Predictive Restocking for FBA

04/30/2025 3:19 pm CDT

Overview

Predictive Restocking for FBA calculates the quantity of products needed to be restocked at FBA to meet the expected volume of FBA orders for a range of days. This feature is similar to Predictive Purchasing but is focused on the **selling SKU** and the amounts needed to restock FBA. It is not designed to provide information about the **inventoried SKU** or determine purchase quantities. **Restocking FBA** relates only to the actual SKU sold on FBA.

The service **ProductQtySoldCalcuateServices** must be running on the server. This can be enabled by Sellercloud Support.

Before you read this article, learn more about the related client settings in the Predictive Purchasing Tools article. You can now try Sellercloud's new Enhanced FBA Restocking Report, which offers even more features.

Key Terms

TERM	DEFINITION
Days OF Order	Days of past sales from which you are basing the prediction. This generates a daily velocity. Days with no stock availability will be skipped in the Days Of Order Count.
Days TO Order	Days to which you are multiplying the daily velocity to generate an Add to FBA Qty. While the deficit supply will be calculated for all dates, this selection lets you perform a quick add to FBA. See below.
Velocity	Rate of sales per day when calculated by – Qty Sold in Days of Order divided by Days of Order
Deficit	The predicted deficit to your supply for multiple date ranges. This is calculated as follows: (Velocity x Deficit Days) – (FBA Available Qty + In Transit + FBA Unshipped). See the terms below: • FBA Available Qty = Qty available in FBA warehouses in Sellercloud • In Transit = Qty that is FBA Shipped, In Transit, or CheckedIn Receiving • FBA Unshipped Qty = Qty in FBA shipment with a status of Saved, Previewed, or Working

After determining the quantity to send, you can add to an FBA inbound shipment directly from this page.

Example: Days of Order 30/ Days To Order 60

	PRODUCT ID ASIN AMAZON MERCHANT SKU COMPANY NAME	PRODUCT NAME	AVAIL LOCAL QTY ⓘ PROJECTED KIT QTY ⓘ QTY ON ORDER	FBA QTY IN TRANSIT FBA UNSHIPPED FBA RES. QTY	QTY PER CASE QTY PER PALLET PACKAGE SIZE SHIPPING WEIGHT	BUY BOX PRICE ESTIMATED FBA FEE AMAZON RANK	SELLING PRICE SITE COST EFFECTIVE MARGIN ⓘ	QTY SOLD DAILY VELOCITY ⓘ DEFICIT	QTY
☐ 🖶	TOPSKARA B0047P5KIG TOPSKARA ThirstyTea	Joe Blow Pontiac GTO First Muscle Automobile Car T-Shirt Tee	33163 0 ⓘ 84067	2051 0 16318 0	2000 0 Big 20.80	0 0 0	0 64.99 N/A	2 ⓘ 0.07 0 ⓘ	0

Predictive Restocking Example

In this example, 69 units were sold from FBA in the past 30 days. Because it is based on a 30-day period, the per-day velocity is 2.3.

- **Deficit 15** — Multiplying 2.3 by 15 = 34.5. Subtract the FBA Qty, the Unshipped Qty, and the In Transit Qty. This gives you a Deficit 15 of 0.
  ((69/30) * 15) – (12 + 29 + 21) = – 27.5. Therefore, there is no deficit quantity.
- **Deficit 30** — Multiplying 2.3 by 30 = 69. Subtract the FBA Qty, the Unshipped Qty, and the In Transit Qty. This gives you a Deficit 30 of 7.
  ((69/30) * 30) – (12 + 29 + 21) = 7
- **Deficit 60** — Multiplying 2.3 by 60 = 138. Subtract the FBA Qty, the Unshipped Qty, and the In Transit Qty. This gives you a Deficit 60 of 76.
  ((69/30) * 60) – (12 + 29 + 21) = 76
- **Same calculation for 45 and 90**
- Since Days To Order 60 was selected, the deficit qty of 76 is auto-entered into the **Qty** field to add to an FBA Inbound Shipment.

