MONTHLY PARTS INVENTORY AND SALES ANALYSIS

INVENTORY PAGE 1   **Based on Parts Snap-Shot on   JUL 31 24**

Included are the following Location_Vendor_Source combinations:

2_TOY_1; 2_TOY_10; 2_TOY_100; 2_TOY_101; 2_TOY_102; 2_TOY_103; 2_TOY_104; 2_TOY_105; 2_TOY_106;
2_TOY_11; 2_TOY_12; 2_TOY_120; 2_TOY_125; 2_TOY_13; 2_TOY_14; 2_TOY_15; 2_TOY_2; 2_TOY_3; 2_TOY_5;
2_TOY_6; 2_TOY_9; 2_TOY_900; 2_TOY_999;

Current Inventory	Lines	Pieces	Ext. Cost	
Beginning Inventory	8,589	54,781	1,133,883.31	
Received Parts (Stock Orders)		5,166	155,988.54	
Received Parts (NonStock Orders)		15,654	520,152.00	
Returned Parts (POs)		-216	-23,218.08	
Parts Sold on RO or CT		-23,110	-732,144.12	
Parts Credited on RO or CT		-45,416	65,939.31	
Manual Quantity Changes		0	0.00	
Factory Master Price Changes		0	6,051.70	
Manual Price Changes		0	2,014.80	
Core Parts Effect		3	225.00	
Other*	75	48,507	69,831.05	
				Pct. Change
Ending Inventory Values	**8,664**	**55,369**	**1,198,723.51**	**5.72**

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	567,646.21	47	69,893.69	6	637,539.90	53	637,314.90
3 - 5 Months	57,200.99	5	37,519.04	3	94,720.03	8	94,720.03
6 - 8 Months	37,774.55	3	37,524.43	3	75,298.98	6	75,298.98
9 - 11 Months	7,382.56	1	84,020.78	7	91,403.34	8	91,403.34
12 Months Plus	7,094.11	1	292,667.15	24	299,761.26	25	299,761.26
Totals:	677,098.42	56	521,625.09	44	1,198,723.51	100	1,198,498.51

MISC (Included in prev totals)	Lines	Pieces	Ext. Cost
Dirty Cores (included above)	1	3	225.00
Parts with No Cost	0		
Parts with No Bin	2	-2	-175.66
Parts with Negative OnHand	78	-112	-9,603.73

Phase-In Phase-Out Summary	Lines	Pieces	Ext. Cost
Beginning Stock Parts	2,270	40,249	608,484.93
Changed to S or Added as S	337	767	63,341.20
Changed from S or Deleted	-239	-402	-24,121.78
Changes not related to Stock	0	-40,614	-647,704.35
Ending Stock Parts	2,368	41,048	677,098.42

XYZ Analysis

Category	Lines	%Lines	Inv Value	% Inv Value
X	8	0	9,854.94	2
Y	179	0	97,597.96	19
Turns Z	57120	100	395,595.42	79
Totals:	57307	100	503,048.32	100

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

1.54   = ((732144.12 -65939.31) * 12) / 1198723.51 X (155988.54 / (155988.54 + 520152.00))

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

11.82   = ((732144.12 -65939.31) * 12) / 1198723.51 X (1198723.51 / (155988.54 + 520152.00))

*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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2_TOY_11; 2_TOY_12; 2_TOY_120; 2_TOY_125; 2_TOY_13; 2_TOY_14; 2_TOY_15; 2_TOY_2; 2_TOY_3; 2_TOY_5;
2_TOY_6; 2_TOY_9; 2_TOY_900; 2_TOY_999;

Stockorder Performance:

	Lines	Pieces	Ext. Cost	Pct.
Factory Stockorder Receipts	923	5166	155,988.54	23.07
Factory Non-Stockorder Receipts	3958	15654	520,152.00	76.93
Non-Factory Receipts	0	0	0.00	0.00
Total Receipts	4881	20820	676,140.54	100.00

Sales Performance by Stock Type:

	Ext. Cost	Pct.	Ext. Sales	Gross %	% Revenue
From Stock Parts	503,094.26	73.69	682,489.69	26.29	74.03
From Non Stock Parts	179,630.89	26.31	239,470.44	24.99	25.97
Totals:	682,725.15	100.00	921,960.13	25.95	100.00
Lost Sales				0.00	

A B C Analysis:

Category:		Ext. Sales	%Sales	RO/CTLines	% Lines Sold	Part Lines	% Part Lines
A	20.00	9,427.33	1.02	74	0.63	33	0.03
B	40.00	126,930.99	13.77	1540	13.19	871	0.90
C	40.00	225,606.86	24.47	3450	29.55	56403	57.96
Totals:		877,607.16	100.00	11675	100.00	97312	100.00

