

**INVENTORY CONTROL UNDER GAMMA
DEMAND AND RANDOM LEAD TIME**

by

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In a paper recently published in this journal, Keaton¹ showed how to include the gamma approximation of demand in a procedure proposed by Tyworth² to estimate reorder points in a random lead-time setting. Keaton observed that the gamma distribution is an especially effective choice, because it has such non-negative values as true demand and is flexible. These characteristics make the gamma distribution a reasonable model of demand for A, B, or C inventory items. In addition, the flexibility of the gamma distribution, coupled with the freedom to use any discrete distribution of lead time in Tyworth's procedure, means that the inventory planner can accurately estimate reorder points under a broad range of stochastic conditions. Keaton observed, nevertheless, that an important technical problem with the gamma distribution has been the lack of a simple way to calculate stockout probabilities and expected shortages. Such calculations, moreover, require a computer environment for convenient application. Thus Keaton contributed a PASCAL program that solves this problem and executes Tyworth's procedure. Using this program, an analyst can accurately estimate the reorder point (s^*) that satisfies either a stockout or a fill-rate service target under conditions of gamma demand and stochastic lead-time.

When using a continuous review system, however, the inventory planner is ultimately interested finding the reorder quantity (Q) and the reorder point (s) that, together, minimize total system costs for some pre-specified service, or shortage-cost, criterion. This will be a technically difficult task when either an order-fill or a unit shortage-cost criterion controls the (s, Q) inventory system. This difficulty arises because s responds to changes in Q in such inventory systems. Thus, although Keaton's PASCAL program facilitates the determination of reorder points, some nontrivial additional programming will be needed to find the optimal joint (s, Q) solutions conveniently. For example, one might first use the PASCAL program

to develop a vector of the reorder points (s^+) that achieve the desired order-fill target over an appropriate range of Q values. A solution could then be found in two ways. The first way is to create a table "lookup" logic to find s^+ for any given Q in the array of Q and s^+ values and then develop a procedure to search for the order quantity (Q^*) that, together with its directly corresponding reorder point (s^+), will minimize total costs. The second way is to fit a curve to the array of Q and s^+ values and then determine an analytical expression for the economic order quantity.³ Both methods are awkward, though, because they require a recalculation of the Q , s^+ array whenever the analyst wants to evaluate different order-fill (or unit-shortage-cost) levels or different demand and lead-time parameters.

Our purpose is to present a nonlinear programming approach for analyzing (s , Q) inventory systems in a gamma-demand and random lead-time setting. The approach follows the framework for setting reorder points that Tyworth proposed and is easily implemented in today's leading computer worksheets.

APPROACH

We make all of the standard assumptions for the continuous review (s , Q) inventory system involving random demands and lead times. In addition, we consider two basic inventory control models as follows.

Order-Fill (P_2) Service Model

Let P_2 represent a pre-specified fraction of annual sales order not filled and backordered. Given this policy, the expected total annual inventory-system cost $ETAC$ is the sum of ordering (c_o) and holding (c_h) costs. For reorder quantity Q , annual unit volume R , holding cost factor h , unit value v , ordering cost A , and lead-time demand X with mean μ_X , we can express the cost elements as follows:

$$c_o = AR/Q \quad (1)$$

and

$$c_h = (Q/2 + s - \mu_X)vh \quad (2)$$

where $Q/2$ and $s - \mu_X$ represent the cycle and safety stocks, respectively. The model, therefore, can be expressed as follows

$$ETAC(s, Q) = AR/Q + (Q/2 + s - \mu_X)vh \tag{3}$$

The problem is to determine the values of s and Q that minimize $ETAC$ and achieve the desired service (P_2) target. To solve this problem, we first translate the order fill policy into the target (planned) shortages and then develop a comparable measure for expected shortages.

Let TS define the target number of units short per replenishment cycle. For an order-fill target of P_2 with complete backordering, the target units short per year are $(1 - P_2)R$. Since there are R/Q cycles per year, we can define TS as $(1 - P_2)R + R/Q$ or simply as $(1 - P_2)Q$.

