

## Retail Inventory Tracker – Free Inventory (Stock) Management template

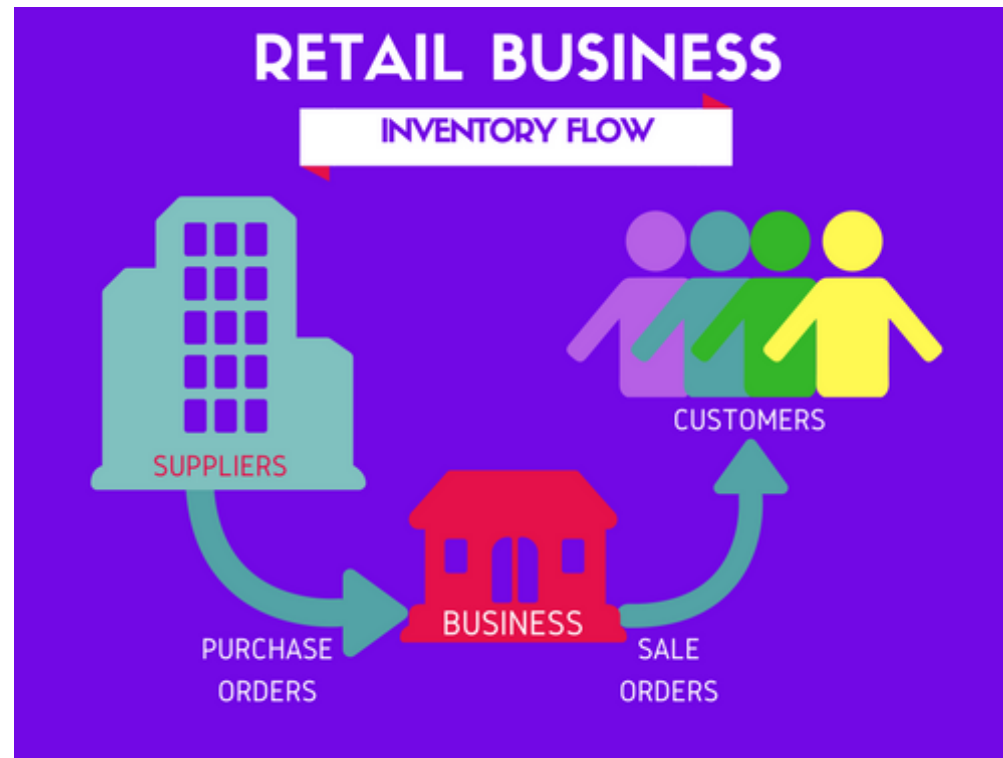
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## Retail Inventory Tracker – Free Inventory (Stock) Management template

I am glad to present a **simple and effective** way to manage orders and inventory for your retail business. If you are getting started with a **retail business** where you plan to buy products from your suppliers and then sell them to customers with a margin, then you would need a tool to track your business in an effective way.



Retail Business Process – Retail Inventory Tracker Template

## Why do we need an Inventory and Sales Management tool?

I am sure you will agree that you need to know the following information in order to manage your business better.

# INVENTORY & SALES MANAGEMENT TOOL

ANSWERS THESE QUESTIONS

- ✓ WHAT IS CURRENT INVENTORY LEVEL?
- ✓ WHEN TO ORDER?
- ✓ WHICH PRODUCTS TO ORDER?
- ✓ ARE WE PROFITABLE?
- ✓ WHO ARE BEST CUSTOMERS & SUPPLIERS?

Benefits of Inventory Management Software – Retail Inventory Tracker

1. How many items you currently have in inventory of each product so that you can take orders from your customers accordingly? If you cannot fulfill orders from your customers on time, you will be losing credibility as a business.
2. Which products are low in inventory (compared to a [Re-order point](#))? This helps in deciding when and what to buy in purchase orders to your suppliers.
3. Which products are selling well and which products are not? This will help you decide to buy profitable products and not buy those that are not.
4. What is the profit/loss you make from your business? This is obvious. If you are not turning in profit, you need to improve the business strategy.

