

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

27 MAR 24

INVENTORY PAGE 1

Based on Parts Snap-Shot on 03/26/24

Included are the following Location_Vendor_Source combinations:

16_199_995; 16_199_997; 16_199_998; 16_199_999; 16_SUB_600; 16_SUB_603; 16_SUB_604; 16_SUB_605;
16_SUB_610; 16_SUB_651; 16_SUB_700; 16_SUB_800; 16_SUB_801; 16_SUB_802; 16_SUB_803;

Current Inventory	Lines	Pieces	Ext. Cost	
Beginning Inventory	1,492	8,594	270,614.36	
Received Parts (Stock Orders)		2,934	69,241.64	
Received Parts (NonStock Orders)		2,433	60,116.42	
Returned Parts (POs)		-314	-17,445.24	
Parts Sold on RO or CT		-5,460	-121,216.78	
Parts Credited on RO or CT		-447	533.23	
Manual Quantity Changes		-8	301.51	
Factory Master Price Changes		0	163.73	
Manual Price Changes		0	5.63	
Core Parts Effect		2	1,000.00	
Other*	-71	185	-14,630.49	
Ending Inventory Values	1,421	7,919	248,684.01	Pct. Change -8.10

Capital Investment by Aging and Stock Status

Last Sale or Receipt During	Stock (\$)	Pct	Non-Stock (\$)	Pct	Total (\$)	Pct	w/o Dirty Core (\$)
1 - 2 Months	104,068.79	42	26,840.82	11	130,909.61	53	128,409.61
3 - 5 Months	16,625.53	7	41,003.91	16	57,629.44	23	56,629.44
6 - 8 Months	6,740.39	3	29,165.83	12	35,906.22	14	34,906.22
9 - 11 Months	3,061.65	1	18,561.78	7	21,623.43	9	21,423.43
12 Months Plus	0.00	0	2,615.31	1	2,615.31	1	2,615.31
Totals:	130,496.36	52	118,187.65	48	248,684.01	100	243,984.01

MISC (Included in prev totals)	Lines	Pieces	Ext. Cost
Dirty Cores (included above)	7	10	4,700.00
Parts with No Cost	1	12	0.00
Parts with No Bin	27	69	-3,831.32
Parts with Negative OnHand	64	-172	-11,994.85

Phase-In Phase-Out Summary	Lines	Pieces	Ext. Cost
Beginning Stock Parts	571	6,401	133,684.82
Changed to S or Added as S	68	65	5,104.58
Changed from S or Deleted	-42	-76	-8,552.13
Changes not related to Stock	0	-6,390	-130,237.27
Ending Stock Parts	597	6,112	130,496.36

XYZ Analysis

Category	Lines	%Lines	Inv Value	% Inv Value
X	0	0		0
Y	0	0		0
Z	0	0		0
Totals:	0	0		0

True Turn = ((Cost of Sales X 12) / Ending Inventory) X (Stock Receipts / Total Receipts)

3.12 = ((121216.78 - 533.23) * 12) / 248684.01 X (69241.64 / (69241.64 + 60116.42))

Gross Turn = ((Cost of Sales X 12) / Ending Inventory) X (Ending Inventory / Total Receipts)

11.20 = ((121216.78 - 533.23) * 12) / 248684.01 X (248684.01 / (69241.64 + 60116.42))

*Other may include manual source changes, parts sold/received at prices other than the beginning or ending prices, or other unusual events.

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ACTIVITY PAGE 2

Based on Parts 'Snap-Shot' Dated 03/26/24

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Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	314	2934	69,241.64	53.53
Factory Non-Stockorder Receipts	332	2433	60,116.42	46.47
Non-Factory Receipts	0	0	0.00	0.00
Total Receipts	646	5367	129,358.06	100.00

Sales Performance by Stock Type:

	<u>Ext. Cost</u>	<u>Pct.</u>	<u>Ext. Sales</u>	<u>Gross %</u>	<u>% Revenue</u>
From Stock Parts	105,652.86	77.82	175,673.42	39.86	76.98
From Non Stock Parts	30,114.41	22.18	52,530.20	42.67	23.02
Totals:	135,767.27	100.00	228,203.62	40.51	100.00
Lost Sales	2,583.52	1.90	3,625.83	28.75	