Let ES represent the expected number of units short per replenishment cycle. For the case of gamma demand and stochastic lead time, we need to evaluate the gamma loss function to determine ES . We can define the loss function of the gamma distribution $G(s)$ as follows:

$$G(s) = \int_s^\infty (x_0 - s)f_x(x_0)dx_0 \tag{4}$$

where s is the reorder point and $f_x(\cdot)$ is the gamma probability density function (pdf) of X . If X represents the convolution of D and T and is assumed to have a gamma distribution, we can use the $G(s)$ to determine ES directly.

Tyworth's procedure, however, evaluates ES by treating X as a set of conditional probability distributions of demand over lead time, rather than as the convolution of D and T . Thus it is necessary to develop an expression for the conditional expected shortages per replenishment cycle, $E(s | T = t)$. We accomplish this task as follows. First, let period demand D have a gamma distribution denoted as $G(\alpha\beta)$, where α and β are the shape and scale parameters. We can define the mean (μ_D) and variance (σ_D^2) of D as $\alpha\beta$ and $\alpha\beta^2$, respectively.⁴ Conversely, α equals μ_D^2/σ_D^2 , β equals μ_D/σ_D^2 . Further, the probability density function (pdf) of D may be expressed as

$$f(d | \alpha, \beta) = \frac{d^{\alpha-1} e^{-d/\beta}}{\beta^\alpha \Gamma(\alpha)} \quad (5)$$

where $\Gamma(\alpha)$ is the *complete gamma function* defined as

$$\Gamma(\alpha) = \int_0^\infty t^{\alpha-1} e^{-t} dt \quad (6)$$

Second, let lead time T assume any discrete form with probability mass function (pmf) $P_t = P(T=t)$. The conditional distribution of demand given $T=t$, for $t=1, 2, \dots, m$ is $G(t\alpha, \beta)$, where m is the maximum lead-time. We now can define the conditional expected units short for $T=t$ as

$$ES_t = E(s | T=t) = \int_s^\infty (u-s) dG(t\alpha, \beta) \quad (7)$$

After some algebra, we obtain

$$E(s | T=t) = t\alpha\beta(1-G_1(s)) - s(1-G_0(s)), \quad (8)$$

where G_0 and G_1 are the cumulative distributions of gamma functions $G(t\alpha, \beta)$ and $G(t\alpha+1, \beta)$, respectively. The expected units short per replenishment cycle (ES) is then defined as the weighted average of the conditional expected shortages:

$$ES = \sum_{t=1}^m P_t ES_t \quad (9)$$

An analyst may obtain the discrete lead time probability loadings P_t by using company data to develop a simple histogram of lead times. Alternatively, one may model lead time as a common statistical form—say, gamma, Weibull, or exponential—and then develop discrete estimates of P_t for that particular form. This task is easily accomplished as follows. Let $F(y)$ be the cumulative distribution function of lead time. We can obtain the probability P_t from the following formula

$$P_t = F(t) - F(t-1) \quad (10)$$

We can now reformulate the problem as follows: determine s, Q to minimize $ETAC$ subject to the constraints that

$$ES \leq TS$$

$$s \geq 0$$

$$Q \geq 1$$

As demonstrated in the next section of this paper, this problem can be solved easily with well established nonlinear programming methods.

Unit Shortage Cost (B_2) Model

The unit shortage cost model includes a pre-specified fractional charge per unit short (B_2), which is an estimate of the cost of a stockout including the effects of disservice on future sales. The expected total annual cost expression for this model is:

$$ETAC(s, Q) = AR/Q + (Q/2 + s - \mu_X)vh + ES \cdot B_2 vR/Q \quad (11)$$

The problem now is to determine s and Q to minimize $ETAC$ subject to the constraints that s is non-negative and Q is at least one unit. Again, nonlinear programming methods can be used to solve this problem.

