

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

22 JUN 20

INVENTORY PAGE 1

Based on Parts Snap-Shot on MAY 31 20

Included are the following Location_Vendor_Source combinations:

1_***_999; 1_118_100; 1_197_200; 1_197_202; 1_197_205; 1_197_210; 1_197_215; 1_197_290; 1_199_200; 1_199_202; 1_199_205; 1_199_210; 1_199_215; 1_CHR_100; 1_CHR_101; 1_CHR_110; 1_CHR_120; 1_CHR_150;

Current Inventory	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	
Beginning Inventory	9,444	39,389	1,791,608.32	
Received Parts (Stock Orders)		3,192	130,988.70	
Received Parts (NonStock Orders)		5,444	213,404.25	
Returned Parts (POs)		-165	-15,390.06	
Parts Sold on RO or CT		207,984	-228,429.40	
Parts Credited on RO or CT		-38,340	39,195.65	
Manual Quantity Changes		1,193	16,616.23	
Factory Master Price Changes		0	-1,237.75	
Manual Price Changes		0	0.00	
Core Parts Effect		-3,101	-510,667.00	
Other*	-145	-179,634	-174,170.30	
Ending Inventory Values	9,299	35,962	1,261,918.64	Pct. Change -29.57

Capital Investment by Aging and Stock Status

<u>Last Sale or Receipt During</u>	<u>Stock (\$)</u>	<u>Pct</u>	<u>Non-Stock (\$)</u>	<u>Pct</u>	<u>Total (\$)</u>	<u>Pct</u>	<u>w/o Dirty Core (\$)</u>
1 - 2 Months	461,916.76	37	90,087.53	7	552,004.29	44	519,919.29
3 - 5 Months	180,967.13	14	93,829.60	7	274,796.73	22	262,036.73
6 - 8 Months	85,314.54	7	74,194.95	6	159,509.49	13	150,494.49
9 - 11 Months	34,444.80	3	62,361.52	5	96,806.32	8	90,426.32
12 Months Plus	0.00	0	178,801.81	14	178,801.81	14	156,806.81
Totals:	762,643.23	60	499,275.41	40	1,261,918.64	100	1,179,683.64

MISC (Included in prev totals)	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Dirty Cores (included above)	476	800	82,235.00
Parts with No Cost	6	73	0.00
Parts with No Bin	112	453	10,093.53
Parts with Negative OnHand	34	-44	-7,871.97

Phase-In Phase-Out Summary	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Beginning Stock Parts	5,128	26,358	1,076,438.04
Changed to S or Added as S	283	511	29,749.44
Changed from S or Deleted	-486	-1,615	-72,794.70
Changes not related to Stock	0	-25,254	-1,033,392.78
Ending Stock Parts	4,925	24,227	762,643.23

XYZ Analysis

Category	<u>Lines</u>	<u>%Lines</u>	<u>Inv Value</u>	<u>% Inv Value</u>
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)

0.68 = ((228429.40 -39195.65) * 12) / 1261918.64 X (130988.70 / (130988.70 + 213404.25))

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

6.59 = ((228429.40 -39195.65) * 12) / 1261918.64 X (1261918.64 / (130988.70 + 213404.25))

*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 MAY 31 20

Included are the following Location_Vendor_Source combinations:

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 1_199_202; 1_199_205; 1_199_210; 1_199_215; 1_CHR_100; 1_CHR_101; 1_CHR_110; 1_CHR_120; 1_CHR_150;

Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	1190	3192	130,988.70	38.04
Factory Non-Stockorder Receipts	1198	5400	212,678.25	61.76
Non-Factory Receipts	2	44	726.00	0.21
Total Receipts	2389	8635	344,351.65	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	218,324.55	65.94	276,559.01	21.06	65.91
From Non Stock Parts	112,747.30	34.06	143,070.87	21.19	34.09
Totals:	331,071.85	100.00	419,629.88	21.10	100.00
Lost Sales	155.00	0.05	259.00	40.15	

