



# STOCK-IT

## INVENTORY MANAGEMENT PROGRAM

Updated January 2012

*Next Update July 2012*



***West Coast 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

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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!

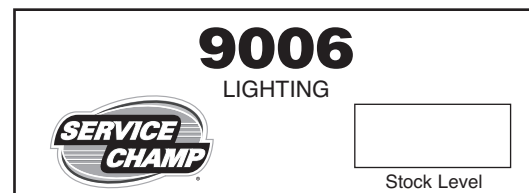
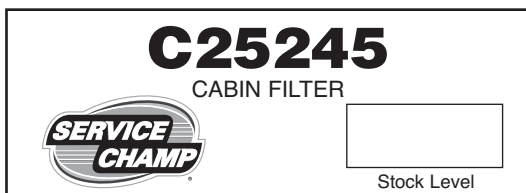
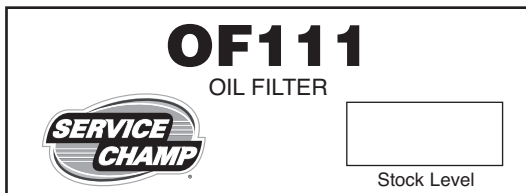
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## Shelf Label Samples

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# Oil Filters

Top 15 numbers represent 89% 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	
CF4757	WP843	CH6848	45	0.1%	1	1	2	MERCEDES BENZ 90-03
CF5234	WP3986	CH9911,CH9954	26	0.4%	2	2	3	VW 05-12, VOLVO 04-12
CF5247	WP8170	CH8081	27	0.3%	2	2	3	BMW(6) 96-06
CF5250	WP846	CH8158	44	0.1%	1	1	2	VW(6) 2.8L 96-03,Touareg 04-11
CF5274	WP2129	CH8765	35	0.2%	1	2	2	GM Cadillac 04-12
CF5276	WP8153	CH8481,CH9301	34	0.2%	1	2	2	MERCEDES BENZ 98-04
CF5277	WP985	CH8481,CH9301	43	0.1%	1	1	2	MERCEDES BENZ 05-12
CF5280	WP8198	CH8213	46	0.1%	1	1	2	BMW(8/12) 94-04
CF5308	WP856	CH8530	47	0.1%	1	1	2	VW Beetle 1.9L TD 98-06
CF5309	WP2224	CH8806	40	0.2%	1	2	2	SATURN(6) 00-06
CF5315	WP837	CH8712	28	0.3%	2	2	3	VOLVO 99-11
CF5436	WP3244	CH9018	12	2.0%	7	9	11	GM(4) 00-12, SATURN(4) 00-10
CF5505	WP960	CH9641	22	0.6%	2	2	3	MAZDA 03-11
CF5515	WLP2017	CH9549	23	0.6%	2	2	3	FORD TRUCK(8) 6.0L 03-10
CF5608	WP967	CH9972	16	0.9%	2	2	3	TOYOTA Camry 07-12
CF5609	WP968	CH10158	36	0.2%	1	2	2	LEXUS 06-12
CF5610	WP972	CH9999	30	0.3%	2	2	3	HYUNDAI 06-10
CF5702	WP979	CH10295	32	0.2%	1	2	2	TOYOTA TRUCK(8) 5.7L 07-12
CF5839	WP981	CH10246	38	0.2%	1	2	2	GM Aveo 09-11, Cruze 11-12
CF5848	WP982	CH10515	50	0.1%	1	1	2	HYUNDAI 08-12, KIA 08-11
CF6135	WP990	CH10955	39	0.2%	1	2	2	DODGE(6) 3.6L 11-12
CF6311	WP980	CH10358	25	0.4%	2	2	3	TOYOTA 09-12, SCION 08-12
CF8812	WP834	CH5320	48	0.1%	1	1	2	BMW 91-95, M Series 95-04
OF111BP	WPH47B	PH3387A	7	4.9%	17	22	27	GM 76-12
OF123BP	WPH59B	PH3675	9	4.3%	15	19	24	GM 77-11
OF173BP	WPH51AB	PH3980	13	1.6%	6	7	9	GM 80-04
OF195BP	WPH400B	PH3600	10	4.2%	15	19	23	FORD 81-09, DODGE 03-09
OF1ABP	WPH8AB	PH8A	14	1.6%	6	7	9	FORD 72-01
OF2222BP	WPH48B	PH10060	8	4.8%	17	22	26	GM 07-12,CHRY 07-12,FORD 09-12
OF241BP	WPH2835B	PH3614	2	12.3%	43	55	68	DODGE 82-10, TOYOTA 84-12
OF252BP	WPH561B	PH2870A	15	1.0%	4	5	6	VW 75-05, BMW/MERCEDES 81-93
OF257	WPH2815	PH3569	33	0.2%	1	2	2	AUDI 97-06, VW 77-05
OF4006BP	WPH44B	PH3506	11	4.1%	14	18	23	GM 96-12
OF40ABP	WPH1218B	PH5	17	0.8%	2	2	3	GM 72-90, GMC 72-02
OF4422BP	WLP780B	PH3976A	19	0.7%	2	2	3	DODGE TRUCK(6) 5.9L 88-12
OF4457BP	WPH2827B	PH3682	20	0.7%	2	2	3	NISSAN 82-99, SUBARU 80-94
OF4459BP	WPH2808B	PH3593A	4	8.5%	30	38	47	HONDA 83-03, HYUNDAI 86-12
OF4460BP	WPH2869B	PH3593A	18	0.7%	2	2	3	SUBARU 90-04
OF4477BP	WPH2840B	PH4967,PH4386	5	7.4%	26	33	41	TOYOTA 80-12
OF4484	WPH2702	PH8212	42	0.1%	1	1	2	ACURA(6) 88-01
OF4622BP	WPH2876B	PH7317,PH6607	1	16.0%	56	72	88	HONDA 00-12, NISSAN 95-12
OF4651BP	WPH820B	PH2	3	9.1%	32	41	50	FORD 91-12, DODGE 08-12
OF4670BP	WPH253B	PH16	6	6.8%	24	31	37	DODGE 91-08, VOLVO 75-00
OF4872BP	WLP2286B	PH3786	24	0.4%	2	2	3	FORD TRUCK(8) 7.3L TD 94-03
OF5230BP	WPH2005B	PH8316	29	0.3%	2	2	3	FORD(4) 98-04