IMPLEMENTING THE MODELS

We provide three numerical examples to illustrate practical methods of finding solutions to the problems previously discussed. The first example replicates the illustration used by Keaton to demonstrate his PASCAL program.⁵ The next two examples demonstrate how to determine optimal (s^* , Q^*) solution for the fill-rate (P_2) model and the shortage cost (B_2) model.

Table 1 presents an illustration of Keaton's numerical example in Microsoft Excel 5.0. The period demand D is shown as gamma (2, .5) in the Parameters Section of the model, rather than as gamma (2,2) in Keaton's example, because Keaton's β is equivalent to $1/\beta$ in our formulation of the gamma distribution and its parameters. The Problem/Solution Section of the worksheet identifies the single

TABLE 1
KEATON'S NUMERICAL EXAMPLE

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	GIVEN PARAMETERS															
2	PROBLEM FORMULATION AND SOLUTION															
3	Element	Name	Value													
4	<i>Gamma Demand</i>			Lead Time (T)												
5	α	ALPHA	2.00	t	p(t)											
6	β	BETA	0.50	1	0.350											
7	Order Size	Q	20	2	0.500											
8	Fill-rate	P ₂	P	3	0.150											
9	PROBLEM FORMULATION AND SOLUTION															
10	Decision Variable															
11	Reorder level s 1.945															
12	Objective Function															
13	Set ES = TS															
14	Constraints															
15	$Q \geq 1, s \geq 0$															
	Solution															
	Shortages															
	Expected short/cycle ES 0.400															
	Target short/cycle TS 0.400															
	Actual order-fill level PX 98.00%															

T	1	2	3
p(t)	0.350	0.500	0.150
Sum[p(t)]	1.000		

E(s t)	0.06026	0.41537	1.14172
p(t)*E(s t)	0.02109	0.20769	0.17126

decision variable s , the objective function ES , and the constraint $s \geq 0$. For a given positive value of Q , the goal is to find a non-negative value of s so that $ES = TS$. The solution is found easily by using the math programming engine ("Solver" tool) in Excel. This tool is based on well established numerical methods for equation solving and optimization, including the best feasible gradient search algorithm and a conjugate gradient method. The Work Area Section contains a copy of the given lead-time probability loadings and the conditional expected shortages, $E(s | T = t)$. Excel's GAMMADIST(*) function makes it easy to use equation (8) to determine the expected conditional shortages over the entire range of lead times and then computer ES from equation (9).

Table 2 illustrates an order-fill (P_2) service model that incorporates the parameters shown in Table 1, along with a unit price (v) of \$100, an ordering cost (A) of \$5, and a holding cost factor (h) of 30 percent. The Problem/Solution Section of this model has two decision variables (s, Q), a new objective function ($ETAC$), and a different set of constraints ($ES \leq TS, s \geq 0$ and $Q \geq 1$). Additionally, we used an integer constraint for Q to make our units of measure consistent with Keaton's example in Table 1. The analyst again uses the Solver tool to minimize $ETAC$ by changing both s and Q subject to the given constraints. The optimal value of $ETAC$ is \$299.92, with $Q^* = 10$ and $s^* \sim 2.63$.

We use Table 3 to validate the results. Each pair of Q and s^+ in this table satisfies the constraint that $ES = TS$ or, equivalently, the order-fill target. The directly corresponding calculations of $ETAC$ for each Q, s^+ pair, however, demonstrate that $ETAC(*)$ is convex in Q given s^+ (see Figure 1). These results confirm that $Q^* = 10, s^* \sim 2.63$, and $ETAC^* = \$299.92$.

Table 4 illustrates the shortage-cost (B_2) model. This time the task is to minimize $ETAC$ as defined in equation (11) by changing s and Q , subject to the constraints that $Q \geq 1$ and $s \geq 0$. In our example, we once again imposed an integer constraint on Q to obtain units of measure consistent with Keaton's example. The results show that, for $B_2 \sim 7$ percent, the solution is $Q^* = 10, s^* \sim 2.85$, and $ETAC^* = \$334.15$. Finally, Tables 5 and 6 document the worksheet formulas of the order-fill model and the unit-short cost models shown in Tables 2 and 4, respectively.

