

CoName

Stock TURN Analysis

April 2015

IMPORTER

Sales per annum 25,000,000

Gross Margin average **33.0%** 8,250,000

Average Margin from stock report Sales value

Cost of Sales **67.0%** 16,750,000Stock **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)*