# Oil Filters

SERVICE CHAMP#	WARNER#	SECURITY#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
					35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
OF5313BP	WPH454B	PH8873,PH30	31	0.2%	1	2	2	GM 72-94, GMC 99-06
OF5317	WPH2008	PH5618	41	0.1%	1	1	2	LINCOLN LS 99-05, JAGUAR 97-04
OF5399	WLP2999	PH9100	21	0.6%	2	2	3	GMC(8) 6.6L Turbo Diesel 01-12
OF5401	WPH453	PH8994	37	0.2%	1	2	2	AUDI 99-06, VW Passat 98-05
OF5522	WPH2009	PH9010	49	0.1%	1	1	2	LINCOLN LS 04-06, JAGUAR 03-10
TOTAL			50	99.6%	360	459	572	

# Air Filters

**Top 50 numbers represent 67% of sales.**

**Add the next 35 numbers (Top 85 filters in total) to represent 82% of sales.**

**Add the next 35 numbers (Top 120 filters in total) to represent 90% of sales.**

**Add the next 30 numbers (Top 150 filters in total) to represent 93% 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	32	0.8%	1	2	2	FORD Escort 84-96, DODGE 83-01
AF3590	WAF974	CA3916	44	0.6%	1	2	2	GM 86-05
AF3592	WAF1043	CA5058	56	0.5%	1	2	2	FORD 86-00
AF4278	WAF293	CA4309	2	5.4%	4	5	6	NISSAN 81-12, SUBARU 02-08
AF4343	WAF1032	CA5056	50	0.6%	1	2	2	FORD 86-11
AF4361	WAF359	CA4939	90	0.3%	1	1	2	TOYOTA TRUCK(6) 88-96
AF4372	WAF7877	CA3901,CA9288	9	1.6%	3	4	5	DODGE TRUCK 94-11, JEEP 87-01
AF4378	WAF1046	CA6366	63	0.5%	1	2	2	FORD TRUCK(6/8) 87-96
AF4468	WAF351	CA6395	105	0.2%	1	1	2	TOYOTA 87-00
AF4479	WAF1096	CA6479,CA8754	7	1.7%	3	4	5	GM 88-09
AF4633	WAF1129	CA6626,CA9948	103	0.2%	1	1	2	GM(6) 89-93, Pontiac G6 05-10
AF4645	WAF7816	CA6690	28	0.9%	2	3	4	TOYOTA TRUCK(4) 89-04
AF4646	WAF7827	CA6821	147	0.1%	1	1	1	LEXUS LS400 90-00
AF4650	WAF7836	CA7094	49	0.6%	1	2	2	SATURN 91-02
AF4669	WAF7825	CA6850	121	0.1%	1	1	1	NISSAN TRUCK(4) 90-04
AF4675	WAF7823	CA6900	131	0.1%	1	1	1	NISSAN Rogue08-12, Sentra07-12
AF4680	WAF7828	CA6807	111	0.2%	1	1	2	HONDA Accord 90-93
AF4688	WAF3974	CA9898	67	0.4%	1	2	2	MAZDA 3 04-12, 5 06-12
AF4690	WAF7841	CA7351	5	2.4%	4	5	6	TOYOTA Camry(4/6) 92-01
AF4712	WAF7854	CA7365	107	0.2%	1	1	2	FORD Taurus(6) 96-99
AF4715	WAF7833	CA7142	134	0.1%	1	1	1	NISSAN Quest 93-02
AF4720	WAF7843	CA7344	55	0.5%	1	2	2	NISSAN Quest 93-02
AF4721	WAF7859	CA7417,CA8067	69	0.4%	1	2	2	TOYOTA TRUCK T100 93-98
AF4722	WAF7892	CA5466	34	0.7%	1	2	2	TOYOTA Corolla 93-02
AF4727	WAF7845	CA7440	6	1.8%	3	4	5	JEEP 93-04, NISSAN 04-12
AF4731	WAF7863	CA7421	13	1.4%	2	3	4	GM 93-05
AF4831	WAF7857	CA7628	127	0.1%	1	1	1	NISSAN Quest 93-02
AF4838	WAF7987	CA8768	93	0.3%	1	1	2	MERCEDES BENZ 99-12 (2 REQD)
AF4852	WAF917	CA3914	126	0.1%	1	1	1	GMC(8) 92-93, 97-02
AF4873	WAF7880	CA7420	51	0.5%	1	2	2	HONDA Accord(4) 94-97

