Catalog SOP: FBA Restock Report Based on Seasonality Events

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> **Who is this for?:** Intended for individuals who are responsible for inventory management.

> **Objective:** To help us learn the process of how to run a restock report based on seasonality events which identify seasonal trends, forecast demand, and inventory management.

Make a copy of the **RESTOCK ANALYSIS** sheet and follow the steps on how to do the restock recommendations.

1. Get the Seasonal Category for each of the product by following the **SOP: Seasonal Category for Restock Recommendation**

2. Download the **All Listing Report, Manage FBA Inventory, Restock Inventory,** and extract 2 weeks, 30 days, 60 days, and 90 days sales from the **Business Report**. To get these, follow the steps.

a). Report ➔ Inventory Reports ➔ Select Report Type ➔ All Listing Report (customize it by seller-SKU, asin1, item_name, and fulfillment-id)

b). Report ➔ Fulfillment ➔ Manage FBA Inventory

c). Reports ➜ Fulfillment ➜ Restock Inventory ➜ Request CSV Download

d). Reports ➜ Business Reports ➜ Detail page sales and traffic by ASIN. Download Business reports for the past 2 weeks, 30 days, 60 days, and 90 days of sales. (Remove any **B2B** report data)

3. Paste the report for the *Seasonal Category*, *All Listing Report, Manage FBA Inventory, Restock Inventory,* and *Business*

Reports on each corresponding tab.

Detailed steps are found on the *Instruction and Calculation Process* tab.

4. Once the reports have been placed in each corresponding tab, click the **GENERATE** button on the 2 weeks sales tab. A *pivot table is created for business reports to add all units ordered as some accounts have duplicate SKUs with different units ordered.*
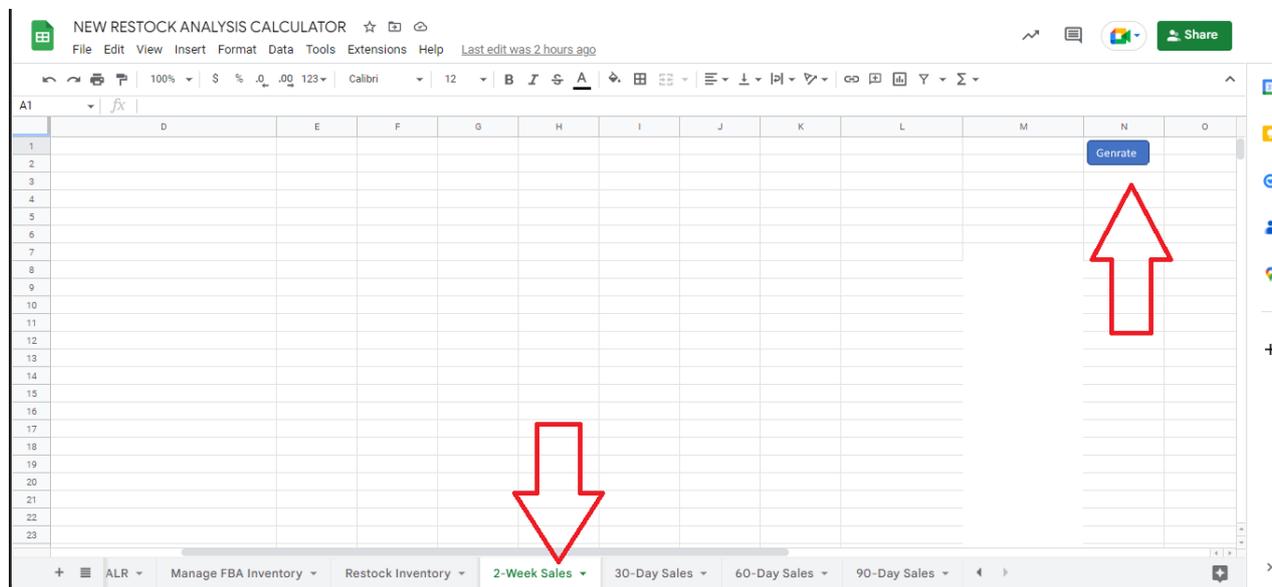
5. You can find the recommended amount in the *Restock Analysis* tab *(Recommended Stocks - column P).*

6. Transfer the data from the *Restock Template* tab to your restock report tracker.

7. Proceed in calculating restock report based on the available capacity limit by following **Catalog SOP: RESTOCK REPORT (Part 3).**