TABLE 2

ORDER-FILL MODEL

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V				
1	GIVEN PARAMETERS																PROBLEM/SOLUTION				WORK AREA			
2	Element Name Value																Element Name Value				Element Name Value			
3	Gamma Demand																Demand				Lead-Time Probability Loadings			
4	ALPHA 2.00																Avg. period demand UD 1.00				T 1 2 3			
5	BETA 0.50																Std. dev. demand SD 0.71				p(t) 0.350 0.500 0.150			
6	PY 250																Annual demand R_ 250				Sum [p(t)] 1.000			
7	Periods/yr																Avg. lead-time demand UL 1.80				Gamma Loss Function			
8	Inventory																Replenishment				E(s,t) 0.019 0.186 0.669			
9	Holding factor H 30.0%																Lead time UT 1.80				p(t)* 0.007 0.093 0.100			
10	Order fill target P 98.0%																Orders/yr RY 25.00				E(s,t)			
11	Order cost A \$5																Cycle length CL 10.00				Lead Time Computation Elements			
12	Unit value V \$100																				Tp(t) 0.350 1.000 0.450			
13																					Sum (Tp(t)) 1.800			
14	Decision Variables																Decision Variables				Decision Variables			
15	Order size Q 10																Order size Q 10				Order size Q 10			
16	Reorder level s 2.631																Reorder level s 2.631				Reorder level s 2.631			
17	Objective Function																Objective Function				Objective Function			
18	MIN: Expected total cost \$299.92																MIN: Expected total cost \$299.92				MIN: Expected total cost \$299.92			
19	ETAC																ETAC				ETAC			
20	Constraints																Constraints				Constraints			
21	ES ≤ TS																ES ≤ TS				ES ≤ TS			
22	Q ≥ 1, s ≥ 0																Q ≥ 1, s ≥ 0				Q ≥ 1, s ≥ 0			
23	Solution																Solution				Solution			
24	Expected short/cycle ES 0.200																Expected short/cycle ES 0.200				Expected short/cycle ES 0.200			
25	Target short/cycle TS 0.200																Target short/cycle TS 0.200				Target short/cycle TS 0.200			
26	Actual order-fill level PX 98.00%																Actual order-fill level PX 98.00%				Actual order-fill level PX 98.00%			
27	Stock Levels																Stock Levels				Stock Levels			
28	Cycle CS 5.00																Cycle CS 5.00				Cycle CS 5.00			
29	Safety SS 0.83																Safety SS 0.83				Safety SS 0.83			
30	Cost Analysis																Cost Analysis				Cost Analysis			
31	Cycle stock holding CSC \$150.00																Cycle stock holding CSC \$150.00				Cycle stock holding CSC \$150.00			
32	Safety stock holding SSC \$24.92																Safety stock holding SSC \$24.92				Safety stock holding SSC \$24.92			
33	Ordering/setup OC \$125.00																Ordering/setup OC \$125.00				Ordering/setup OC \$125.00			

TABLE 3
Q*, *s*⁺ AND *ETAC

<i>Q</i>	<i>s</i> ⁺ <i>Q</i>	<i>ETAC</i> <i>Q</i>
1	4.589	\$1,348.67
2	4.035	722.05
3	3.698	518.62
4	3.454	422.12
5	3.261	368.82
6	3.100	337.32
7	2.960	318.37
8	2.839	307.42
9	2.729	301.77
10	2.631	299.92
11	2.540	300.84
12	2.457	303.87
13	2.379	308.52
14	2.306	314.48
15	2.238	321.47
16	2.174	329.33
17	2.112	337.88
18	2.054	347.06
19	1.998	356.73
20	1.945	366.84
21	1.894	377.33
22	1.844	388.15
23	1.797	399.26
24	1.751	410.62
25	1.707	422.21
26	1.664	433.99
27	1.622	445.96
28	1.582	458.09
29	1.542	470.38
30	1.504	482.79