# Air Filters

SERVICE CHAMP#	WARNER#	FRAM#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
					35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
AF4877	WAF7874	CA7730	72	0.4%	1	2	2	FORD Mustang(6/8) 94-04
AF4878	WAF1615	CA8039	3	4.4%	4	5	6	FORD TRUCK(6/8) 97-12
AF4879	WAF7882	CA7774,CA8801	58	0.5%	1	2	2	FORD Windstar 96-03
AF4880	WAF7872	CA7597	14	1.3%	2	3	4	GM(6) 94-09
AF4886	WAF7867	CA7626	18	1.2%	2	3	4	TOYOTA TRUCK(6) 95-04
AF5047	WAF7878	CA7640	104	0.2%	1	1	2	DODGE TRUCK 5.9L Diesel 94-02
AF5048	WAF7879	CA7432	132	0.1%	1	1	1	DODGE(4/6) 95-00
AF5049	WAF7893	CA5595	109	0.2%	1	1	2	MAZDA Protege 95-03
AF5089	WAF7910	CA8205	117	0.2%	1	1	2	JEEP Wrangler 96-06
AF5090	WAF1300	CA8038	48	0.6%	1	2	2	GMC(6/8) 96-02
AF5105	WAF7885	CA5350,CA9007	71	0.4%	1	2	2	BMW(6) 92-06
AF5108	WAF7912	CA5436,CA8014	146	0.1%	1	1	1	VOLVO(5) 95-03
AF5148	WAF7908	CA8040	59	0.5%	1	2	2	HONDA Civic 1.6L 96-00
AF5150	WAF7913	CA7764	53	0.5%	1	2	2	HONDA Civic 1.6L (Vtec) 96-00
AF5155	WAF1643	CA8142	116	0.2%	1	1	2	FORD Escort 2.0L 97-03
AF5192	WAF1658	CA8243	11	1.5%	2	3	4	FORD TRUCK 97-04
AF5219	WAF7911	CA8069	128	0.1%	1	1	1	SUZUKI 96-05
AF5227	WAF1279	CA8221	39	0.7%	1	2	2	GM(6) Malibu 97-05
AF5244	WAF7914	CA8208	85	0.4%	1	2	2	MINI 97-07
AF5248	WAF7919	CA8133,CA8473	26	0.9%	2	3	4	HONDA Accord(4) 98-02
AF5249	WAF7920	CA8475	66	0.4%	1	2	2	HONDA Accord(6) 98-02
AF5265	WAF7917	CA8606	79	0.4%	1	2	2	DODGE Intrepid(6) 98-04
AF5267	WAF7935	CA8602	36	0.7%	1	2	2	VW Beetle 98-10
AF5278	WAF5857	CA8613	87	0.3%	1	1	2	LEXUS GS300 98-05
AF5301	WAF1679	CA8956	95	0.3%	1	1	2	LINCOLN LS 00-06, FORD 06-07
AF5305	WAF7938	CA8918	16	1.3%	2	3	4	TOYOTA TRUCK(8) 98-09
AF5306	WAF7946	CA8805	97	0.2%	1	1	2	DODGE Neon 00-06
AF5314	WAF1518	CA8755	1	7.0%	4	5	6	GMC 99-12
AF5315	WLAF1520	CA8756	30	0.8%	2	3	4	GMC 99-12
AF5323	WAF1696	CA8997	12	1.5%	2	3	4	FORD Escape 01-12,Taurus 00-07
AF5324	WAF1688	CA8969	76	0.4%	1	2	2	FORD Focus 00-05
AF5352	WAF7958	CA8760,CA9481	75	0.4%	1	2	2	HONDA Odyssey 99-04
AF5353	WAF7965	CA9113	43	0.7%	1	2	2	SUBARU 00-07
AF5359	WAF7954	CA9286	136	0.1%	1	1	1	SATURN 00-06
AF5363	WAF7964	CA9115	64	0.4%	1	2	2	TOYOTA Echo 00-06
AF5370	WAF7953	CA8922	110	0.2%	1	1	2	MAZDA MPV 00-06, 6 03-08
AF5372	WAF7975	CA8747	61	0.5%	1	2	2	CHRYSLER PT Cruiser 01-05
AF5373	WAF7959	CA8766	91	0.3%	1	1	2	HYUNDAI Sonata 99-05,KIA 01-06
AF5387	WAF7982	CA9441	119	0.2%	1	1	2	HYUNDAI Sante Fe 01-06
AF5395	WAF7999	CA9392	47	0.6%	1	2	2	HYUNDAI Elantra 01-06
AF5396	WAF7984	CA9054	10	1.5%	3	4	5	DODGE Caravan 01-10
AF5397	WAF7990	CA8911	37	0.7%	1	2	2	HONDA Civic 01-05
AF5398	WAF7991	CA9359	108	0.2%	1	1	2	TOYOTA Rav4 01-05
AF5400	WAF7996	CA9269	42	0.7%	1	2	2	GMC Vans 01-12
AF5403	WAF7998	CA9361	40	0.7%	1	2	2	ACURA MDX(6) 3.5L 01-06
AF5405	WAF7981	CA9053	78	0.4%	1	2	2	CHRYSLER Sebring 01-06
AF5414	WAF3588	CA8817	27	0.9%	2	3	4	JEEP 05-10
AF5418	WAF1695	CA9332	21	1.1%	2	3	4	FORD Explorer 02-10
AF5420	WAF7974	CA8970	129	0.1%	1	1	1	HYUNDAI Accent(4) 1.5L 00-05
AF5431	WAF3594	CA9492	23	1.0%	2	3	4	GM 05-12, SATURN 02-10

