

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

10 JUL 23

INVENTORY PAGE 1

Based on Parts Snap-Shot on JUN 30 23

Included are the following Location_Vendor_Source combinations:

1_***_119; 1_***_999; 1_CHR_101; 1_CHR_104; 1_CHR_105; 1_CHR_106; 1_CHR_107; 1_CHR_112; 1_CHR_116;
 1_CHR_119; 1_CHR_130; 1_CHR_140; 1_CHR_153; 1_CHR_158; 1_CHR_162; 1_CHR_165; 1_CHR_175; 1_CHR_180;
 1_CHR_181; 1_CHR_199; 1_CHR_998; 1_ZL_23;

Current Inventory	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	
Beginning Inventory	1,874	16,197	408,941.53	
Received Parts (Stock Orders)		371	12,064.65	
Received Parts (NonStock Orders)		493	65,257.12	
Returned Parts (POs)		-81	-4,391.45	
Parts Sold on RO or CT		-2,564	-113,696.53	
Parts Credited on RO or CT		-94	164.30	
Manual Quantity Changes		1,991	12,130.16	
Factory Master Price Changes		0	13,112.49	
Manual Price Changes		0	0.00	
Core Parts Effect		-10	-5,480.00	
Other*	-37	355	-1,775.46	
Ending Inventory Values	1,837	16,658	386,326.81	Pct. Change -5.53

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	125,670.46	33	20,093.29	5	145,763.75	38	137,308.75
3 - 5 Months	27,326.01	7	25,313.83	7	52,639.84	14	48,954.84
6 - 8 Months	8,115.15	2	49,473.52	13	57,588.67	15	57,003.67
9 - 11 Months	9,757.35	3	20,972.05	5	30,729.40	8	30,554.40
12 Months Plus	223.20	0	99,381.95	26	99,605.15	26	97,705.15
Totals:	171,092.17	44	215,234.64	56	386,326.81	100	371,526.81

MISC (Included in prev totals)	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Dirty Cores (included above)	29	42	14,800.00
Parts with No Cost	1	75	0.00
Parts with No Bin	7	-11	-19,258.00
Parts with Negative OnHand	26	-34	-23,649.45

Phase-In Phase-Out Summary	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>
Beginning Stock Parts	680	7,164	179,600.02
Changed to S or Added as S	43	178	9,469.05
Changed from S or Deleted	-64	-279	-12,271.55
Changes not related to Stock	0	-7,063	-176,797.52
Ending Stock Parts	659	7,650	171,092.17

XYZ Analysis

Category	<u>Lines</u>	<u>%Lines</u>	<u>Inv Value</u>	<u>% Inv Value</u>
X	8	0	9,088.97	10
Y	66	3	27,056.91	29
Z	2147	97	56,830.69	61
Totals:	2221	100	92,976.57	100

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

0.55 = ((113696.53 -164.30) * 12) / 386326.81 X (12064.65 / (12064.65 + 65257.12))

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

17.62 = ((113696.53 -164.30) * 12) / 386326.81 X (386326.81 / (12064.65 + 65257.12))

*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 23

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 1_CHR_181; 1_CHR_199; 1_CHR_998; 1_ZL_23;

Stockorder Performance:

	<u>Lines</u>	<u>Pieces</u>	<u>Ext. Cost</u>	<u>Pct.</u>
Factory Stockorder Receipts	123	371	12,064.65	15.60
Factory Non-Stockorder Receipts	246	493	65,257.12	84.40
Non-Factory Receipts	0	0	0.00	0.00
Total Receipts	369	864	77,321.77	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	49,413.78	40.28	76,679.39	35.56	41.02
From Non Stock Parts	73,249.56	59.72	110,257.86	33.57	58.98
Totals:	122,663.34	100.00	186,937.25	34.38	100.00
Lost Sales				0.00	

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	5,566.02	2.98	58	5.25	10	0.10
B	40.00	10,416.87	5.57	97	8.79	115	1.18
C	40.00	13,779.13	7.37	146	13.22	2096	21.55
Totals:	191,848.05	100.00	1104	100.00	9724	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)	80,687.15	125,278.40	44,591.25	35.59	65.30
Customer Pay (Non-Taxed)	12,856.25	11,677.40	-1,178.85	-10.10	6.09
Internal	6,863.21	11,029.79	4,166.58	37.78	5.75
Service Contract	8,505.40	13,795.77	5,290.37	38.35	7.19
Warranty	19,136.53	30,066.69	10,930.16	36.35	15.67
Totals:	128,048.54	191,848.05	63,799.51	33.26	100.00