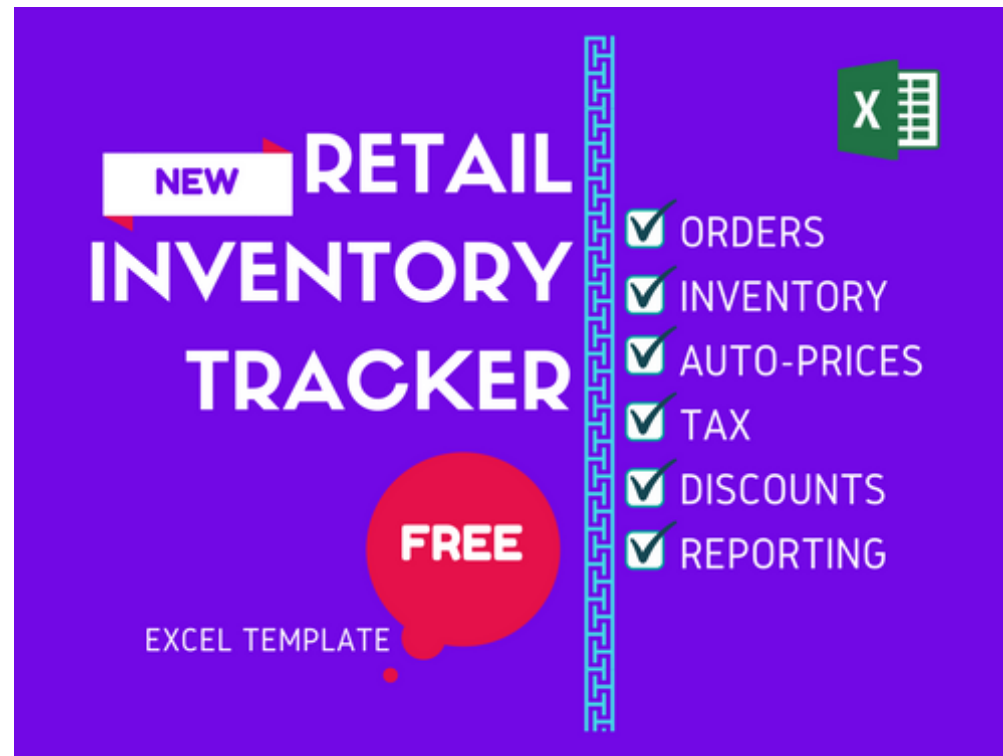
5. Who are the best customers and best suppliers? Building great relationships with the suppliers who bring in most revenue will be helpful. Providing special service to your best customers will likely result in more sales in future.

In order to get to this information easily and quickly, we need some kind of software. There are several sophisticated and expensive cloud based software available to manage inventory and sales for retail businesses.

For small and medium size businesses, especially when we are starting up, it is important that any software we choose is easy to use, customize and not expensive. This is why I am excited to present a free Excel template as a solution.

*This template is a follow up to the most popular template on indzara.com – [Inventory & Sales Manager](#). This new template provides several improved features but I have decided to keep the older template online as well. For example, this new template has automatic price population on order line items which the old one doesn't. There are some users who do not want to auto-populate the prices as they want flexibility to change prices for different customers. For those, the old template would be useful. Hence, it would be better to have both templates available to our users.*

## Features of Retail Inventory Tracker Excel Template



Features of Retail Inventory Tracker – Excel Template

### Order Management

- 3 types of orders (Sale, Purchase, Adjust)
- Handles product returns
- Auto-Populate product prices in orders

### Inventory Management

- Calculates current inventory of each product
- Set re-order points and know what to order

## Finance

- Handles tax
- Handles product level and order level discounts
- Calculates Cost of Goods Sold (COGS) and Profit

## Data Management

- Easily access Product, Partner (Customer and Supplier) and Order Lists
- Maintain history of Product price data

## Reporting

- 6 page interactive report of business metrics
- 12 month trends of key metrics
- Identify best products and partners
- Calculates Inventory value

## DOWNLOAD RETAIL INVENTORY TRACKER

[Retail Inventory Tracker Excel Template](#)

[Retail Inventory Tracker Excel Template with Sample Data](#)

## VIDEO DEMO



RETAIL

INVENTORY  
TRACKER

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## HOW TO USE RETAIL INVENTORY TRACKER

Before we get started, I highly recommend reading these articles if you are new to Excel templates or Excel Tables.