# Air Filters

SERVICE CHAMP#	WARNER#	FRAM#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
					35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
AF5432	WAF9010	CA9360	4	3.4%	4	5	6	TOYOTA Camry 02-11
AF5433	WAF2014	CA9345	25	1.0%	2	3	4	GMC 02-09
AF5440	WAF7985	CA9073	118	0.2%	1	1	2	VOLVO S60 01-09, V70 01-07
AF5446	WLAF9096	CA9400	81	0.4%	1	2	2	FORD TRUCK 7.3L TD 02-04
AF5456	WAF9098	CA9493	41	0.7%	1	2	2	HONDA CRV 02-06
AF5462	WAF3590	CA9401	20	1.1%	2	3	4	DODGE TRUCK 02-12
AF5463	WAF3595	CA9482	8	1.7%	3	4	5	TOYOTA Corolla, Matrix 03-08
AF5489	WAF1744	CA9563	65	0.4%	1	2	2	FORD TRUCK Ranger 04-11
AF5503	WAF3216	CA9564	31	0.8%	1	2	2	HONDA Accord(4) 03-07
AF5507	WAF3245	CA9600	54	0.5%	1	2	2	HONDA Accord(6) 03-07
AF5512	WAF5980	CA9589	57	0.5%	1	2	2	DODGE TRUCK 5.9L TD 03-10
AF5513	WAF2340	CA9603	149	0.1%	1	1	1	SATURN Ion 03-05
AF5517	WAF2441	CA9525	124	0.1%	1	1	1	KIA Sorento 03-09
AF5521	WAF5191	CA9662	120	0.2%	1	1	2	CHRYSLER Pacifica 04-08
AF5525	WAF3895	CA9669	133	0.1%	1	1	1	MAZDA 6 03-08
AF5528	WAF1754	CA9687	15	1.3%	2	3	4	FORD TRUCK 5.4L 04-08
AF5534	WAF3958	CA9681	99	0.2%	1	1	2	MITSUBISHI Endeavor, Galant 04-12
AF5535	WAF1646	CA9516	89	0.3%	1	1	2	FORD TRUCK(8) 6.0L 03-07
AF5553	WAF3956	CA9762	74	0.4%	1	2	2	DODGE Durango 04-09
AF5556	WAF1624	CA9778	86	0.3%	1	1	2	GMC Canyon 04-07
AF5560	WAF3904	CA9838	29	0.9%	2	3	4	DODGE Charger 04-11
AF5566	WAF2771	CA9944	100	0.2%	1	1	2	FORD Five Hundred 05-07
AF5568	WAF3598	CA9895	83	0.4%	1	2	2	FORD Mustang 05-10
AF5578	WAF3959	CA9683	19	1.1%	2	3	4	TOYOTA 4-Runner 03-09, FJ 07-09
AF5582	WAF2785	CA10094	113	0.2%	1	1	2	FORD Fusion(4) 06-12
AF5583	WAF2786	CA10092	144	0.1%	1	1	1	FORD Fusion(6) 06-12
AF5584	WAF3993	CA10086	106	0.2%	1	1	2	HYUNDAI Tucson 05-09, KIA 05-10
AF5588	WAF3975	CA9902	130	0.1%	1	1	1	GM Chevrolet Aveo 04-11
AF5592	WAF3984	CA9997	17	1.2%	2	3	4	SUBARU 05-12
AF5601	WAF4001	CA10083	140	0.1%	1	1	1	HYUNDAI Sonata(4) 06-10
AF5602	WAF4000	CA10084	139	0.1%	1	1	1	HYUNDAI Sonata(6) 06-10
AF5603	WAF2962	CA10014	80	0.4%	1	2	2	GM Impala 06-11
AF5604	WAF3054	CA10093	122	0.1%	1	1	1	GM Chevrolet HHR 06-11
AF5625	WAF3994	CA10163	114	0.2%	1	1	2	TOYOTA Tacoma(4) 05-12
AF5634	WAF4011	CA10192	94	0.3%	1	1	2	CHRYSLER PT Cruiser 06-10
AF5635	WAF4012	CA10118	73	0.4%	1	2	2	DODGE Caliber 06-10, JEEP 07-10
AF5638	WLAF2947	CA10161	88	0.3%	1	1	2	GMC(8) 6.6L Diesel 06-10
AF5642	WAF2883	CA10262	22	1.0%	2	3	4	FORD TRUCK F-Series 08-12
AF5647	WAF4003	CA10088	125	0.1%	1	1	1	HYUNDAI Accent 06-11, KIA 06-11
AF5649	WAF4017	CA10171	35	0.7%	1	2	2	TOYOTA Camry(4) 07-12
AF5650	WAF3996	CA10169	33	0.8%	1	2	2	TOYOTA Camry(6) 07-12
AF5651	WAF3992	CA10013	46	0.6%	1	2	2	HONDA Odyssey 05-10; MDX 07-09
AF5653	WAF4008	CA10165	24	1.0%	2	3	4	HONDA Civic 06-11
AF5655	WAF4015	CA10190	45	0.6%	1	2	2	TOYOTA Corolla, Marix 09-11
AF5656	WAF4002	CA10015	142	0.1%	1	1	1	HONDA Ridgeline 06-12
AF5657	WAF4019	CA10233	141	0.1%	1	1	1	HONDA Fit 07-08
AF5669	WAF4023	CA10234	82	0.4%	1	2	2	NISSAN Versa 07-12
AF5697	WLAF2886	CA10270	137	0.1%	1	1	1	FORD TRUCK(8) 6.4L 08-10
AF5698	WAF3983	CA10159	38	0.7%	1	2	2	TOYOTA Prius 04-09
AF5699	WAF2884	CA10242	52	0.5%	1	2	2	FORD Edge 07-12, Taurus 08-12