Sales by Sale Type

	Ext. Cost	Ext. Sales	Gross $	Gross %	Revenue %
Customer Pay (Taxed)	579,331.19	770,385.71	191,054.52	24.80	87.78
Customer Pay (Non-Taxed)	3,110.06	3,506.89	396.83	11.32	0.40
Internal	10,415.81	11,744.37	1,328.56	11.31	1.34
Service Contract	0.00	0.00	0.00	?	0.00
Warranty	66,052.62	91,970.19	25,917.57	28.18	10.48
Totals:	658,909.68	877,607.16	218,697.48	24.92	100.00

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2_TOY_6; 2_TOY_9; 2_TOY_900; 2_TOY_999;

Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
TOY Source = 1 Loc = 2	514,072.54	42.88	388,259.52	506,381.38	54.92
TOY Source = 10 Loc = 2	2,477.63	0.21	3,671.91	4,427.81	0.48
TOY Source = 100 Loc = 2	33,187.56	2.77	14,254.49	21,279.03	2.31
TOY Source = 101 Loc = 2	30,167.95	2.52	13,563.34	17,766.33	1.93
TOY Source = 102 Loc = 2	67,249.08	5.61	44,904.33	64,391.41	6.98
TOY Source = 103 Loc = 2	46,881.34	3.91	34,724.49	46,205.63	5.01
TOY Source = 104 Loc = 2	61,141.41	5.10	29,343.81	42,584.99	4.62
TOY Source = 105 Loc = 2	90,876.16	7.58	37,911.66	57,055.37	6.19
TOY Source = 106 Loc = 2	1,349.74	0.11	152.96	191.93	0.02
TOY Source = 11 Loc = 2	16,964.91	1.42	490.77	954.90	0.10
TOY Source = 12 Loc = 2	2,012.87	0.17	1,904.46	2,324.44	0.25
TOY Source = 120 Loc = 2	656.04	0.05	16.86	45.00	0.00
TOY Source = 125 Loc = 2	53,533.71	4.47	35,012.84	43,018.61	4.67
TOY Source = 13 Loc = 2	338.00	0.03	0.00	0.00	0.00
TOY Source = 14 Loc = 2	585.02	0.05	181.90	181.90	0.02
TOY Source = 15 Loc = 2	0.00	0.00	0.00	0.00	0.00
TOY Source = 2 Loc = 2	126,210.06	10.53	10,861.38	15,306.42	1.66
TOY Source = 3 Loc = 2	55,032.59	4.59	33,575.60	53,091.38	5.76
TOY Source = 5 Loc = 2	26,166.77	2.18	9,642.59	13,252.52	1.44
TOY Source = 6 Loc = 2	19,549.22	1.63	18,322.17	26,405.09	2.86
TOY Source = 9 Loc = 2	36.72	0.00	0.00	0.00	0.00
TOY Source = 900 Loc = 2	10,929.69	0.91	5,408.12	6,445.29	0.70
TOY Source = 999 Loc = 2	39,304.50	3.28	521.95	650.70	0.07
Sub-Total Vendor = TOY	1,198,723.51	100.00	682,725.15	921,960.13	99.99
WOLDPAC Source = Loc = 2	0.00	0.00	0.00	0.00	0.00
Sub-Total Vendor = WOLDPAC	0.00	0.00	0.00	0.00	0.00
Totals by Source	1,198,723.51	100.00	682,725.15	921,960.13	100.00
	0.00	0.00	0.00	0.00	0.00

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

Cross Ranking ABC with XYZ   **Based on Parts Snap-Shot on   JUL 31 24**

Included are the following Location_Vendor_Source combinations:

2_TOY_1; 2_TOY_10; 2_TOY_100; 2_TOY_101; 2_TOY_102; 2_TOY_103; 2_TOY_104; 2_TOY_105; 2_TOY_106;
2_TOY_11; 2_TOY_12; 2_TOY_120; 2_TOY_125; 2_TOY_13; 2_TOY_14; 2_TOY_15; 2_TOY_2; 2_TOY_3; 2_TOY_5;
2_TOY_6; 2_TOY_9; 2_TOY_900; 2_TOY_999;

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	74	0.63	9,427.33	1.07	X	8	0.01	9,854.94	1.96
B	1,540	13.19	126,930.99	14.46	Y	179	0.31	97,597.96	19.40
C	56,403	483.11	225,606.86	25.71	Z	57,120	99.67	395,595.42	78.64
Totals	11,675	100.00	877,607.16	100.00	Totals	57,307	100.00	503,048.32	100.00

ABC vs XYZ Grid

A	B	C	
7	1	0	X
18	99	62	Y
8	771	56,341	Z

Implications:

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