The following features were recently added to FBA restocking to help you determine products to restock:

- **FBA Reserved Qty** — Quantity reserved by FBA orders
- **Amazon Rank** — This Sales Rank calculation is based on Amazon sales and is updated daily to reflect recent and historical sales of the item sold on Amazon. Lower numbers indicate a higher ranking. You can get the current sales rankings from the Action menu.
- **Effective margin after Amazon fees** — Subtracts the estimated fees from the price to give you an idea of your revenue margins. You can then compare this to the site cost, which is visible on the same page, to see your profit margins for the product.

Generate Restock Predictions

Sellercloud's Predictive Restocking feature provides the following additional information and capabilities:
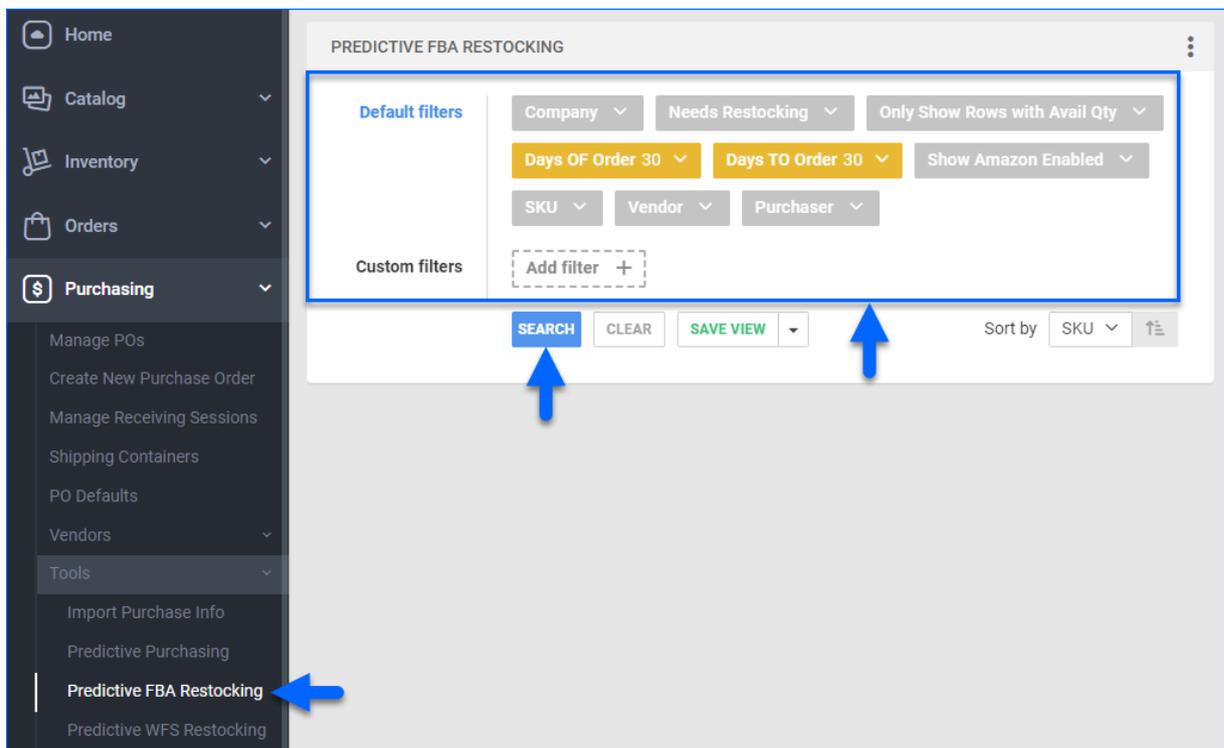
- Considers quantities already in transit to FBA.
- Considers quantities already in FBA inbound shipments that have not yet been shipped.
- Can filter products to only show products with inventory in your warehouse to add to FBA.
- Can filter products by SKU, vendor, buyer, manufacturer, product group, velocity range, and more.