# Air Filters

SERVICE CHAMP#	WARNER#	FRAM#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
					35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
AF5701	WAF4029	CA10346	115	0.2%	1	1	2	NISSAN Sentra 2.0L 07-12
AF5703	WAF4030	CA10349	60	0.5%	1	2	2	NISSAN Altima 2.5L 07-12
AF5707	WAF2956	CA9969	70	0.4%	1	2	2	GM Cobalt 05-10
AF5779	WAF4033	CA10470	123	0.1%	1	1	1	HYUNDAI Elantra 07-12
AF5780	WAF4027	CA10344	84	0.4%	1	2	2	HONDA CRV 07-09
AF5798	WAF3998	CA10347	112	0.2%	1	1	2	LEXUS GS 06-11, IS 06-12
AF5799	WAF4031	CA10343	101	0.2%	1	1	2	TOYOTA Tundra(8) 07-12
AF5804	WAF4004	CA10257	143	0.1%	1	1	1	TOYOTA Highlander Hybrid 06-10
AF5819	WAF4025	CA10348	102	0.2%	1	1	2	JEEP Wrangler 07-12
AF5822	WAF3095	CA10466	150	0.1%	1	1	1	GM Colorado 08-12
AF5824	WAF4038	CA10544	96	0.3%	2	2	2	INFINITI G35,G37 07-12 (2ReqD)
AF5833	WAF4021	CA10539	148	0.1%	1	1	1	HYUNDAI Santa Fe 07-09
AF6052	WAF4055	CA10650	145	0.1%	1	1	1	HONDA Fit 09-12
AF6306	WAF3592	CA10359	138	0.1%	1	1	1	HONDA Civic 2.0L 06-11
AF6308	WAF4045	CA10468	135	0.1%	1	1	1	HONDA Accord(6) 08-12
AF6309	WAF4044	CA10467	68	0.4%	1	2	2	HONDA Accord(4) 08-12
AF6313	WAF3083	CA10110	92	0.3%	1	1	2	GM Acadia 07-12, Traverse 09-12
AF6314	WLAF8837	CA10261	98	0.2%	1	1	2	DODGE TRUCK(6) 6.7L TD 07-12
AF7039	WAF7884	CA7651,CA8080	77	0.4%	1	2	2	BMW 93-06, VW 98-05
AF91	WAF348	CA326	62	0.5%	1	2	2	GM(8) 72-95
TOTAL			150	93.3%	195	279	343	

# Cabin Filters

- Top 15 numbers represent 76% of sales.
- Add the next 15 numbers (Top 30 filters in total) to represent 90% of sales.
- Add the next 10 numbers (Top 40 filters in total) to represent 94% of sales.
- Add the next 10 numbers (Top 50 filters in total) to represent 97% of sales.

SERVICE CHAMP#	WARNER#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
				35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
C15388	CAF1707	6	5.1%	2	2	3	GMC 99-02
C15389	CAF1743	17	1.3%	1	2	2	FORD Minivans 99-07
C15390	CAF1708	42	0.3%	1	1	2	HONDA Accord 98-02
C15439	CAF1758	4	6.1%	2	2	3	HONDA Civic 01-05, CRV 02-06
C15471	CAF7757	19	1.0%	1	2	2	GM Minivans 01-09
C15510	CAF1721	24	0.8%	1	2	2	BMW 3 Series 99-06
C15850	CAF1804	28	0.7%	1	2	2	NISSAN Armada, Titan 05-12
C25082	CAF1703	13	1.9%	2	2	3	FORD Taurus 96-07
C25245	CAF1706	7	4.4%	2	2	3	GM Mid-Size(6) 97-12
C25478	CAF1755	30	0.6%	1	2	2	FORD Escape 01-08
C25480	CAF1754	31	0.5%	1	2	2	SATURN 00-06
C25490	CAF1762	14	1.9%	2	2	3	GM Equinox 05-09, SATURN 02-07
C25572	CAF1807	27	0.7%	1	2	2	FORD Mustang 05-12
C25764	CAF1813	20	0.9%	1	2	2	NISSAN Pickup 05-12
C25863	CAF1851	39	0.4%	1	2	2	HONDA Fit 07-08
C25864	CAF1849	48	0.2%	1	1	2	NISSAN Rogue, Sentra 07-12
C25869	CAF1845	34	0.5%	1	2	2	DODGE Avenger, Caliber 07-12
C25876	CAF1850	46	0.2%	1	1	2	FORD Edge & MAZDA CX9 07-12
C28906	CAF1712	33	0.5%	1	2	2	VW Passat 97-04, AUDI 95-00
C35426	CAF1771	43	0.3%	1	1	2	LEXUS GS300 98-00