1. Important [tips about using Excel Templates](#) from indzara.com
  1. Do not edit calculated cells (ones with formulas).
  2. Input data is always visible and can be edited easily.
  3. Backup by saving copies of this file regularly.
2. Introduction to Excel Tables ([How to use Excel tables to enter data](#))

To make it easy for you to identify which fields are input fields, calculated and custom fields, I have followed the following color scheme in column headings (or labels).

- Color Legend for this template
  1. Columns with **Purple** colored labels – Input cells for user to enter pre-defined information.
  2. Columns with **Green** colored labels – Calculated cells. Should not be edited.
  3. Columns with **Blue** colored labels – Custom Input cells for user to store any information needed.

## Overview of steps

### 1. Initial Setup

1. Enter **Business Information** in *Settings* sheet
2. Enter **Product Categories** in *Settings* sheet
3. Enter list of **Products** in *Products* sheet
4. Enter current **Prices** of products in *Prices* sheet
5. Enter list of **customers** and **suppliers** in *Partners* sheet

### 2. Creating Orders

1. Enter list of **Orders** in *Order Headers* sheet.



2. Enter each order's **details** (line items) in *Order Details* sheet.

### 3. Viewing business report

1. View summary of business performance in *Report* sheet

## Detailed Step by Step instructions (with screenshots)

### Initial Setup

These **Initial Setup** steps are to be done first as a one-time activity.

#### Step 1: Enter Business Information

In *Settings* sheet, Enter your business information such as address, email and phone number.

BUSINESS INFORMATION	
BUSINESS NAME	INDZARA
SHIPPING ADDRESS	123 ABC Street, Peace City, Earth.
BILLING ADDRESS	456 XYZ Street, Happiness City, World.
TAG LINE	Peace for Everyone
EMAIL	<a href="mailto:indzara@gmail.com">indzara@gmail.com</a>
PHONE	123-456-7890
WEBSITE	<a href="http://indzara.com">indzara.com</a>

Enter business information such as addresses and phone number

## Step 2: Enter Product Categories

If you are selling several products in your business, it is recommended that you categorize your products. This helps a lot in managing them and understanding their sales performance.

ENTER PRODUCT CATEGORIES

PRODUCT CATEGORIES

Men -S

Men -M

Men -L

Women -S

Women -M

Women -L

Boys -S

Boys -M

Boys -L

Girls -S

Girls -M

Girls -L

Enter Product Categories in your retail business

### Step 3: Enter Products

It's time to enter our products. In the *Products* sheet, let's enter each of our products in a separate row.

*Please start entering from row 4*

Unique ID of product	Product Name - can be repeated	Product Description	Inventory on day 1	Inventory level at which product needs to be ordered
ID	NAME	DESCRIPTION	STARTING INVENTORY	RE-ORDER POINT
BMGR	Boys M Green	Boys Shirt Medium Size Green Color	14	5
MMOR	Men M Orange	Men Shirt Medium Size Orange Color	18	5
BSOR	Boys S Orange	Boys Shirt Small Size Orange Color	17	5
BMRE	Boys M Red	Boys Shirt Medium Size Red Color	9	5
MMYE	Men M Yellow	Men Shirt Medium Size Yellow Color	18	5
GSRE	Girls S Red	Girls Shirt Small Size Red Color	16	5
MLOR	Men L Orange	Men Shirt Large Size Orange Color	17	5
MLWH	Men L White	Men Shirt Large Size White Color	15	5
MSBL	Men S Blue	Men Shirt Small Size Blue Color	18	5
MSGR	Men S Green	Men Shirt Small Size Green Color	13	5
GLWH	Girls L White	Girls Shirt Large Size White Color	14	5
BLRE	Boys L Red	Boys Shirt Large Size Red Color	14	5

Enter Products with Name, Description Starting inventory and Re-order point

Let's see each of the fields in the **Products** table.

