PD3011R NAPLETON AUTO WERKS OF INDIANA 12/09/21 16:18:21
JDAIL581 Inventory Analysis

All Manf, All OEM Cd, All SGrp

	%	#	Pieces	Value
Active Parts: Stocked	7.9	571	530	30434.98
Active Parts: With Excess Stock	36.3	625	6537	140261.45
Active Parts: Understocked	4.3	371	659	16806.68
Active Parts: To Phase Out	1.4	1147	983	5606.73
Total Active Parts	49.9	2714	8709	193109.84
Superceded With On Hand	3.7	116	451	14226.46
Inactive With On Hand	46.4	1502	5628	179463.35
Total Inventory To Sell	100.0	4332	14788	386799.65
Cores on Hand		7	6	295.00
Negative On Hand		2	2	21.20
Total of Inventory		4341	14792	387073.45
Parts on Open Repair Orders		665	1149	53332.97
Value of Inventory		5006	15941	440406.42
Not on Factory Master		10112	724	22498.01
Parts Without Cost		510	8	.00

PD3022R
JDAIL581

NAPLETON AUTO WERKS OF INDIANA 12/09/21
Inventory Aging by Last Sold

All Manf, All OEM Cd, All SGrp, All Parts

	Parts	%	Acum%	Value	%	Acum%
Never Sold	409	15.1	15.1	59758	15.5	15.5
2020 December or Older	510	18.8	33.9	48358	12.6	28.1
2021 January	37	1.4	35.2	4789	1.2	29.3
2021 February	67	2.5	37.7	7244	1.9	31.2
2021 March	66	2.4	40.1	2556	.7	31.9
2021 April	54	2.0	42.1	6527	1.7	33.6
2021 May	64	2.4	44.5	5179	1.3	34.9
2021 June	67	2.5	46.9	4864	1.3	36.2
2021 July	102	3.8	50.7	10867	2.8	39.0
2021 August	131	4.8	55.5	20630	5.4	44.4
2021 September	198	7.3	62.8	38121	9.9	54.3
2021 October	236	8.7	71.5	27876	7.2	61.5
2021 November	422	15.5	87.1	74592	19.4	80.9
2021 December	351	12.9	100.0	73554	19.1	100.0
Totals	2714	100.0		384916	100.0	
Cores With On Hand	7			295		

PD3052R
JDAIL581

NAPLETON AUTO WERKS OF INDIANA
Sales Analysis

12/09/21 16:20:34

All Manf. All OEM Cd. All SGrp

	From To	11/01/21 11/30/21 Sales	11/01/21 11/30/21 Cost	11/01/21 11/30/21 Gross	11/01/21 11/30/21 GP %
Counter Retail Sales		14693.48	8797.89	5895.59	40.1
Counter Internal Sales		820.55	647.60	172.95	21.1
Counter Wholesale Sales		49858.88	39701.72	10157.16	20.4
Total Counter Sales		65372.91	49147.21	16225.70	24.8
RO Customer Pay Sales		155500.82	95214.47	60286.35	38.8
RO Internal Pay Sales		27545.83	20641.74	6904.09	25.1
RO Warranty Sales		43371.35	28325.00	15046.35	34.7
RO Service Contract Sales		6103.19	5267.83	835.36	13.7
Total RO Sales		232521.19	149449.04	83072.15	35.7
Total Sales		297894.10	198596.25	99297.85	33.3
Total Returns		-12094.56	-10481.67	-1612.89	-13.3
Total Net Sales		285799.54	188114.58	97684.96	34.2

PD3062R NAPLETON AUTO WERKS OF INDIANA 12/09/21 16:32:31
JDAIL581 Sales Source Analysis

All Manf, All Stocking Groups, All Parts, All Sales Types

From To	11/01/21 11/30/21 Sales	11/01/21 11/30/21 Cost	11/01/21 11/30/21 Gross	11/01/21 11/30/21 GP %
Sales Filled From Shelf	133073.32	82818.41	50254.91	37.8
Sales Filled By NG				
Sales Filled By EP	52257.29	36835.56	15421.73	29.5
Sales Filled By SO	112563.49	78942.28	33621.21	29.9
Total Sales	297894.10	198596.25	99297.85	33.3
Returns To Inventory	-10367.27	-8981.32	-1385.95	-13.4
Returns Not To Inventory	-1727.29	-1500.35	-226.94	-13.1
Total Returns	-12094.56	-10481.67	-1612.89	-13.3
Net Sales	285799.54	188114.58	97684.96	34.2
Filled From Shelf-Counter	25.2%	23.7%	29.5%	
Filled From Shelf-Service	50.1%	47.6%	54.7%	
Filled Same Day--Counter	37.5%	36.4%	40.9%	
Filled Same Day--Service	69.2%	68.1%	71.1%	

All Manf, All Stocking Groups

Changes to Status:		Phase-In	Phase-Out
December	2021	61	42
August	2021 To November 2021	219	107
May	2021 To August 2021	162	84
February	2021 To May 2021	127	97
November	2020 To February 2021	70	55
August	2020 To November 2020	48	74
August	2020 and Older	1887	9590

Inactive Parts to Phase-In	47
Parts to Phase-Out	1148
Parts Excluded From Phase-In	119
Non-Stocked Parts with On Hand	1502
Superceded Parts with On Hand	116
Active Parts with No Sales	7

PD3041R NAPLETON AUTO WERKS OF INDIANA 12/09/21 16:34:02
JDAIL581 Inventory Adjustments

From 11/01/21 to 11/30/21 All Manf, All Stocking Groups

	#	Pieces	Value
Manual Increases	127	372	44866.20
Manual Decreases	97	-140	-22100.81
Net Manual Adjustments	224	232	22765.39
Physical Inventory Increases			
Physical Inventory Decreases			
Net Physical Inventory Adjustments			
LIFO Increases	40	546	1387.25
LIFO Decreases	5	411	-808.38
Net LIFO Adjustments	45	957	578.87

PD3071R
JDAIL581

NAPLETON AUTO WERKS OF INDIANA
Stock Order Analysis

12/09/21 16:34:43

From 11/01/21 to 11/30/21 All Manf, All OEM Cd, All SGrp

	#	Pieces	Cost	Value
Stock Orders Placed	73	429	4448.89	11835.90
Stock Orders Received	276	1272	13863.75	30291.24
Special Orders Placed	664	1316	92208.60	112786.35
Special Orders Received	637	1227	91045.01	110975.86
Parts Canceled				
Factory Returns				
Core Returns				
Parts On Order		265	12022.48	15788.16
Parts On Backorder		2	86.00	172.00
Parts Referred		326	6419.50	10027.40