**Mint Classic**

**Mint Classics Company, a retailer of classic model cars and other vehicles, is looking at closing one of their storage facilities.**

**To support a data-based business decision, they are looking for suggestions and recommendations for reorganizing or reducing inventory, while still maintaining timely service to their customers. For example, they would like to be able to ship a product to a customer within 24 hours of the order being placed.**

**Observations:**

1. The time period of the data is 2003/01/06 to 2005/05/31
2. There are four warehouse a, b, c, d in total
3. List of product line {Classic cars, Motorcycle, Planes, Ships, Train, Trucks and Buses, Vintage Cars}
4. List of warehouses and the stock of product line it holds

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Warehouse | **Product line** | **Stock** | **Year** | **Sales quantity** |
| A | Motorcycle | 69401 | 2003  2004  2005 | 4031  5976  2771 |
| B | Planes | 62287 | 2003  2004  2005 | 3833  5820  2219 |
| C | Classic Cars | 219183 | 2003  2004  2005 | 12762  16085  6735 |
| D | Vintage Cars | 124880 | 2003  2004  2005 | 7913  10864  4156 |
| Ship | 26833 | 2003  2004  2005 | 2844  4309  1379 |
| Train | 16696 | 2003  2004  2005 | 1000  1409  403 |
| Trucks and Buses | 35851 | 2003  2004  2005 | 4056  5024  1921 |

**According to the above table which is derived from the queries we can see the difference in the stokes and the quantity of sales per year of all the products line and in some of them the difference in them is quite noticeable and we can do some thing about it .**

**Like**

* keeping the stock of that product according to the demands of the product in present
* we can shift some product which is less demanded in some area but more demand in other area by doing this we can reduce the inventory and still make the deliveries on time as before and also it will provide the stock of that product where it is more demanded
* It is observed that the sales of each product line are reduced after the year 2004.

**Recommendations**

* Mint classic company should shift some stocks of product from less demand area to more demand area.

Like for Classis Cars Sweden has more demand in 2003 and in 2004 Belgium has more demand and in 2005 Canada and Canada is the top consumer of Trucks and buses and vintage cars also so it can shift some stocks from the places where the demand is not that much to Canada

* It is seen that there is only one product that is kept in warehouse **C** but there are three different products were kept in Warehouse **D**  we can re-adjust those and shift some stock of one of the product types in Warehouse **C**  and some stock to Warehouse **B**
* **USA** has the greatest number of customers or client of the company so we can focus on the Warehouse s of **USA**  and keep more stocks of products there
* Since **USA** has the greatest number of customers but the number of employees is less **Mint classic** can hire more employee to maintain the warehouse
* The company should focus more in the months like August, September, October, November, December these are the month where we get a greater number of orders
* According to the data the average sales of train in a year is 1000 but the company is keeping the stock of almost 16000 which id way more than the demand they can reduce that
* The company should check the average sales of the product line to keep itself update about which product is giving more sales

Thank you