Before you generate Restock Predictions, do the following:

- Enable the **Calculate Qty Sold in X days for Predicted Purchasing** client setting.
- Ensure that **ProductInventoryMovementService** is running on the server. It runs daily at around 2:00 AM.

To generate Restock Predictions:

1. Go to **Purchasing** > **Tools** > **Predictive FBA Restocking.**

2. **Optional**: If the requirements above are not met, or if you want to calculate based on even more recent data, press **Action** menu > **Generate Data for Sold Since Last Year** > **Go**. This will calculate data for all FBA products in your catalog. (Alternatively, you can select specific items on the grid and press **Action** menu > **Generate Data for Selected SKUs**. SKUs will only appear in the grid after **steps 3** and **4** are completed.)

3. Select **Days of Order** and **Days to Order**.

4. Filter search as needed and click **Search** to populate the grid with items in the columns shown in the accordion below. The grid will only show items Fulfilled by Amazon.

Once the results grid loads and you select one or more rows, the bottom of the page will display the **Total Cost**. This is calculated by multiplying the selected quantity and the per-unit cost of each row and then adding them together.
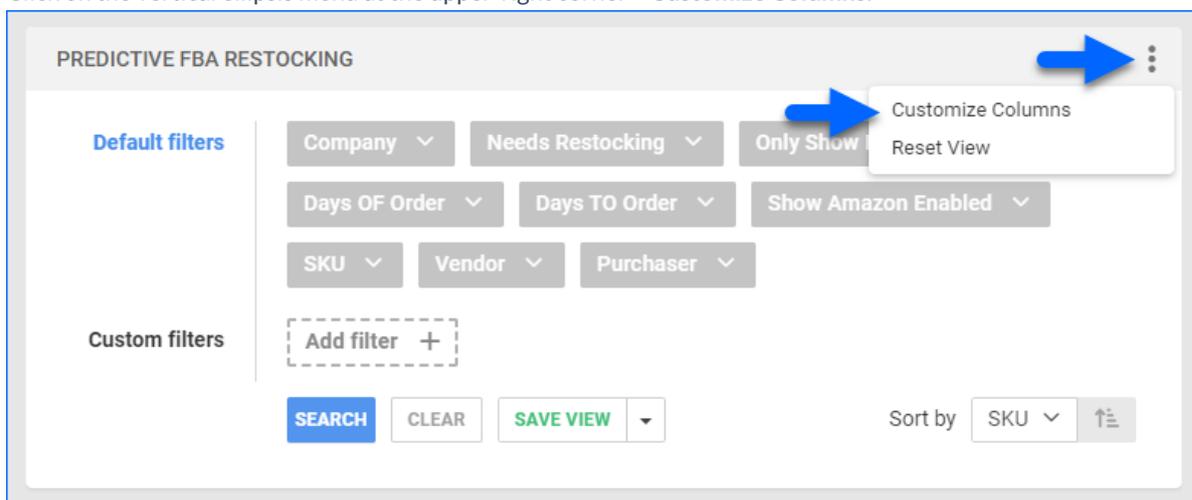
View columns (for step 4)