- **ID:** Unique identification of product. This has to be unique. Please do not repeat the same ID or leave the field blank.
- **NAME:** Name of the product
- **DESCRIPTION:** Description of the product, as needed in our business.
- **STARTING INVENTORY:** This is the quantity of the product we have when we begin using the template. This is entered only once and does not have to be updated daily.
- **RE-ORDER POINT:** The quantity of product at which you would like to replenish by ordering.

There are a few more columns of product information we can input.

Unique ID of product	Unit of measurement	Categorize your products	Choose NO if not taxable. Leave Blank if taxable	Use this field to store any information you would need
ID	UNIT	CATEGORY	TAXABLE	PR CUST FLD
BMGR		Boys -M	NO	
MMOR		Men -M		
BSOR		Boys -S		
BMRE		Boys -M		
MMYE		Men -M		
GSRE		Girls -S		
MLOR		Men -L		
MLWH		Men -L		
MSBL	Piece	Men -S	NO	
MSGR	Piece	Men -S		
GLWH		Girls -L		
BLRE		Boys -L		

Enter Unit of measurement, Product category, Tax information for each product

- **UNIT:** This is how we measure this specific product.
- **CATEGORY:** Product category to which this product belongs.
- **TAXABLE:** In our business, if we have products that are not taxable, we can enter NO. If tax is applicable, just leave it blank. By default, tax will be applicable.
- **PR CUST FIELD:** This field is provided as a placeholder for you to enter any information you need at Product level. You can rename the field and use it as needed.

The other columns in this sheet are all calculated columns. We will discuss more about this later in this article.

*The columns that have Green colored labels are all calculated columns. Please do not edit the formulas in them.*

#### Step 4: Enter Product Prices

In *Prices* sheet, we will be entering Purchase and Sales prices. This information will be used to auto-populate prices in our orders. This will **save a lot of time** in data entry of orders.

PRODUCT ID	EFFECTIVE FROM DATE	PURCHASE PRICE	SALES PRICE
MSBL	01-Nov-2016	16	18
MSGR	01-Nov-2016	23	33
MSYE	01-Nov-2016	28	30
MSOR	01-Nov-2016	16	23
MSWH	01-Nov-2016	12	21
MSRE	01-Nov-2016	10	16
MMBL	01-Nov-2016	16	22
MMGR	01-Nov-2016	16	25
MMYE	01-Nov-2016	15	25
MMOR	01-Nov-2016	11	16
MMWH	01-Nov-2016	25	27
MMRE	01-Nov-2016	13	16

Enter product purchase and sales prices in Prices sheet

**Purchase Price** is the price we pay our suppliers to purchase products. **Sales Price** is the price we sell the products to our customers at.

To begin with, let's assume we start using this template from Nov 1, 2016 to enter orders.

We enter each product in this *Prices* table and enter Nov 1, 2016 as the Effective Date. The Purchase and Sales prices we enter will be the prices effective as of Nov 1, 2016.

## What if price changes?

The template is designed to accommodate price changes for products. You may have an increase in prices of certain products over time. Not a problem.

If price changed for a product from Jan 1, 2017, we will just add a new row, enter the Product ID, Effective date (as 01-Jan-2017) and the new Purchase and Sales prices. Please note that we have to add new rows whenever prices change, and **not to replace** the older data.

*We have to enter both purchase and sales price in each row, even if only one of them changes.*

## Step 5: Enter list of Partners

In the *Partners* sheet, we store the list of our partners. Partners include Suppliers and Customers.

