in total) to represent 87% of sales.

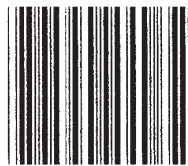
Add the next 10 numbers (Top 50 belts in total) to represent 92% of sales.

Add the next 10 numbers (Top 60 belts in total) to represent 95% of sales.

| SERVICE CHAMP# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|------|------------|------------------------|---------------|---------------|------------------------|
| | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| 1000K6 | 52 | 0.4% | 1 | 1 | 2 | DODGE FORD GMC |
| 1010K6 | 31 | 0.8% | 1 | 2 | 2 | FORD GMC |
| 1020K6 | 49 | 0.5% | 1 | 1 | 2 | FORD TRUCK GM |
| 1025K6 | 18 | 1.6% | 1 | 2 | 2 | FORD GM |
| 1030K6 | 47 | 0.5% | 1 | 1 | 2 | FORD FORD TRUCK |
| 345K5 | 28 | 0.9% | 1 | 2 | 2 | GM SATURN SUBARU |
| 350K4 | 50 | 0.5% | 1 | 1 | 2 | DODGE MAZDA SUBARU |
| 372K4 | 36 | 0.7% | 1 | 2 | 2 | HYUNDAI MITSUBISHI |
| 377K4 | 1 | 18.9% | 2 | 3 | 4 | GMC MITSUBISHI |
| 405K5 | 56 | 0.3% | 1 | 1 | 2 | GM SATURN |
| 420K4 | 33 | 0.8% | 1 | 2 | 2 | HONDA TOYOTA |
| 435K5 | 38 | 0.7% | 1 | 2 | 2 | HONDA HYUNDAI TOYOTA |
| 435K6 | 22 | 1.3% | 1 | 2 | 2 | HONDA NISSAN |
| 465K6 | 45 | 0.5% | 1 | 1 | 2 | GM NISSAN |
| 530K6 | 57 | 0.3% | 1 | 1 | 2 | DODGE FORD |
| 695K6 | 17 | 1.6% | 1 | 2 | 2 | GM |
| 705K6 | 25 | 1.1% | 1 | 2 | 2 | FORD GM |
| 710K6 | 39 | 0.7% | 1 | 2 | 2 | GM |
| 725K6 | 54 | 0.4% | 1 | 1 | 2 | GM |
| 740K6 | 15 | 1.8% | 1 | 2 | 2 | TOYOTA |
| 745K6 | 13 | 1.9% | 1 | 2 | 2 | GMC |
| 747K6 | 59 | 0.3% | 1 | 1 | 2 | GMC |
| 755K5 | 60 | 0.3% | 1 | 1 | 2 | SATURN |
| 817K6 | 34 | 0.8% | 1 | 2 | 2 | FORD TRUCK GM |
| 827K6 | 30 | 0.8% | 1 | 2 | 2 | DODGE FORD GM |
| 835K6 | 44 | 0.5% | 1 | 1 | 2 | FORD GM |
| 850K6 | 35 | 0.7% | 1 | 2 | 2 | FORD |
| 855K6 | 8 | 2.3% | 2 | 2 | 3 | FORD FORD TRUCK |
| 860K6 | 55 | 0.3% | 1 | 1 | 2 | GM |
| 865K6 | 10 | 2.2% | 2 | 2 | 3 | FORD TRUCK GM |
| 868K6 | 58 | 0.3% | 1 | 1 | 2 | DODGE TRUCK FORD TRUCK |
| 872K6 | 20 | 1.5% | 1 | 2 | 2 | FORD GM JEEP |
| 875K6 | 24 | 1.1% | 1 | 2 | 2 | DODGE TRUCK FORD TRUCK |
| 882K6 | 3 | 5.1% | 2 | 3 | 4 | DODGE TRUCK FORD TRUCK |
| 887K5 | 42 | 0.6% | 1 | 1 | 2 | GM |
| 895K6 | 40 | 0.7% | 1 | 2 | 2 | FORD TRUCK |
| 900K6 | 51 | 0.4% | 1 | 1 | 2 | GM HONDA |
| 905K6 | 11 | 2.2% | 2 | 2 | 3 | FORD GM |
| 910K6 | 27 | 1.0% | 1 | 2 | 2 | GM JEEP MAZDA |
| 915K6 | 2 | 5.4% | 2 | 3 | 4 | FORD TRUCK GM |
| 922K6 | 5 | 4.0% | 2 | 2 | 3 | GM JEEP |
| 930K6 | 6 | 3.6% | 2 | 2 | 3 | GM |
| 935K6 | 7 | 2.4% | 2 | 2 | 3 | FORD TRUCK GM |
| 940K6 | 41 | 0.6% | 1 | 1 | 2 | FORD TRUCK GM |
| 945K6 | 29 | 0.9% | 1 | 2 | 2 | GM |

Serpentine Belts

| SERVICE CHAMP# | RANK | % OF SALES | SUGGESTED STOCK LEVEL* | | | GENERAL DESCRIPTION |
|----------------|------|------------|------------------------|---------------|---------------|----------------------|
| | | | 35 CARS / DAY | 45 CARS / DAY | 55 CARS / DAY | |
| 950K6 | 21 | 1.4% | 1 | 2 | 2 | GMC JEEP |
| 952K6 | 19 | 1.6% | 1 | 2 | 2 | GMC |
| 955K6 | 16 | 1.7% | 1 | 2 | 2 | GMC |
| 960K6 | 4 | 4.6% | 2 | 2 | 3 | FORD GMC |
| 967K6 | 12 | 2.1% | 2 | 2 | 3 | GMC |
| 970K6 | 43 | 0.6% | 1 | 1 | 2 | GMC JEEP |
| 970K7 | 53 | 0.4% | 1 | 1 | 2 | DODGE TRUCK |
| 975K6 | 37 | 0.7% | 1 | 2 | 2 | HYUNDAI JEEP |
| 975K7 | 9 | 2.2% | 2 | 2 | 3 | DODGE TRUCK |
| 980K6 | 26 | 1.0% | 1 | 2 | 2 | DODGE FORD GMC |
| 980K8 | 46 | 0.5% | 1 | 1 | 2 | FORD TRUCK |
| 987K6 | 48 | 0.5% | 1 | 1 | 2 | DODGE FORD |
| 990K6 | 14 | 1.9% | 1 | 2 | 2 | DODGE FORD TRUCK GMC |
| 990K8 | 23 | 1.2% | 1 | 2 | 2 | FORD TRUCK |
| 995K6 | 32 | 0.8% | 1 | 2 | 2 | FORD (FORD TRUCK) |
| TOTAL | 60 | 95.4% | 71 | 101 | 133 | |



SISW