MONTHLY PARTS INVENTORY AND SALES ANALYSIS

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ACTIVITY PAGE 2-A

Based on Parts 'Snap-Shot' Dated JUN 30 23

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 1_CHR_119; 1_CHR_130; 1_CHR_140; 1_CHR_153; 1_CHR_158; 1_CHR_162; 1_CHR_165; 1_CHR_175; 1_CHR_180;
 1_CHR_181; 1_CHR_199; 1_CHR_998; 1_ZL_23;

Contribution by Source

Vendor, Source, Location	Ext Cost	%Inv.	Ext Cost	Ext Sales	% Sales
*** Source = 119 Loc = 1	0.00	0.00	0.00	0.00	0.00
*** Source = 999 Loc = 1	46.27	0.01	0.00	0.00	0.00
Sub-Total Vendor = ***	46.27	0.01	0.00	0.00	0.00
874 Source = Loc = 1	59.52	0.02	0.00	0.00	0.00
Sub-Total Vendor = 874	59.52	0.02	0.00	0.00	0.00
CHR Source = 101 Loc = 1	62,209.80	16.10	11,703.26	18,732.15	10.02
CHR Source = 104 Loc = 1	10,259.50	2.66	3,730.95	6,299.96	3.37
CHR Source = 105 Loc = 1	21,140.38	5.47	11,186.55	17,248.75	9.23
CHR Source = 106 Loc = 1	5,211.05	1.35	1,933.20	3,133.83	1.68
CHR Source = 107 Loc = 1	26,507.28	6.86	11,833.55	18,459.93	9.87
CHR Source = 112 Loc = 1	31,769.72	8.22	799.52	1,441.02	0.77
CHR Source = 116 Loc = 1	705.85	0.18	265.80	423.45	0.23
CHR Source = 119 Loc = 1	-12,038.65	-3.12	38,398.12	62,683.43	33.53
CHR Source = 130 Loc = 1	4,795.47	1.24	654.97	1,011.84	0.54
CHR Source = 140 Loc = 1	2,528.50	0.65	318.50	240.35	0.13
CHR Source = 153 Loc = 1	6,134.00	1.59	1,158.00	1,724.32	0.92
CHR Source = 158 Loc = 1	16,811.71	4.35	4,378.84	4,918.84	2.63
CHR Source = 162 Loc = 1	8.00	0.00	0.00	0.00	0.00
CHR Source = 165 Loc = 1	39,071.70	10.11	14,756.60	23,818.34	12.74
CHR Source = 175 Loc = 1	4,211.25	1.09	541.45	713.86	0.38
CHR Source = 180 Loc = 1	0.00	0.00	0.00	0.00	0.00
CHR Source = 181 Loc = 1	120,950.33	31.31	17,037.20	19,458.85	10.41
CHR Source = 199 Loc = 1	2,766.01	0.72	1,217.40	1,971.17	1.05
CHR Source = 998 Loc = 1	12,813.60	3.32	813.20	1,426.68	0.76
Sub-Total Vendor = CHR	355,855.50	92.10	120,727.11	183,706.77	98.26
ZL Source = 23 Loc = 1	30,365.52	7.86	1,936.23	3,230.48	1.73
Sub-Total Vendor = ZL	30,365.52	7.86	1,936.23	3,230.48	1.73
Totals by Source	386,326.81	100.00	122,663.34	186,937.25	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 JUN 30 23

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 1_CHR_119; 1_CHR_130; 1_CHR_140; 1_CHR_153; 1_CHR_158; 1_CHR_162; 1_CHR_165; 1_CHR_175; 1_CHR_180;
 1_CHR_181; 1_CHR_199; 1_CHR_998; 1_ZL_23;

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	58	5.25	5,566.02	2.90	X	8	0.36	9,088.97	9.78
B	97	8.79	10,416.87	5.43	Y	66	2.97	27,056.91	29.10
C	2,096	189.86	13,779.13	7.18	Z	2,147	96.67	56,830.69	61.12
Totals	1,104	100.00	191,848.05	100.00	Totals	2,221	100.00	92,976.57	100.00

ABC vs XYZ Grid

A	B	C	
1	5	2	X
6	25	35	Y
3	85	2,059	Z

Implications:

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