# Cabin Filters

SERVICE CHAMP#	WARNER#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
				35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
C35448	CAF1742	16	1.3%	1	2	2	GM Buick 00-05, 09-11
C35477	CAF7742	44	0.3%	1	1	2	GM Cadillac 00-05, 09-11
C35479	CAF1766	1	12.5%	4	5	6	TOYOTA Camry 02-06, Truck 03-12
C35484	CAF1796	37	0.4%	1	2	2	AUDI A4 02-09
C35491	CAF1764	5	6.0%	2	2	3	TOYOTA Corolla 03-08
C35494	CAF7749	22	0.8%	1	2	2	DODGE Caravan 01-08
C35498	CAF1745	49	0.2%	1	1	2	LINCOLN LS 00-01
C35518	CAF1782	32	0.5%	1	2	2	LEXUS GS 01-05, LS430 01-06
C35519	CAF1781	2	12.3%	3	4	5	HONDA Accord 03-12, Civic0 6-12
C35530	CAF1792	8	3.3%	2	2	3	NISSAN 02-08
C35549	CAF7799	29	0.6%	1	2	2	LEXUS 02-06
C35586	CAF1800	50	0.2%	1	1	2	VW 05-12
C35643	CAF1802	40	0.4%	1	2	2	MAZDA 6 03-08
C35644	CAF1765	10	3.1%	2	2	3	TOYOTA 06-12
C35660	CAF1846	26	0.7%	1	2	2	HYUNDAI Accent 08-11, Elantra 0
C35661	CAF1814	18	1.2%	1	2	2	HYUNDAI Sonata 07-10
C35667	CAF1816	3	9.4%	3	4	5	TOYOTA 05-12, LEXUS 05-12
C35675	CAF1801	38	0.4%	1	2	2	HYUNDAI Sante Fe, Sonata 02-06
C35676	CAF1797	15	1.7%	2	2	3	GM Cobalt 05-10, SATURN 04-07
C35677	CAF1805	21	0.9%	1	2	2	CHRYSLER 300 05-10
C35856	CAF1862	41	0.3%	1	1	2	KIA Spectra 05-09, Borrego 09-10
C35865	CAF1820	23	0.8%	1	2	2	HYUNDAI Tuscon 05-12, KIA 06-1
C36080	CAF1873	47	0.2%	1	1	2	HONDA Fit 09-12
C38188	CAF1751	12	2.6%	2	2	3	TOYOTA Rav4 01-05
C38222	CAF1774	11	3.0%	2	2	3	TOYOTA Highlander 01-08
C45383	CAF1702,7702	9	3.1%	2	2	3	VW Beetle 98-07, Jetta 98-05
C45459	CAF1770	25	0.8%	1	2	2	ACURA MDX 01-06; HONDA 99-09
C45654	CAF1779	45	0.3%	1	1	2	GM Cadillac 03-12
C45662	CAF1818	36	0.4%	1	2	2	HYUNDAI 01-06, KIA 06-12
C45871	CAF1848	35	0.5%	1	2	2	NISSAN Altima 07-12, Maxima 09-12
TOTAL		50	96.5%	68	95	120	

# Fuel Filters

Top 15 numbers represent 81% 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 95% of sales.