Unique ID of Partner	Partner Name - should be unique	Shipping Address for Partner	Billing Address for Partner	Email Address of Partner	Phone Number of Partner	Contact person at Partner
ID	NAME	SHIPPING ADDRESS	BILLING ADDRESS	EMAIL	PHONE	CONTACT
1	Tamil Nadu	Chennai St, TN	Kanya Kumari, TN	<a href="mailto:chen@nai.com">chen@nai.com</a>	(231) 315-4665	Bharathi
2	Karnataka	Bengaluru, KA	Mysore, KA	<a href="mailto:bengal@uru.com">bengal@uru.com</a>	(221) 314-6546	Tippu
3	Maharashtra	Mumbai, MH	Pune, MH	<a href="mailto:mumb@ai.com">mumb@ai.com</a>	(405) 465-4653	Shivaji
4	Kerala	Thiruvananthapuram, KL	Cochin, KL	<a href="mailto:cochi@n.com">cochi@n.com</a>	(331) 312-2323	Menon
6	Rajasthan	Jaipur, RJ	Udaipur, RJ	<a href="mailto:jaip@ur.com">jaip@ur.com</a>	(425) 789-3541	Jai
7	Gujarat	Gandhinagar, GJ	Porbander, GJ	<a href="mailto:Gandhi@nagar.com">Gandhi@nagar.com</a>	(458) 624-5822	Mahathma

Enter customer and supplier information in Partners sheet

If a partner is both a customer and a supplier (it is possible in some scenarios), enter the partner only once.

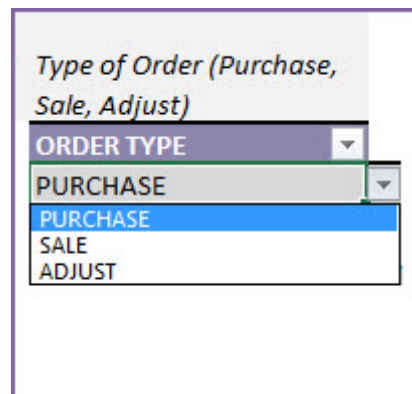
- **Partner ID** and **Partner Names** should be unique.
- Enter **Shipping** and **Billing address**, **E-mail address** and **Phone number**.
- Enter the primary person of contact for each company in the **CONTACT** field.

This sheet now serves as a nice organized set of data about your partners.

We have completed the initial set up now. It's time to enter our first order.

## Creating Orders

Before we enter our order, let's learn about the types of orders. You can create 3 types of orders in this template.



The image shows a screenshot of a software interface. At the top, there is a label 'Type of Order (Purchase, Sale, Adjust)'. Below it is a dropdown menu titled 'ORDER TYPE'. The dropdown is open, showing four options: 'PURCHASE' (highlighted in blue), 'PURCHASE', 'SALE', and 'ADJUST'. Each option has a small downward arrow on its right side.

3 types of orders Purchase,  
Sale and Adjust



1. **PURCHASE:** When we purchase products from our suppliers, we enter a PURCHASE order. This order will add the purchased items to inventory on the Expected Date.
2. **SALE:** When we sell products to our customers, we enter a SALE order. This order will subtract sold items from the inventory on the Expected date.
3. **ADJUST:** We can create an ADJUST order and enter negative quantity values to reduce inventory or positive values to increase inventory as needed. This can be used to adjust our inventory numbers to ensure that the numbers match the inventory on hand. For example, we may lose products due to damage or expiry or other reasons. We would want to adjust our inventory accordingly and that's where we can use ADJUST order type.

## Creating a Purchase Order

Orders are entered in this template in 2 stages – 1) Order Header and 2) Order Details. Let's use an example. The products here are shirts for boys and girls. They are available in different colors.

In the *Order Headers* sheet, we enter the following information.

ORDERS		START ENTERING DATA FROM ROW 4		
Order Number - should be unique	Date when the order was placed	Date when inventory will be impacted	Type of Order (Purchase, Sale, Adjust)	Name of Supplier for Purchase orders. Name of Customers for Sale orders.
ORDER NUMBER ▼	ORDER DATE ▼	EXPECTED DATE ▼	ORDER TYPE ▼	PARTNER NAME ▼
P1	05-Nov-2016	25-Nov-2016	PURCHASE	Tamil Nadu

Entering a purchase order in Order Headers sheet

The **Order Number** should be unique. In other words, each order should be entered in one and only one row. The field should not be blank.

*We can enter any method of numbering orders. The template does not limit that and does not create any pre-defined order numbers. Here, we have entered 'P1' as order number, to reflect that it is the first purchase order we are entering.*

### Order Date and Expected Date

Each order will have 2 dates. **Order Date** and **Expected Date**. Order Date is the date when the order is placed. Expected Date is the date when the inventory is impacted.

