

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

7 MAR 23

INVENTORY PAGE 1

Based on Parts Snap-Shot on DEC 31 22

Included are the following Location_Vendor_Source combinations:

1_199_104; 1_199_107; 1_199_141; 1_199_142; 1_199_143; 1_199_700; 1_199_900; 1_NIS_100; 1_NIS_101; 1_NIS_102; 1_NIS_103; 1_NIS_105; 1_NIS_106; 1_NIS_108; 1_NIS_112; 1_NIS_122;

Current Inventory	Lines	Pieces	Ext. Cost	
Beginning Inventory	0	0	0.00	
Received Parts (Stock Orders)		0	0.00	
Received Parts (NonStock Orders)		440	44,347.90	
Returned Parts (POs)		0	0.00	
Parts Sold on RO or CT		-4,993	-77,790.74	
Parts Credited on RO or CT		-1,489	1,488.93	
Manual Quantity Changes		18,192	471,812.71	
Factory Master Price Changes		0	0.00	
Manual Price Changes		0	0.00	
Core Parts Effect		17	21,860.00	
Other*	2,737	537	-22,642.47	
Ending Inventory Values	2,737	12,704	439,076.33	Pct. Change 0.00

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	76,530.21	17	199,294.41	45	275,824.62	63	267,159.62
3 - 5 Months	1,719.99	0	92,715.03	21	94,435.02	22	94,435.02
6 - 8 Months	851.86	0	25,234.69	6	26,086.55	6	26,086.55
9 - 11 Months	147.34	0	23,574.49	5	23,721.83	5	23,721.83
12 Months Plus	12.94	0	18,995.37	4	19,008.31	4	19,008.31
Totals:	79,262.34	18	359,813.99	82	439,076.33	100	430,411.33

MISC (Included in prev totals)	Lines	Pieces	Ext. Cost
Dirty Cores (included above)	11	17	8,665.00
Parts with No Cost	1	-2	0.00
Parts with No Bin	39	22	3,476.55
Parts with Negative OnHand	57	-194	-10,601.80

Phase-In Phase-Out Summary	Lines	Pieces	Ext. Cost
Beginning Stock Parts	0		
Changed to S or Added as S	320	6,565	79,262.34
Changed from S or Deleted	0		
Changes not related to Stock	0		
Ending Stock Parts	320	6,565	79,262.34

XYZ Analysis

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

$$\text{True Turn} = ((\text{Cost of Sales} \times 12) / \text{Ending Inventory}) \times (\text{Stock Receipts} / \text{Total Receipts})$$

$$0.00 = ((77790.74 - 1488.93) \times 12) / 439076.33 \times (0.00 / (0.00 + 44347.90))$$

$$\text{Gross Turn} = ((\text{Cost of Sales} \times 12) / \text{Ending Inventory}) \times (\text{Ending Inventory} / \text{Total Receipts})$$

$$20.65 = ((77790.74 - 1488.93) \times 12) / 439076.33 \times (439076.33 / (0.00 + 44347.90))$$

*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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Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	0	0	0.00	0.00
Factory Non-Stockorder Receipts	248	440	44,347.90	100.00
Non-Factory Receipts	0	0	0.00	0.00
Total Receipts	248	440	44,347.90	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	70,006.32	60.35	102,731.24	31.85	60.05
From Non Stock Parts	45,992.84	39.65	68,346.98	32.71	39.95
Totals:	115,999.16	100.00	171,078.22	32.20	100.00
Lost Sales	18.84	0.02	32.36	41.78	

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	45.00	0.00	0	0.00	0	0.00
B	35.00	0.00	0	0.00	0	0.00
C	20.00	0.00	0	0.00	0	0.00
Totals:	167,874.92	100.00	3368	100.00	27424	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)	60,635.52	88,689.70	28,054.18	31.63	52.83
Customer Pay (Non-Taxed)	21,976.55	27,349.67	5,373.12	19.65	16.29
Internal	16,148.71	24,514.52	8,365.81	34.13	14.60
Service Contract	296.53	493.71	197.18	39.94	0.29
Warranty	17,449.76	27,356.38	9,906.62	36.21	16.30
Totals:	115,840.77	167,874.92	52,034.15	31.00	100.31

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Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
199 Source = 104 Loc = 1	9,649.14	2.20	243.95	386.43	0.23
199 Source = 107 Loc = 1	4,883.95	1.11	2,931.40	4,946.77	2.89
199 Source = 141 Loc = 1	1,290.00	0.29	380.00	760.00	0.44
199 Source = 142 Loc = 1	5,000.00	1.14	0.00	0.00	0.00
199 Source = 143 Loc = 1	200.00	0.05	0.00	0.00	0.00
199 Source = 700 Loc = 1	0.00	0.00	0.00	0.00	0.00
199 Source = 900 Loc = 1	7,371.64	1.68	7,562.60	12,196.91	7.13
Sub-Total Vendor = 199	28,394.73	6.47	11,117.95	18,290.11	10.69
NIS Source = Loc = 1	0.00	0.00	0.00	0.00	0.00
NIS Source = 100 Loc = 1	258,097.22	58.78	42,866.75	65,409.62	38.23
NIS Source = 101 Loc = 1	84,472.98	19.24	17,741.96	24,611.62	14.39
NIS Source = 102 Loc = 1	20,072.65	4.57	6,487.06	9,538.19	5.58
NIS Source = 103 Loc = 1	17,691.87	4.03	18,098.75	25,215.97	14.74
NIS Source = 105 Loc = 1	16,345.40	3.72	8,325.41	13,376.35	7.82
NIS Source = 106 Loc = 1	11,676.00	2.66	6,269.00	7,625.20	4.46
NIS Source = 108 Loc = 1	0.00	0.00	0.00	0.00	0.00
NIS Source = 112 Loc = 1	2,026.07	0.46	789.26	1,261.78	0.74
NIS Source = 122 Loc = 1	299.41	0.07	4,303.02	5,749.38	3.36
Sub-Total Vendor = NIS	410,681.60	93.53	104,881.21	152,788.11	89.32
Totals by Source	439,076.33	100.00	115,999.16	171,078.22	100.00
	0.00	0.00	0.00	0.00	0.00

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ABC = Sales XYZ = Inventory

Your Current Setups:			
A	45.00 %	X	45.00 %
B	35.00 %	Y	35.00 %
C	20.00 %	Z	20.00 %

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	3,368	100.00	167,874.92	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.