

CoName

Stock TURN Analysis

April 2015

IMPORTER

Sales	per annum	25,000,000	
Gross Margin	average	33.0%	8,250,000
Cost of Sales		67.0%	16,750,000

Stock	6,500,000
Stock - Cost of Sales	16,750,000
Stock Turn pa	2.58

Stock TURN should be	3	4 months stock = 3 times TURN per annum excl safety stock
Stock VALUE should be	5,583,333	
Excess Stock calc from Stock TURN	916,667	Some items are short stocked, so some + overstocked same value over and above

Weeks per annum	52	Need to compare SALES per category to each STOCK CATEGORY, then hone in on ITEMS overstocked
Lead Time average in weeks	12	
Safety Stock in weeks	4	
	16	
	3.3	

attach detailed Stock Valuation

attach Sales Analysis (better to exclude seasonal swings, then add these back % wise at the end to the core stock)