Customize Columns

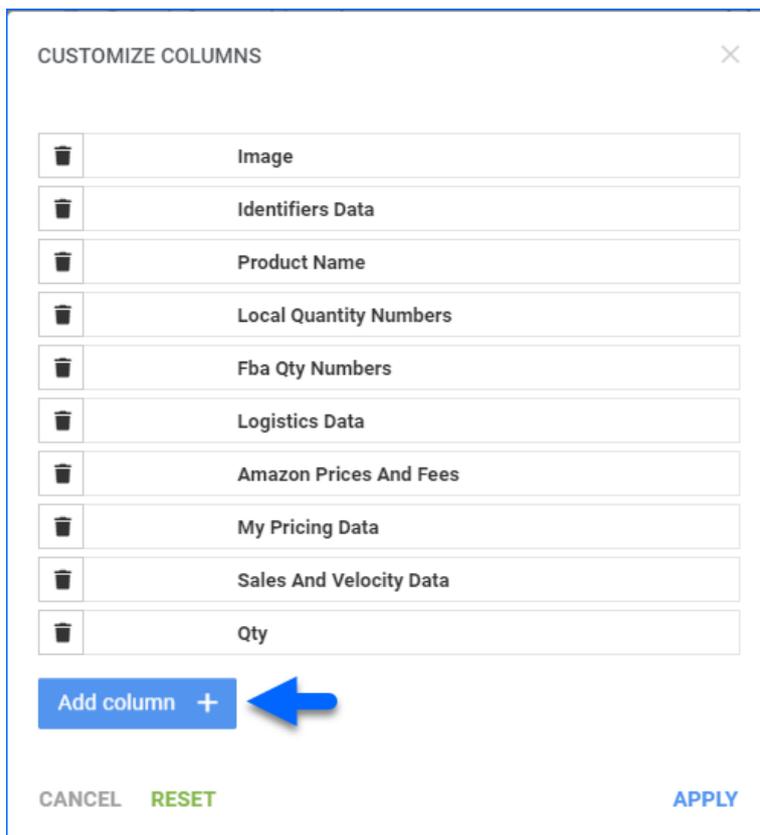You can customize the columns that appear in your search results.

You can have a maximum of ten columns displayed. If you already have ten columns and want to add a new column, you will need to delete one from the list first.

To make changes to the columns:

1. Click on the vertical ellipsis menu at the upper-right corner > **Customize Columns**.

2. A new window will appear containing the default columns and additional columns that you can add. Click **Add column** and scroll or type the name in the **Search** field.

3. **Optional:** Select a column by your choice > **Apply** to save the changes.

4. **Optional:** Click **Cancel** to abort action or click on **Reset** to get back to the default columns setting.

To include **FC Processing** and **FC Transfer quantities** as Reserved Qty rather than Available Qty, enable the **Predictive Restocking: Consider FC Transfer and FC Processing as reserved** client setting.
If sellers view the reserved quantity in Predictive Restocking, the **Always Consider FBA Total Supply Quantity** client setting must be enabled. Otherwise, the reserved quantities will be subtracted from the Available Qty twice.
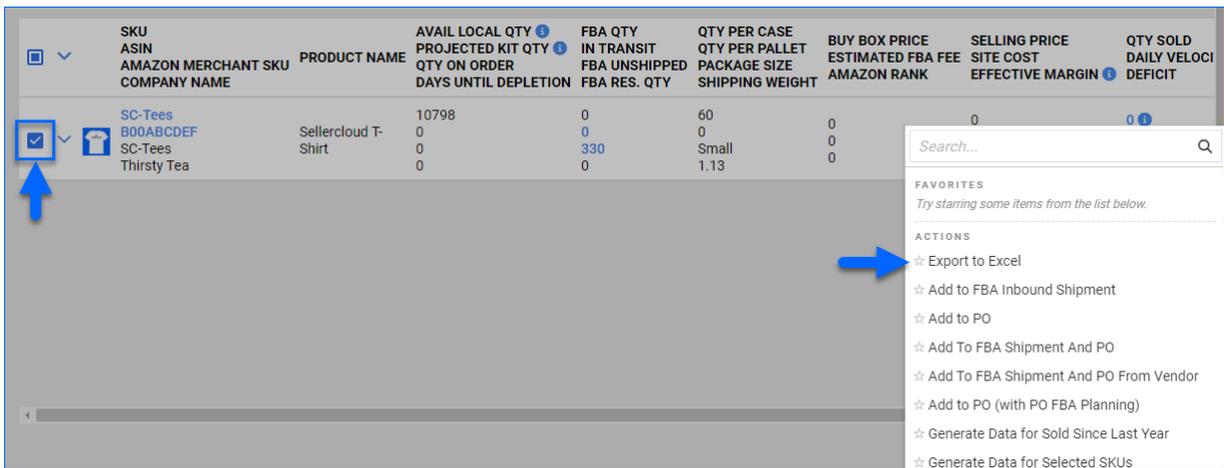If you are looking for single or multiple ASINs, you can search for them using **Custom Filters**. Select **ASIN** from the drop-down menu under **Add Filter**. You can enter multiple ASINs in the field to search for.

