Prevent Dead Stock by Identifying Exceptional Sales

Daily review m-27.1.20 (EOD 01-139), flag in m- 27.20.1.3 or 27.1.2

Purpose: Identifies products that were invoiced with a quantity greater than twice the product's ROP. Menu 27.1.20 can be run on demand.

Process: Review sales history to determine if this demand is truly exceptional. If the product quantity is determined as exceptional use Menu 27.1.2 to flag the sale.

To mark an exceptional sale you need to flag the fiscal period.

A = Current Year
B = Last Year
C = 2 Years Ago

Enter a number to indicate the fiscal month that needs to be flagged (1 = First Fiscal Month, 2 = Second Fiscal Month all the way through 12 = the last fiscal month) For example, to flag the 4th month of the current fiscal year as exceptional, enter A4.

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WAREHOUSE       001
EX PROD #       R53-616      095906 ABRASIVE CLOTH
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1. Enter fiscal period to flag (A1-C12) ####
2. Enter sales qty or 'a' for all sales

"----FY/Exceptional Sales History----"

		A2009	E.Sls	**B**2008	E.Sls	**C**2007	E.Sls
1)	JAN	3		8		1	
2)	FEB	9		1		4	
3)	MAR	160	150	1		4	
4)	APR	5		4		8	
5)	MAY	8		232	225	4	

Additional ways to flag exceptional sales 'on the fly':
- Menu 19.6 Stock Status, enter the product number and then enter 'e'.
- Exceptional sales can also be flagged while maintaining your forecast in accessed in Menu 27.5 by typing in 'SE'
- During Order Entry, enter {qty}E to mark exceptional sales real-time. For example 15E.

Notes:
- *If an item is flagged as an Exceptional sale in Menu 1.2 Order Entry it will not appear on either the EOD Exception Sale Report or the on demand report in Menu 27.1.20.*
- *Dropship quantities are NOT included in SALES.2 and do NOT need to be marked as exceptional.*