A reply to Dunsmuir and Snyder:

Dunsmuir and Snyder appear to have overlooked one important statement in my article on ABC analysis, namely "*...that ABC classification should be based on EXPECTED usage value*".

In the case of slow-moving spares, it is difficult to predict what to expect and they are quite right to suggest that other alternatives should be explored.

Readers who have this problem may find my 1978 *JORS* paper entitled "**Some key problems in controlling component stocks**" helpful as a starter.

BRIAN SHORROCK

For the interested reader

Brown, R.G. (1977): *Materials Management Systems — A Modular Library*, John Wiley & Sons, New York.

Dunsmuir, W.T.M. and Snyder, R.D. (1989): "Control of inventories with intermittent demand", *Eur. J. Opl Res.* Vol. 40, pp. 16–21.

Shorrock, B. (1978): "Some key problems in controlling component stocks", *J. Opl Res. Soc.* Vol. 29, No. 7, pp. 683–689).

Shorrock, B. (1989): "Easy as ABC: A cost-effective approach to stock control", *OR Insight* Vol. 2, No. 1, pp. 12–13.