Export Predictive Restocking Reports

You can create a scheduled task that automatically exports a predictive restocking Excel file to email or FTP. You can save the Excel file for future reference and documentation.

To export a predictive restocking report:

1. Go to **Purchasing** > **Predictive FBA Restocking** > **Search** > Select the items you want.

2. From the **Action** menu, select **Export To Excel**.

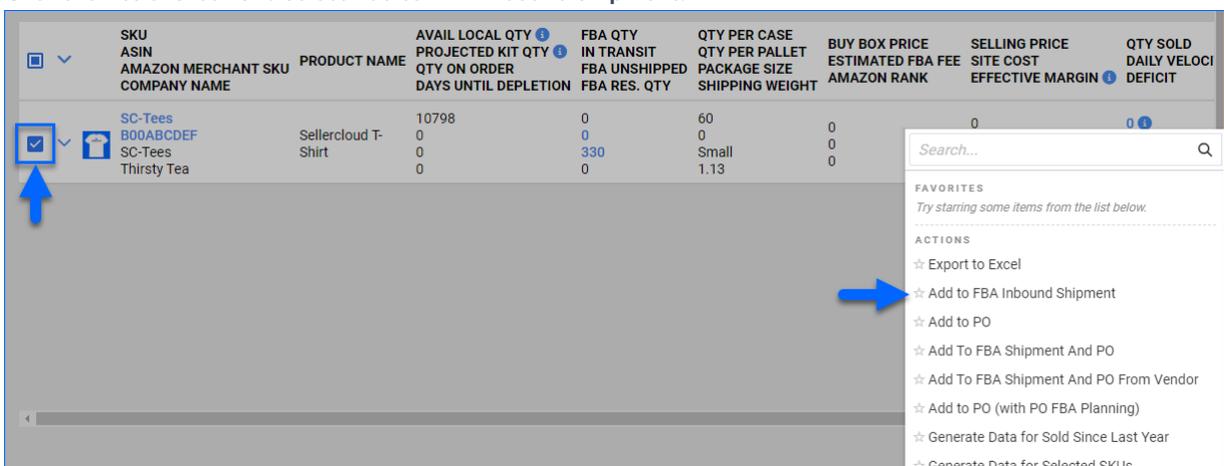# Add to an FBA Inbound Shipment

If you're selling products on any marketplace, you can use Amazon's Fulfilled by Amazon (FBA) service to fulfill orders through Amazon. This saves time and can help grow your business by removing the burden of order logistics and fulfillment. The FBA service will handle the picking, packing, shipping, and customer service.

After your search results are displayed, follow the instructions below to add a product to an FBA inbound shipment:

1. Select the products on the grid.

2. Enter the amount you want to order in the **Qty** text field.

3. Click the **Actions** icon and select **Add to FBA Inbound Shipment**.

4. You will be prompted to create a new FBA Shipment or add to an existing shipment. Choose your option and click **Continue**.

Enhanced FBA Restocking Report

You can enable an enhanced version of the report to add more features.
The Client Setting called **Use Enhanced Predictive Purchasing & FBA Restocking Report** must be enabled for this workflow.
The Enhanced FBA Restocking Report is only available in Sellercloud's Delta Interface.