Add the next 10 numbers (Top 50 filters in total) to represent 97% 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	14.3%	6	7	8	GM 84-06
52073	G578	G7315	3	8.2%	4	5	6	GM 92-05
52075	G580	G7333	16	1.4%	1	2	2	GM 92-02, GMC Canyon 04-05
52085	G645	G8219	14	1.6%	2	2	3	GMC(4/6) 97-05
52087	G6597	G7740	26	0.4%	1	2	2	GM Minivans(6) 3.4L 97-05
52088	G650	G8216	37	0.2%	1	2	2	GM Cadillac 4.6L 97-02
52092	G6640	N/A	31	0.3%	1	2	2	GM Cobalt 05-10, SATURN 03-07
54061	G496	G7092	33	0.3%	1	2	2	FORD Escort(4) 2.0L 97-03
54062	G800	G3802	6	5.7%	2	2	3	FORD 83-08
54066	G6367	G3850	5	6.0%	4	5	6	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	32	0.3%	1	2	2	FORD TRUCK(8)7.3L Diesel 94-99
54073	G6593	G8018	1	15.0%	7	8	9	FORD 98-11
54074	L4596F	CS8629A	12	2.1%	2	2	3	FORD TRUCK(8)7.3L Diesel 99-03
56072	L5021F	PS8323	42	0.2%	1	1	2	DODGE TRUCK(6) 5.9L 97-99
56077	L1261F,L9800F	CS8941,CS10145	9	2.9%	2	2	3	DODGE TRUCK(6) 5.9L 00-09
56080	LFF3252	PS10279	24	0.6%	1	2	2	DODGE TRUCK(6) 6.7L TD 07-09
56082	L3258F	FCS10726	30	0.4%	1	2	2	DODGE TRUCK(8) 6.7L TD 09-10
56083	N/A	N/A	46	0.2%	1	1	2	DODGE TRUCK(6) 6.7L TD 10-12
58052	G6393	G7399	43	0.2%	1	1	2	JEEP Grand Cherokee 93-96
59061	G6384	G7393	40	0.2%	1	2	2	HONDA Passport 94-02
59071	G6335	G4777	18	1.2%	1	2	2	NISSAN 95-04
59074	G246,G6387	G4194	38	0.2%	1	2	2	NISSAN 83-98
59119	59119	G7196	50	0.2%	1	1	2	TOYOTA 82-05 (Universal)
59120	G6346	G6826	41	0.2%	1	1	2	HONDA Accord 90-93
59121	G6351	G5237	27	0.4%	1	2	2	NISSAN Altima 90-01
59126	G6324	G6680	17	1.2%	1	2	2	TOYOTA TRUCK 88-04, KIA 01-06
59128	G2908	G3829	36	0.2%	1	2	2	VW 87-05
59136	G6511	G7599	15	1.6%	2	2	3	HONDA Accord 94-97,Civic 95-00
59142	G6353	G6827	11	2.6%	2	2	3	SUBARU 90-08
59148	59148	G8164	34	0.3%	1	2	2	TOYOTA 83-05 (Universal)
59165	G6579	G5870	25	0.5%	1	2	2	VW Beetle, Jetta 99-06
59170	G6595	G8967	28	0.4%	1	2	2	TOYOTA Tundra 00-05
FD4615I	N/A	K10826	29	0.4%	1	2	2	FORD TRUCK(8) 6.7L 11-12
FD4616I	L4616F	CS9667	8	4.0%	2	2	3	FORD TRUCK(8) 6.0L 03-07
FD4617I	L4617F	CS10263	13	1.7%	2	2	3	FORD TRUCK(8) 6.4L 08-10
FG1011	G1010	G10166	7	5.4%	2	2	3	FORD TRUCK 04-11
FG1036	G1036	G9343	10	2.6%	2	2	3	FORD TRUCK 02-11
FG1039	G1039	G9795	49	0.2%	1	1	2	FORD TRUCK 01-04 {Flex Fuel}
FG1060	G1060	G8758	19	1.1%	1	2	2	FORD Taurus 02-07
FG1061	G1059	G9796	44	0.2%	1	1	2	FORD TRUCK Ranger 02-03
FG1063	G1063	G10698	23	0.6%	1	2	2	FORD TRUCK Expedition 03-04
FG1071	G1071/G1033	G8757	21	0.8%	1	2	2	FORD TRUCK Ranger 00-03
FG1072	G6626	G8861A	47	0.2%	1	1	2	FORD Taurus 2001
FG991	G991	G9910	48	0.2%	1	1	2	FORD TRUCK 00-02
GF829	G6628	G9370	35	0.3%	1	2	2	GMC(4) 2.2L 00-03
GF831	G6831	G9344	20	1.0%	1	2	2	GMC(8) 4.2L 02-04
GF847	G6847	N/A	22	0.7%	1	2	2	GMC(8) 5.3L 02-04
GF896	G6896	G7739	39	0.2%	1	2	2	GMC(6) 03-05
LFF6012	LFF6012	N/A	45	0.2%	1	1	2	GMC(8) 6.6L Diesel 11-12
LFF8736B	LFF8736B	PS9059A	4	7.6%	4	5	6	GMC(8) 6.6L Diesel 01-10
TOTAL			50	96.9%	76	105	129	



# Lighting

Top 15 numbers represent 83% of sales.

Add the next 10 numbers (Top 25 lights in total) to represent 93% of sales.

Add the next 10 numbers (Top 35 lights in total) to represent 97% of sales.

SERVICE CHAMP#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
			35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
11005	27	0.5%	10	10	10	Miniature Bulb (10/Box)
1156	18	1.5%	10	10	20	Miniature Bulb (10/Box)
1157	14	2.1%	10	10	20	Miniature Bulb (10/Box)
1157NA	32	0.3%	10	10	10	Miniature Bulb (10/Box)
168	11	2.2%	10	10	20	Miniature Bulb (10/Box)
17177	35	0.2%	10	10	10	Miniature Bulb (10/Box)
194	2	14.2%	10	20	30	Miniature Bulb (10/Box)
194NA	20	0.9%	10	10	20	Miniature Bulb (10/Box)
2057	24	0.7%	10	10	20	Miniature Bulb (10/Box)
3057	13	2.1%	10	10	20	Miniature Bulb (10/Box)
3156	28	0.5%	10	10	10	Miniature Bulb (10/Box)
3157	6	5.3%	10	20	20	Miniature Bulb (10/Box)
3157NA	29	0.5%	10	10	10	Miniature Bulb (10/Box)
3357	30	0.4%	10	10	10	Miniature Bulb (10/Box)
7440	26	0.5%	10	10	10	Miniature Bulb (10/Box)
7443	15	1.8%	10	10	20	Miniature Bulb (10/Box)
9003	5	7.4%	4	6	8	Halogen Capsule
9004	7	3.4%	4	6	8	Halogen Capsule
9005	10	2.8%	2	4	6	Halogen Capsule
9006	1	15.4%	6	8	10	Halogen Capsule
9007	4	8.8%	4	6	8	Halogen Capsule
9008	25	0.7%	2	2	4	Halogen Capsule
906	34	0.2%	10	10	10	Miniature Bulb (10/Box)
912	12	2.2%	10	10	20	Miniature Bulb (10/Box)
921	9	3.1%	10	20	20	Miniature Bulb (10/Box)
922	19	1.0%	10	10	20	Miniature Bulb (10/Box)
BP1255/H1	8	3.3%	4	6	8	Halogen Capsule
BP1255/H11	17	1.6%	2	2	4	Halogen Capsule
BP1255/H3	21	0.8%	2	2	4	Halogen Capsule
BP1255/H7	3	9.0%	4	6	8	Halogen Capsule
BP1260/H4	22	0.8%	2	2	4	Halogen Capsule
BP4157LL	16	1.7%	1	2	2	Miniature Bulb (2/Card)
BP880	31	0.4%	2	2	2	Halogen Capsule
BP9145	33	0.3%	2	2	2	Halogen Capsule
H6054	23	0.8%	2	2	4	Halogen Headlight
TOTAL	35	97.4%	243	288	412	

# Serpentine Belts

Top 25 numbers represent 68% of sales.