FIGURE 1
EXPECTED TOTAL ANNUAL COSTS (ETAC)
FOR ORDER-FILL MODEL

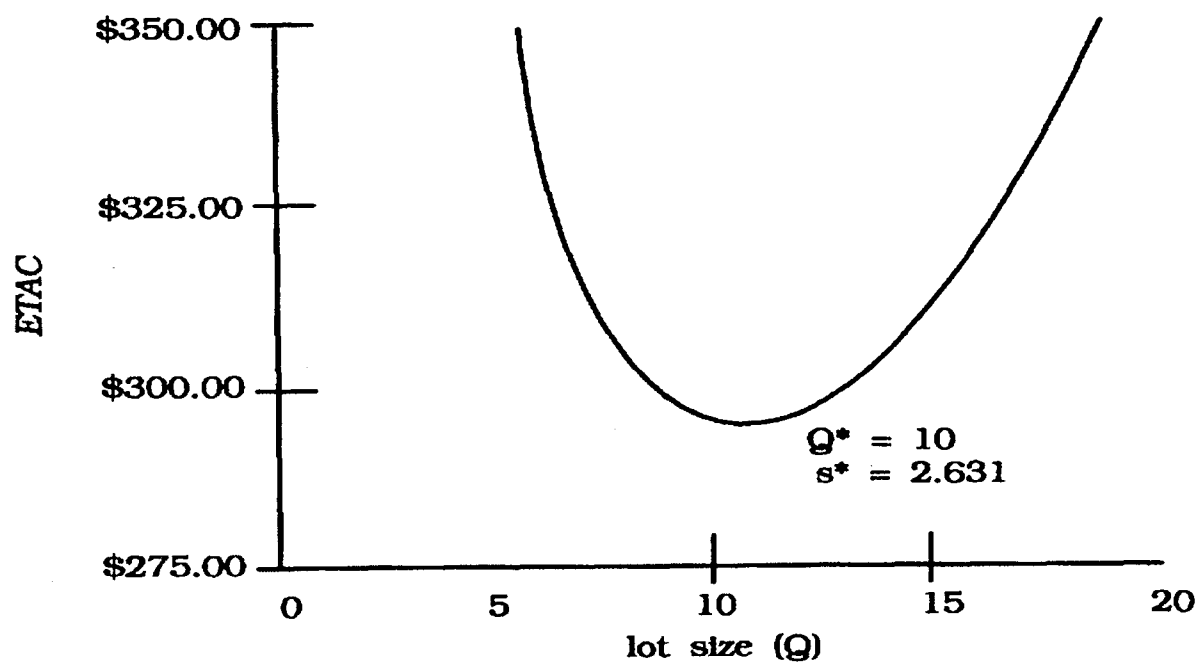


TABLE 4

UNIT-SHORT COST MODEL

	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V
1	GIVEN PARAMETERS										WORK AREA									
2	PROBLEM/SOLUTION																			
3	Element Name Value		Lead Time (T)		Element Name Value		Element Name Value		Element Name Value		Element Name Value		Element Name Value		Element Name Value		Element Name Value		Element Name Value	
4	<i>Gamma Demand</i>				<i>Decision Variables</i>		<i>Objective Function</i>		<i>Constraints</i>		<i>Replenishment</i>		<i>Lead-Time Probability Loadings</i>							
5	α	ALPHA	2.00	1	p(t)	Order size	Q	10	Order size	Q	10	Avg. period demand	UD	1.00	T	1	2	3		
6	β	BETA	0.50	1	0.350	Reorder level	s	2.854	Reorder level	s	2.854	Std. dev. demand	SD	0.71	p(t)	0.350	0.500	0.150		
7		Periods/yr	PY	250	2	0.500	MIN: Expected total cost	\$334.15	MIN: Expected total cost	\$334.15		Avg. lead-time demand	UL	1.80	Sum	[p(t)]	1.000			
8		<i>Inventory</i>		3	0.150	ETAC			ETAC											
9		Holding factor	H	30.0%																
10		Unit-short factor	B ₂ B	7.0%																
11		Order cost	A	\$5																
12		Unit value	V	\$100																
13																				
14																				
15																				
16																				
17																				
18																				
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22																				
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24																				
25																				