The enhanced version has **a new column** and a **Level 2** that you can expand per line or for all items simultaneously to see the new features**.**
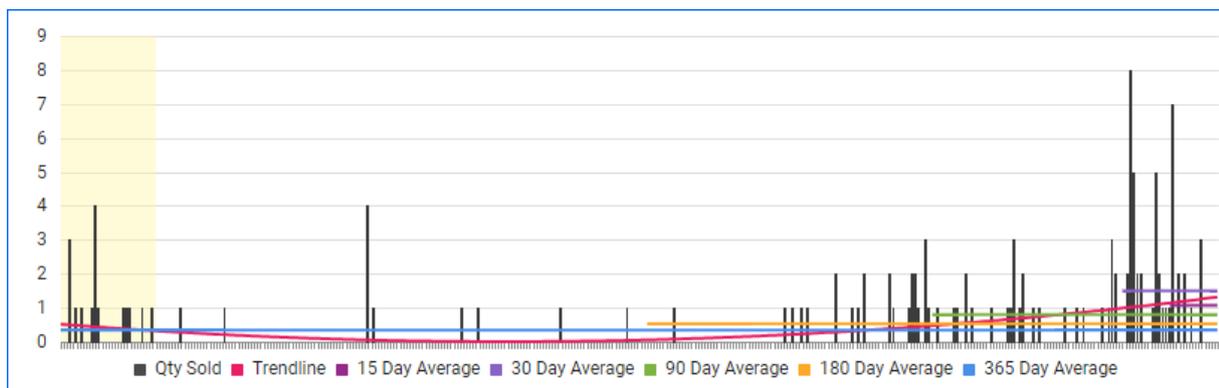
To show or hide **Level 2**, click:
- **(1)** The **Down Arrow** next to the column headers on top for all items.
- **(2)** The **Down Arrow** next to each row for a single item.

Sales Graph

The **Sales Graph** shows the daily sales for the last 365 days. You can see the following:

1. **Orders** – The number of orders for each day.

2. **Trendline** – The sales trend over time.

3. **Averages** – The average sales **Velocity** for different **Days OF Order** periods. To hide lines, click the colored squares.

4. **Last Year** – The selected **Days OF Order** time period during the previous year is highlighted in yellow.

Velocities Chart

The **Velocities Chart** shows the **Quantity Sold**, **Sales Velocity**, and **Restock Quantity** for multiple **Days OF Order** periods. The period you initially selected when generating the report will be highlighted in yellow. To apply the **Restock Quantity** for another period, click **Use**, and it will populate in **Level 1** of the report.

You can switch the **Days OF Order** type between **In Stock Days** and **Calendar Days** with the **toggle button**. The default type comes from the Client Setting **Use InStock days in predictive purchasing data**. For **In Stock Days** below 365, the font will be red, indicating a projected velocity that is not fully based on real sales history.