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:	489,675.03	100.00	5687	100.00	31060	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)	94,557.29	137,501.33	42,944.04	31.23	28.08
Customer Pay (Non-Taxed)	160,751.80	164,317.30	3,565.50	2.17	33.56
Internal	9,123.94	12,935.77	3,811.83	29.47	2.64
Service Contract	23,708.95	36,563.76	12,854.81	35.16	7.47
Warranty	88,344.23	138,356.87	50,012.64	36.15	28.25
Totals:	376,486.21	489,675.03	113,188.82	23.12	100.00

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ACTIVITY PAGE 2-A

Based on Parts 'Snap-Shot' Dated MAY 31 20

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 1_199_202; 1_199_205; 1_199_210; 1_199_215; 1_CHR_100; 1_CHR_101; 1_CHR_110; 1_CHR_120; 1_CHR_150;

Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
*** Source = 999 Loc = 1	0.00	0.00	0.00	0.00	0.00
Sub-Total Vendor = ***	0.00	0.00	0.00	0.00	0.00
118 Source = 100 Loc = 1	0.00	0.00	0.00	0.00	0.00
Sub-Total Vendor = 118	0.00	0.00	0.00	0.00	0.00
197 Source = 200 Loc = 1	0.00	0.00	0.00	0.00	0.00
197 Source = 202 Loc = 1	0.00	0.00	0.00	0.00	0.00
197 Source = 205 Loc = 1	80.00	0.01	0.00	0.00	0.00
197 Source = 210 Loc = 1	0.00	0.00	0.00	0.00	0.00
197 Source = 215 Loc = 1	0.00	0.00	0.00	0.00	0.00
197 Source = 290 Loc = 1	0.00	0.00	0.00	0.00	0.00
Sub-Total Vendor = 197	80.00	0.01	0.00	0.00	0.00
199 Source = Loc = 1	48.88	0.00	0.00	0.00	0.00
199 Source = 200 Loc = 1	3,221.93	0.26	986.98	2,590.29	0.62
199 Source = 202 Loc = 1	1,534.74	0.12	0.00	0.00	0.00
199 Source = 205 Loc = 1	1,362.32	0.11	45.90	69.90	0.02
199 Source = 210 Loc = 1	738.67	0.06	0.00	0.00	0.00
199 Source = 215 Loc = 1	449.40	0.04	0.00	0.00	0.00
Sub-Total Vendor = 199	7,355.94	0.59	1,032.88	2,660.19	0.64
CHR Source = Loc = 1	1,611.20	0.13	0.00	0.00	0.00
CHR Source = 100 Loc = 1	1,221,059.87	96.76	317,426.87	405,135.14	96.63
CHR Source = 101 Loc = 1	4,438.48	0.35	1,270.75	1,817.29	0.43
CHR Source = 110 Loc = 1	12,939.35	1.03	9,123.25	7,228.73	1.72
CHR Source = 120 Loc = 1	1,762.25	0.14	361.15	599.47	0.14
CHR Source = 150 Loc = 1	12,671.55	1.00	1,527.40	1,831.39	0.44
Sub-Total Vendor = CHR	1,254,482.70	99.41	329,709.42	416,612.02	99.36
Totals by Source	1,261,918.64	100.00	330,742.30	419,272.21	100.00
	0.00	0.00	0.00	0.00	0.00

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Cross Ranking ABC with XYZ

Based on Parts Snap-Shot on MAY 31 20

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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.

RO/CT					Part				
Category	Lines	Percent	Ext. Sales	Percent	Category	Lines	Percent	Inv. Value	Percent
A	0	0.00	0.00	0.00	X	0	?		0.00
B	0	0.00	0.00	0.00	Y	0	?		0.00
C	0	0.00	0.00	0.00	Z	0	?		0.00
Totals	5,687	100.00	489,675.03	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.