Add the next 15 numbers (Top 40 belts in total) to represent 82% of sales.

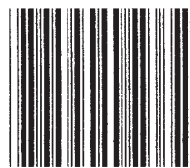
Add the next 10 numbers (Top 50 belts in total) to represent 90% of sales.

Add the next 10 numbers (Top 60 belts in total) to represent 94% of sales.

SERVICE CHAMP#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
			35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
1010K6	45	0.7%	1	1	2	FORD GMC
1025K6	36	0.8%	1	2	2	FORD GM
295K3	54	0.5%	1	1	2	TOYOTA
305K4	33	0.9%	1	2	2	ACURA HONDA NISSAN
315K4	50	0.7%	1	1	2	HONDA NISSAN TOYOTA
332K4	22	1.2%	1	2	2	HONDA HYUNDAI NISSAN
335K4	30	1.0%	1	2	2	HYUNDAI KIA NISSAN
342K4	24	1.2%	1	2	2	CHRYSLER HONDA NISSAN
345K5	9	2.3%	2	2	3	GM SATURN SUBARU
347K4	27	1.1%	1	2	2	TOYOTA
350K4	18	1.5%	1	2	2	DODGE MAZDA SUBARU
355K4	39	0.8%	1	2	2	DODGE MITSUBISHI
372K4	17	1.5%	1	2	2	HYUNDAI MITSUBISHI
377K4	1	17.8%	2	3	4	GMC MITSUBISHI
395K4	48	0.7%	1	1	2	FORD HONDA MAZDA
405K4	35	0.8%	1	2	2	NISSAN
405K5	41	0.7%	1	1	2	GM SATURN
410K6	34	0.9%	1	2	2	DODGE TOYOTA
420K4	14	1.6%	1	2	2	HONDA TOYOTA
420K6	37	0.8%	1	2	2	DODGE NISSAN TRUCK
435K5	25	1.2%	1	2	2	HONDA HYUNDAI TOYOTA
435K6	11	1.8%	2	2	3	HONDA NISSAN
465K6	32	1.0%	1	2	2	GM NISSAN
642K6	31	1.0%	1	2	2	GM
695K6	38	0.8%	1	2	2	GM
705K6	47	0.7%	1	1	2	FORD GM
725K6	55	0.5%	1	1	2	GM
740K6	4	4.0%	2	2	3	TOYOTA
745K6	5	3.1%	2	2	3	GMC
760K6	57	0.5%	1	1	2	GMC
763K7	13	1.6%	1	2	2	TOYOTA
778K5	58	0.5%	1	1	2	SATURN
817K6	56	0.5%	1	1	2	FORD TRUCK GM
840K6	40	0.8%	1	2	2	DODGE FORD HONDA
850K6	60	0.5%	1	1	2	FORD
855K6	26	1.1%	1	2	2	FORD FORD TRUCK
865K6	21	1.3%	1	2	2	FORD TRUCK GM
872K6	28	1.1%	1	2	2	FORD GM JEEP
875K6	19	1.5%	1	2	2	DODGE TRUCK FORD TRUCK
882K6	2	4.7%	2	3	4	DODGE TRUCK FORD TRUCK
900K6	44	0.7%	1	1	2	GM HONDA
905K6	12	1.7%	2	2	3	FORD GM
910K6	59	0.5%	1	1	2	GM JEEP MAZDA
915K6	8	2.5%	2	2	3	FORD TRUCK GM
922K6	6	2.9%	2	2	3	GM JEEP

# Serpentine Belts

SERVICE CHAMP#	RANK	% OF SALES	SUGGESTED STOCK LEVEL*			GENERAL DESCRIPTION
			35 CARS / DAY	45 CARS / DAY	55 CARS / DAY	
930K6	3	4.3%	2	3	4	GM
935K6	20	1.3%	1	2	2	FORD TRUCK GM
945K6	52	0.5%	1	1	2	GM
950K6	23	1.2%	1	2	2	GMC JEEP
952K6	51	0.5%	1	1	2	GMC
955K6	15	1.6%	1	2	2	GMC
960K6	7	2.9%	2	2	3	FORD GMC
967K6	16	1.6%	1	2	2	GMC
970K6	49	0.7%	1	1	2	GMC JEEP
975K7	10	1.8%	2	2	3	DODGE TRUCK
980K6	46	0.7%	1	1	2	DODGE FORD GMC
987K6	53	0.5%	1	1	2	DODGE FORD
990K6	29	1.1%	1	2	2	DODGE FORD TRUCK GMC
990K8	42	0.7%	1	1	2	FORD TRUCK
995K6	43	0.7%	1	1	2	FORD (FORD TRUCK)
TOTAL	60	94.1%	71	102	133	



SIWC