If you choose to show the **Calendar Days**, you will also see the **Last Year** row, which gets the data for the selected **Days OF Order** starting from today's date on the previous year. For example, if you set the **Days OF Order** to **30** on July 9th, it will check the 30 days after July 9th of the previous year.
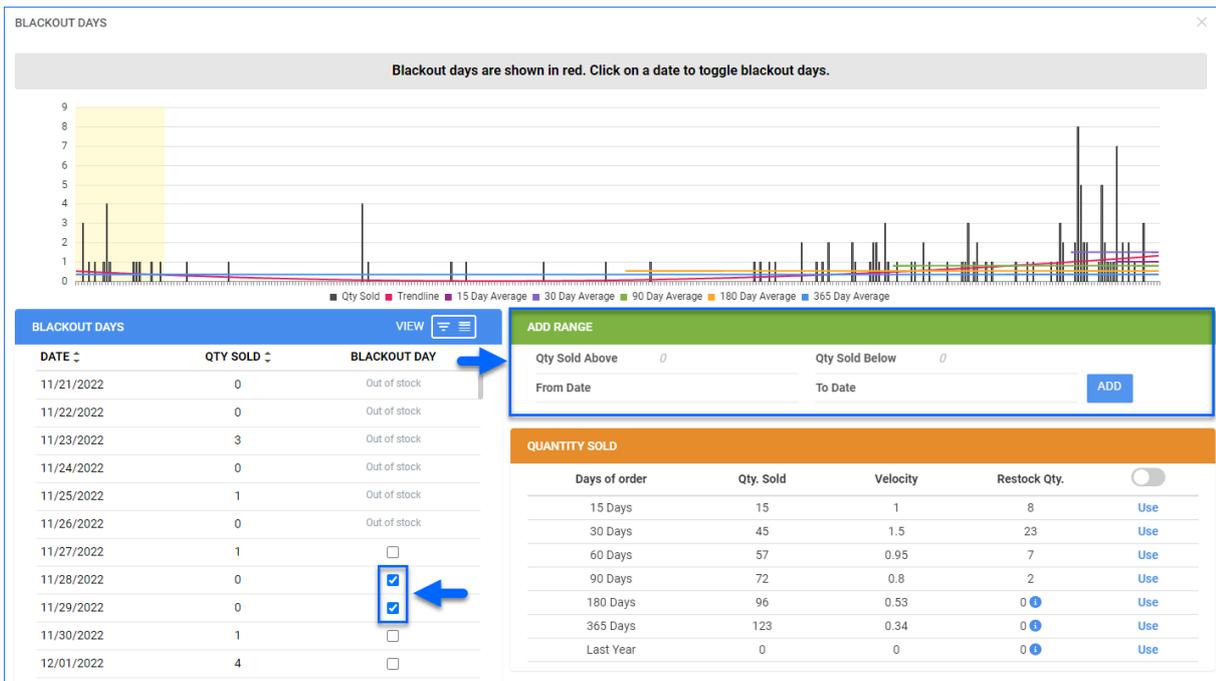
DAYS OF ORDER	QTY. SOLD	VELOCITY	RESTOCK QTY.	
15 Days	27	1.8	0 ⓘ	Use
30 Days	48	1.6	0 ⓘ	Use
60 Days	179	2.98	0 ⓘ	Use
90 Days	255	2.83	0 ⓘ	Use
180 Days	491	2.73	0 ⓘ	Use
365 Days	491	1.35	0 ⓘ	Use
Last Year	0	0	0 ⓘ	Use

If you show the **In Stock Days**, you can click the **Blackout Days** button next to the **Sales Graph** to open the blackout days window.

DAYS OF ORDER	QTY. SOLD	VELOCITY	RESTOCK QTY.	
7 In Stock Days	3	0.43	0 ⓘ	Use
15 In Stock Days	16	1.07	11	Use
30 In Stock Days	47	1.57	26	Use
60 In Stock Days	60	1	8	Use
90 In Stock Days	76	0.84	4	Use
180 In Stock Days	96	0.53	0 ⓘ	Use
365 In Stock Days	**99**	**0.27**	0 ⓘ	Use
Total in stock days: 355		Total blackout days: 3		BLACKOUT DAYS

The **Blackout Days** feature allows you to exclude specific days, entire date ranges, or sale quantities above or below specific numbers from the calculation. For example, if there was a sales spike or no sales, you can exclude these days so they don't skew your restocking numbers incorrectly. Blackout days are shown in red in the **Sales Graph**.

- In the **Blackout Days** grid, you can check the box under the **Blackout Day** column to exclude any day from the calculation.
- In the **Add Range** grid, you can specify a **From Date** and **To Date** to exclude a whole date range or enter a **Qty Sold Above** and/or **Qty Sold Below** to exclude specific sale quantities.
- The **Last Year** period is highlighted in yellow.