TABLE 5
ORDER-FILL MODEL FORMULAS

	K	L	M	N	O	P	Q	R	S	T	U
1											
2							WORK AREA				
3	Name	Value	Element	Name	Value	Lead-Time					
4			Demand			T	1	2	3		
5			Avg. period demand	UD	=ALPHA*BETA	p(t)	=H5	=H6	=H7		
6	Q	10	Std. dev. demand	SD	=SQRT(ALPHA*BETA^2)	Sum(p(t))	=SUM(S5:U5)				
7	s	2.630757	Annual demand	R_	=UD*PY						
8			Avg. lead-time demand	UL	=UD*UT	<i>Gamma Loss Function</i>					
9	ETAC	SUM(1.22:1.24)									
10											
11			<i>Replenishment</i>								
12			Lead time	UT	=S14					copy of S9	
13			Orders/yr	RY	=R_Q					=T9*&T5	
14			Cycle length	CL	=PY/RY					=U9*U5	
15	ES	=SUM(S10:U10)									
16	TS	=(1-P)*Q									
17	PX	=1-ES/Q									
18											
19	CS	=Q/2									
20	SS	=MAX(s-UL,0)									
21											
22	CSC	=CS*V*H									
23	SSC	=SS*V*H									
24	OC	=R_Q*A									
25											

TABLE 6
UNIT-SHORTAGE COST MODEL FORMULAS

	K	L	M	N	O	P	Q	V
1								
2								
3	Name	Value	Element	Name	Value			
4	Q	10	Avg. period demand	UD	=ALPHA*BETA			
5	s	2.85415907120845	Std. dev. demand	SD	=SQRT(ALPHA*BETA^2)			
6	ETAC	=SUM(L21:L24)	Annual demand	R_	=UD*PY			
7			Avg lead-time demand	UL	=UD*UT			
8								
9								
10								
11								
12								
13								
14								
15	ES	=SUM(S10:U10)	Replenishment					
16	PX	=1-ES/Q	Lead Time	UT	=S14			
17	CS	=Q/2	Orders/yr	RY	=R_/Q			
18	SS	=MAX(s-UL,0)	Cycle length	CL	=PY/RY			
19								
20	SC	=ES*B+V*R_/Q						
21	CSC	=CS*V*H						
22	SSC	=SS*V*H						
23	OC	=R_/Q*A						
24								

CONCLUSIONS

We have provided a nonlinear programming approach for solving continuous review (s,Q) inventory system problems under gamma-demand and random lead-time conditions. These problems include both service and shortage models. In addition, we have demonstrated how these kinds of models can be conveniently executed in a computer worksheet. Using the worksheet, an inventory planner can easily determine the reorder point and lot size that jointly optimize system costs.

NOTES

¹Mark Keaton, "Inventory Control Under Gamma Demand and Stochastic Lead Time," *Journal of Business Logistics* 16, no. 1 (1995): 107-131.

²John E. Tyworth, "Modeling Transportation-Inventory Tradeoffs in a Stochastic Setting," *Journal of Business Logistics* 13, no. 2 (1992): 97-124.

³J. Banks and W. J. Fabrycky, *Procurement and Inventory Analysis* (Englewood Cliffs, N.J.: Prentice-Hall, 1987), pp. 119-139.

⁴See, for example, A. M. Law and W. D. Kelton, *Simulation Modeling and Analysis*, 2nd ed. (New York: McGraw-Hill, 1991), pp. 331-333.

⁵Same reference as Note 1, p. 128.