

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

31 AUG 24

INVENTORY PAGE 1

Based on Parts Snap-Shot on JUL 31 24

Included are the following Location_Vendor_Source combinations:

1_196_900; 1_196_906; 1_196_907; 1_196_909; 1_196_910; 1_196_995; 1_TOY_500; 1_TOY_550; 1_TOY_595;
1_TOY_600; 1_TOY_610; 1_TOY_700;

Current Inventory	Lines	Pieces	Ext. Cost	
Beginning Inventory	1,383	37,373	226,720.91	
Received Parts (Stock Orders)		17,804	162,141.73	
Received Parts (NonStock Orders)		1,446	97,072.44	
Returned Parts (POs)		0	0.00	
Parts Sold on RO or CT		-20,115	-279,855.19	
Parts Credited on RO or CT		-1,780	1,793.69	
Manual Quantity Changes		1,245	-961.50	
Factory Master Price Changes		0	382.41	
Manual Price Changes		0	1,411.20	
Core Parts Effect		-9	-2,010.00	
Other*	50	1,887	23,572.84	
Ending Inventory Values	1,433	37,851	230,268.53	Pct. Change 1.56

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	167,919.26	73	21,741.13	9	189,660.39	82	183,935.39
3 - 5 Months	19,586.84	9	3,585.00	2	23,171.84	10	23,171.84
6 - 8 Months	4,758.87	2	2,093.46	1	6,852.33	3	6,852.33
9 - 11 Months	3,735.11	2	592.42	0	4,327.53	2	4,327.53
12 Months Plus	192.05	0	6,064.39	3	6,256.44	3	6,256.44
Totals:	196,192.13	85	34,076.40	15	230,268.53	100	224,543.53

MISC (Included in prev totals)	Lines	Pieces	Ext. Cost
Dirty Cores (included above)	4	6	5,725.00
Parts with No Cost	2	17	0.00
Parts with No Bin	267	522	28,270.83
Parts with Negative OnHand	4	-4	-213.52

Phase-In Phase-Out Summary	Lines	Pieces	Ext. Cost
Beginning Stock Parts	973	36,271	190,996.94
Changed to S or Added as S	64	124	14,983.79
Changed from S or Deleted	-62	-11	-13,364.37
Changes not related to Stock	0	-36,384	-192,616.36
Ending Stock Parts	975	36,669	196,192.13

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)

9.06 = ((279855.19 - 1793.69) * 12) / 230268.53 X (162141.73 / (162141.73 + 97072.44))

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

12.87 = ((279855.19 - 1793.69) * 12) / 230268.53 X (230268.53 / (162141.73 + 97072.44))

*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 JUL 31 24

Included are the following Location_Vendor_Source combinations:

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1_TOY_600; 1_TOY_610; 1_TOY_700;

Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	990	4473	117,184.97	45.21
Factory Non-Stockorder Receipts	1100	1446	97,072.44	37.45
Non-Factory Receipts	55	13331	44,956.76	17.34
Total Receipts	2145	19250	259,214.17	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	202,006.61	68.91	318,108.08	36.50	70.45
From Non Stock Parts	91,147.57	31.09	133,460.94	31.70	29.55
Totals:	293,154.18	100.00	451,569.02	35.08	100.00
Lost Sales	11,075.34	3.78	18,162.05	39.02	

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	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:	424,743.77	100.00	9398	100.00	35768	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)	170,815.53	274,015.62	103,200.09	37.66	64.51
Customer Pay (Non-Taxed)	28,363.89	35,240.75	6,876.86	19.51	8.30
Internal	42,207.64	61,701.14	19,493.50	31.59	14.53
Service Contract	22,138.38	33,985.87	11,847.49	34.86	8.00
Warranty	11,951.65	19,800.39	7,848.74	39.64	4.66
Totals:	275,477.09	424,743.77	149,266.68	35.14	100.00

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ACTIVITY PAGE 2-A

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1_196_900; 1_196_906; 1_196_907; 1_196_909; 1_196_910; 1_196_995; 1_TOY_500; 1_TOY_550; 1_TOY_595;
1_TOY_600; 1_TOY_610; 1_TOY_700;

Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
196 Source = 900 Loc = 1	21,971.81	9.54	24,881.25	40,931.18	9.06
196 Source = 906 Loc = 1	0.00	0.00	186.69	223.20	0.05
196 Source = 907 Loc = 1	18,912.11	8.21	23,661.95	57,993.85	12.84
196 Source = 909 Loc = 1	0.00	0.00	0.00	0.00	0.00
196 Source = 910 Loc = 1	779.62	0.34	352.66	448.38	0.10
196 Source = 995 Loc = 1	0.00	0.00	10,988.00	13,186.40	2.92
Sub-Total Vendor = 196	41,663.54	18.09	60,070.55	112,783.01	24.97
TOY Source = Loc = 1	0.00	0.00	0.00	0.00	0.00
TOY Source = 500 Loc = 1	58,955.08	25.60	93,009.02	148,726.59	32.94
TOY Source = 550 Loc = 1	5,458.91	2.37	16,476.65	23,176.78	5.13
TOY Source = 595 Loc = 1	66,492.00	28.88	65,589.00	77,570.92	17.18
TOY Source = 600 Loc = 1	20,194.24	8.77	19,015.55	28,452.69	6.30
TOY Source = 610 Loc = 1	23,303.53	10.12	24,470.46	41,660.83	9.23
TOY Source = 700 Loc = 1	14,201.23	6.17	14,522.95	19,198.20	4.25
Sub-Total Vendor = TOY	188,604.99	81.91	233,083.63	338,786.01	75.03
Totals by Source	230,268.53	100.00	293,154.18	451,569.02	100.00
	0.00	0.00	0.00	0.00	0.00