Estimated Storage Fees

The **Estimated Storage Fee** column shows a rough estimate of the FBA Storage Fee if the **Qty** gets sold in the selected **Days TO Order,** taking into account:

- **Product Size Tier** – Standard-size, Oversize, and Dangerous goods
- **High/Low Season** – High (October – December) and Low (January – September)

Note that it is a raw estimate not meant to be taken as an accurate representation of the final costs or outcomes. Further refinement and analysis are necessary for a precise understanding of the situation.

Understanding predictive restocking

Predictive restocking for FBA calculates the quantity of products needed to be restocked at FBA to meet the expected volume of FBA orders for a range of days.

While Amazon provides a restock report, their report is only based on the current inventory at FBA versus the past quantity sold at FBA. This may be an inaccurate restock quantity because it lacks information about quantities added to FBA or reserved for FBA that have not yet been previewed.

Additionally, the Amazon report includes all items, while you may want to focus on a narrower group of products.

Sellercloud's predictive restocking provides the following additional information and capabilities:
- Considers quantities already in-transit to FBA
- Considers quantities already in FBA inbound shipments that were not yet shipped
- Can filter products to only show products with inventory in your warehouse to add to FBA
- Can filter products by SKU, vendor, buyer, manufacturer, product group, velocity range, and more.

You can now try Sellercloud's new Enhanced FBA Restocking Report, which offers even more features. **It is only available in the Delta user interface.**

This feature is similar to Predictive Purchasing but is focused on the "selling" SKU and the amounts needed to restock FBA. It is not designed to provide information about the "inventoried" SKU and determine purchase quantities.

For example, if a product has many shadows, predictive purchasing can factor in sales for all related shadows of the purchasing SKU (SKU used on the PO) because inventory is maintained by that SKU. Restocking FBA relates only to the actual SKU sold on FBA.
The Windows service **ProductQtySoldCalcuateServices** must be running on the server. This can be enabled by
Key Terms
Client Settings

Generating a restock prediction

Requirements: Enable the Client Setting **Calculate Qty Sold in X days for Predicted Purchasing**. Ensure that the **ProductInventoryMovementService** is running on the server. This runs once daily, around 2:00 AM. Enable the Client Setting **Predictive Restocking: enable warehouse filter** to display a warehouse filter. The report will use the selected warehouse quantity as the Available Quantity.

1. Click Inventory > Predicted Purchasing > **Predictive Restocking for FBA**.

2. If the requirements above are met, go to Step #4.

    a. If not, or if you want to calculate based on even more recent data, click Action Menu > **Generate Data for Sold Since Last Year** > **Go**. This will calculate data for all FBA products in your catalog. (Alternatively, you can select specific items on the grid and click Action Menu > **Generate Data for Selected SKUs**. SKUs will only appear in the grid after steps 4 and 5 are completed.)

3. After the job is completed. Refresh the page.

4. Select **Days OF Order** and **Days TO Order**.

5. Filter as search as needed.

6. Click **Search** to populate the grid with items with the columns in the accordion above. The grid will only show items Fulfilled by Amazon.

View columns (for step 6)

Exporting a predictive restocking report

You can create a scheduled task that automatically exports a predictive restocking Excel file to email or FTP. You can save the Excel file for future reference and documentation. Learn how to export a predictive restocking report in each interface by clicking the appropriate accordion below.

Adding to an FBA inbound shipment

If you're selling products on any marketplace, you can use Amazon's Fulfilled by Amazon (FBA) service to fulfill orders through Amazon. This saves time and can help grow your business by removing the burden of order logistics and fulfillment. The FBA service will handle the picking, packing, shipping, and customer service.

After your search results are displayed, follow the instructions below to add a product to an FBA inbound shipment:

1. Select the products on the grid.

2. Enter the amount you want to order in the **Qty** text field.

3. Click Action Menu > **Add to FBA**. You will be prompted to create a new FBA Shipment or add to an existing shipment.

4. Choose your option and click **Continue**.