

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

15 JUL

INVENTORY PAGE 1

Based on Parts Snap-Shot on JUN 30 24

Included are the following Location_Vendor_Source combinations:

2_***_200; 2_***_999; 2_197_103; 2_197_300; 2_197_360; 2_197_400; 2_197_440; 2_HON_101; 2_HON_102;
 2_HON_104; 2_HON_105; 2_HON_106; 2_HON_110; 2_NIS_105; 2_NIS_110; 2_NIS_111; 2_NIS_112; 2_NIS_113;
 2_NIS_115; 2_NIS_116; 2_VOL_200; 2_VOL_206; 2_VOL_210; 2_VOL_220; 2_VOL_230; 2_VOL_240; 2_VOL_997;

Current Inventory

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Beginning Inventory	6,082	22,067	655,439.32
Received Parts (Stock Orders)		5,397	182,626.51
Received Parts (NonStock Orders)		6,226	177,803.97
Returned Parts (POs)		-34	-4,948.69
Parts Sold on RO or CT		-12,405	-387,840.19
Parts Credited on RO or CT		-18,136	19,078.11
Manual Quantity Changes		23	964.70
Factory Master Price Changes		0	3,929.29
Manual Price Changes		0	0.00
Core Parts Effect		39	6,094.00
Other*	-66	18,866	14,498.47

Ending Inventory Values

6,016 **22,043** **667,645.49**

Pct. Change
1.86

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	254,278.67	38	104,614.93	16	358,893.60	54	278,139.60
3 - 5 Months	51,952.56	8	65,194.05	10	117,146.61	18	108,451.61
6 - 8 Months	15,252.76	2	47,257.24	7	62,510.00	9	60,000.00
9 - 11 Months	1,320.91	0	47,946.55	7	49,267.46	7	49,267.46
12 Months Plus	104.58	0	79,723.25	12	79,827.83	12	78,297.83
Totals:	322,909.48	48	344,736.02	52	667,645.50	100	574,156.50

MISC (Included in prev totals)

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Dirty Cores (included above)	165	226	93,489.00
Parts with No Cost	0		
Parts with No Bin	2	3	942.76
Parts with Negative OnHand	3	-7	-160.27

Phase-In Phase-Out Summary

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Beginning Stock Parts	2,575	12,942	319,067.76
Changed to S or Added as S	180	289	18,168.26
Changed from S or Deleted	-230	-320	-21,661.86
Changes not related to Stock	0	-12,911	-315,574.16
Ending Stock Parts	2,525	13,002	322,909.47

XYZ Analysis

Category	<u>Lines</u>	<u>%Lines</u>	<u>Inv Value</u>	<u>% Inv Value</u>
X	1	0	2,556.61	1
Y	323	3	89,348.24	44
Z	10170	97	113,258.04	55
Totals:	10494	100	205,162.89	100

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

3.36 = ((387840.19 - 19078.11) * 12) / 667645.49 X (182626.51 / (182626.51 + 177803.97))

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

12.28 = ((387840.19 - 19078.11) * 12) / 667645.49 X (667645.49 / (182626.51 + 177803.97))

*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 JUN 30 24

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 2_HON_104; 2_HON_105; 2_HON_106; 2_HON_110; 2_NIS_105; 2_NIS_110; 2_NIS_111; 2_NIS_112; 2_NIS_113;
 2_NIS_115; 2_NIS_116; 2_VOL_200; 2_VOL_206; 2_VOL_210; 2_VOL_220; 2_VOL_230; 2_VOL_240; 2_VOL_997;

Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	2010	5387	182,617.61	50.67
Factory Non-Stockorder Receipts	865	6056	175,174.07	48.60
Non-Factory Receipts	34	180	2,638.80	0.73
Total Receipts	2909	11623	360,430.48	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	166,979.02	42.68	259,401.23	35.63	44.1
From Non Stock Parts	224,288.49	57.32	328,383.90	31.70	55.8
Totals:	391,267.51	100.00	587,785.13	33.43	100.00
Lost Sales	5,844.12	1.49	10,006.98	41.60	

A B C Analysis:

Category:	<u>Ext. Sales</u>	<u>%Sales</u>	<u>RO/CTLines</u>	<u>% Lines Sold</u>	<u>Part Lines</u>	<u>% Part Lines</u>	
A	20.00	12,614.55	2.15	609	8.92	24	0.04
B	40.00	32,058.04	5.45	1021	14.96	628	0.97
C	40.00	71,865.81	12.23	1474	21.60	9842	15.23
Totals:	561,554.84	100.00	6825	100.00	64609	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)	116,849.26	194,082.23	77,232.97	39.79	34.56
Customer Pay (Non-Taxed)	192,782.94	231,836.47	39,053.53	16.85	41.28
Internal	19,624.81	30,170.37	10,545.56	34.95	5.37
Service Contract	8,756.99	14,260.64	5,503.65	38.59	2.54
Warranty	44,093.96	91,205.13	47,111.17	51.65	16.24
Totals:	382,107.97	561,554.84	179,446.87	31.96	99.99

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Cross Ranking ABC with XYZ

Based on Parts Snap-Shot on JUN 30 24

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 2_HON_104; 2_HON_105; 2_HON_106; 2_HON_110; 2_NIS_105; 2_NIS_110; 2_NIS_111; 2_NIS_112; 2_NIS_113;
 2_NIS_115; 2_NIS_116; 2_VOL_200; 2_VOL_206; 2_VOL_210; 2_VOL_220; 2_VOL_230; 2_VOL_240; 2_VOL_997;

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 Lines	Percent	Ext. Sales	Percent	Category	Part Lines	Percent	Inv. Value	Percent
A	609	8.92	12,614.55	2.25	X	1	0.01	2,556.61	1.25
B	1,021	14.96	32,058.04	5.71	Y	323	3.08	89,348.24	43.55
C	9,842	144.21	71,865.81	12.80	Z	10,170	96.91	113,258.04	55.20
Totals	6,825	100.00	561,554.84	100.00	Totals	10,494	100.00	205,162.89	100.00

ABC vs XYZ Grid

A	B	C	
0	0	1	X
19	169	135	Y
5	459	9,706	Z

Implications:

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