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Forecasting Sales Forecasting Sales (cont.) Seasonal Stockturn = Sales At Retail (86,909) / Average Inventory At Retail (51,328) = 1.69 Annual Stockturn = 1.69 X 2 = 3.38

Stock To Sales Ratio Assumes You Want To Maintain A Specified Ratio Of Inventory To Sales Helps You Determine How Much Stock You Want To Have On Hand Ea Jan 1th, 2024

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