A B C Analysis:

	<u>Ext. Sales</u>	<u>%Sales</u>	<u>RO/CTLines</u>	<u>% Lines Sold</u>	<u>Part Lines</u>	<u>% Part Lines</u>
Category:						
A	20.00	0.00	0	0.00	0	0.00
B	40.00	0.00	0	0.00	0	0.00
C	40.00	0.00	0	0.00	0	0.00
Totals:	228,925.38	100.00	3256	100.00	7968	100.00

Sales by Sale Type

	<u>Ext. Cost</u>	<u>Ext. Sales</u>	<u>Gross \$</u>	<u>Gross %</u>	<u>Revenue %</u>
Customer Pay (Taxed)	76,858.40	124,309.80	47,451.40	38.17	54.30
Customer Pay (Non-Taxed)	6,821.21	8,252.22	1,431.01	17.34	3.60
Internal	14,301.14	23,623.69	9,322.55	39.46	10.32
Service Contract	3,862.08	4,867.30	1,005.22	20.65	2.13
Warranty	38,399.52	67,872.37	29,472.85	43.42	29.65
Totals:	140,242.35	228,925.38	88,683.03	38.74	100.00

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ACTIVITY PAGE 2-A

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Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
199 Source = 995 Loc = 16	2,125.90	0.85	297.85	381.42	0.17
199 Source = 997 Loc = 16	3,004.18	1.21	1,860.27	3,051.83	1.34
199 Source = 998 Loc = 16	1,819.34	0.73	95.30	116.78	0.05
199 Source = 999 Loc = 16	0.00	0.00	0.00	0.00	0.00
Sub-Total Vendor = 199	6,949.42	2.79	2,253.42	3,550.03	1.56
SUB Source = 600 Loc = 16	123,326.23	49.59	41,779.55	73,837.17	32.36
SUB Source = 603 Loc = 16	17,180.39	6.91	6,937.26	13,417.27	5.88
SUB Source = 604 Loc = 16	9,761.91	3.93	6,223.88	12,298.78	5.39
SUB Source = 605 Loc = 16	29,574.29	11.89	32,936.61	60,614.76	26.56
SUB Source = 610 Loc = 16	32,799.25	13.19	29,553.68	34,275.67	15.02
SUB Source = 651 Loc = 16	-168.04	-0.07	1,243.81	3,687.94	1.62
SUB Source = 700 Loc = 16	4,792.29	1.93	8,997.69	18,415.15	8.07
SUB Source = 800 Loc = 16	22,667.70	9.12	4,620.13	6,457.68	2.83
SUB Source = 801 Loc = 16	1,300.49	0.52	1,221.24	1,649.17	0.72
SUB Source = 802 Loc = 16	0.00	0.00	0.00	0.00	0.00
SUB Source = 803 Loc = 16	500.08	0.20	0.00	0.00	0.00
Sub-Total Vendor = SUB	241,734.59	97.21	133,513.85	224,653.59	98.45
Totals by Source	248,684.01	100.00	135,767.27	228,203.62	100.00
	0.00	0.00	0.00	0.00	0.00

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Cross Ranking ABC with XYZ

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ABC = Sales XYZ = Inventory

Your Current Setups:			
A	20.00 %	X	20.00 %
B	40.00 %	Y	40.00 %
C	40.00 %	Z	40.00 %

Current Settings may be changed in Setup/Parts Setup/ABC and XYZ Setups.

Category	RO/CT		Ext. Sales	Percent	Category	Part		Inv. Value	Percent
	Lines	Percent				Lines	Percent		
A	0	0.00	0.00	0.00	X	0	?	0.00	0.00
B	0	0.00	0.00	0.00	Y	0	?	0.00	0.00
C	0	0.00	0.00	0.00	Z	0	?	0.00	0.00
Totals	3,256	100.00	228,925.38	100.00	Totals	0	100.00		100.00

ABC vs XYZ Grid

A	B	C	
0	0	0	X
0	0	0	Y
0	0	0	Z

Implications:

A high value of AX parts may indicate an overstock problem.
 A high value of CZ parts may indicate obsolescence.