

**1991 Inventory Analysis** (Source: Hatch Grinding Co.)  
(How one Warehouse Distributor breaks down his inventory)

| <u>Item</u> | <u># of SKUs</u> | <u>% of Demand</u> | <u>Turns</u> |
|-------------|------------------|--------------------|--------------|
| A           | 4325             | 45%                | 6.7          |
| B           | 4425             | 61                 | 6.1          |
| C           | 4950             | 71                 | 5.1          |
| D           | 7679             | 80                 | 3.8          |
| W           | 11,084           | 88                 | 3.1          |
| Others      | <u>66,874</u>    | 100                | <u>1.8</u>   |
|             | 99,337           |                    | 4.2          |

Retailers: stock A & B items

Large Parts-oriented chains: A, B, & C items

Best jobbers will also stock D items.