For example, if you place a purchase order on Nov 5th. The supplier says the products will reach your inventory on Nov 25th. Here, Nov 5th is Order Date and Expected Date is Nov 25th. If there is a delay later and the supplier says it will only reach on Nov 27th, then we have to update the Expected Date of our order to Nov 27th.

**Order Type** is 'Purchase' and we have chosen our supplier in the **Partner Name** field.

There are additional information we can enter in the *Order Header*.

<i>Any additional cost after product costs and taxes</i>	<i>Any additional discounts after product discounts</i>	<i>Tax Rate for the Order</i>	<i>Notes</i>
OTHER CHARGES ▼	ORDER DISCOUNT ▼	TAX RATE ▼	ORDER NOTES ▼
50	10	10%	

Additional information on Purchase Order – Order Header

- **OTHER CHARGES:** Any additional cost on the order. For example, shipping charges.
- **ORDER DISCOUNT:** Any additional order level discount amount (not %). We will be entering product level discounts later.
- **TAX RATE:** Tax Rate % applicable for this order. We can have different tax rates for different orders.
- **ORDER NOTES:** Enter any notes for your reference to this specific order.

Now, we enter the items on the order in the *Order Details* sheet.

ORDER DETAILS		START ENTERING DATA FROM ROW 4	
<i>Order Number</i>	<i>ID of product on the order</i>	<i>Quantity</i>	<i>Any discount for each unit of product</i>
ORDER NUMBER ▼	PRODUCT ID ▼	QUANTITY ▼	UNIT DISCOUNT ▼
P1	BRD	15	
P1	GRD	10	2

Entering order line items in Order Details sheet – Product, Quantity and any discount

It is very simple. Enter **Order Number**, **Product ID**, **Quantity** and any **Unit Discount**.

Here, we have entered a purchase order to purchase 15 units of Boys Shirt in Red color and 10 units of Girls Shirt in Red color. There is a discount of \$2 (any currency you use) for each of the 10 Girls shirts and no discounts for the Boys shirts.

The template will calculate amounts for each line item. Let's understand how the calculations work.

ID of product on the order		Quantity	Any discount for each unit of product	Unit price before any discounts	Quantity * (Unit Price - Unit Discount)	Total Tax Amount	Amount Before Tax + Tax Amount
PRODUCT ID		QUANTITY	UNIT DISCOUNT	UNIT PRICE	AMOUNT BEFORE TAX	TAX	AMOUNT AFTER TAX
BRD		15		20	300	30	330
GRD		10	2	25	230	23	253

Calculations of Amount and tax for each line item in the order

*Unit Price is automatically pulled over from the Prices sheet. Price chosen will be the one that was effective as of the Order Date of the order.*

BRD (Boys Shirt – Red color)

- Amount Before Tax = Quantity \* (Unit Price – Unit Discount) = 15\*(20-0) = 300.
- Tax = 10% of 300 = 30
- Amount After Tax = 300 + 30 = 330

GRD (Girls Shirt – Red color)

- Amount Before Tax = Quantity \* (Unit Price – Unit Discount) = 10\*(25-2) = 230.
- Tax = 10% of 230 = 23
- Amount After Tax = 230 + 23 = 253

*This purchase order will automatically update the inventory by adding 15 units to BRD and 10 units to GRD. We can view the inventory levels in two places in this template. One is the Report sheet. Another is the Products table. We will cover these later in the Reporting section below.*

## Creating a Sales Order

Entering a sales order is very similar to the purchase order, except that our Order Type is 'Sale' now.

<i>Order Number - should be unique</i>	<i>Date when the order was placed</i>	<i>Date when inventory will be impacted</i>	<i>Type of Order (Purchase, Sale, Adjust)</i>	<i>Name of Supplier for Purchase orders. Name of Customers for Sale orders.</i>
ORDER NUMBER ▼	ORDER DATE ▼	EXPECTED DATE ▼	ORDER TYPE ▼	PARTNER NAME ▼
P1	05-Nov-2016	25-Nov-2016	PURCHASE	Tamil Nadu
S1	26-Nov-2016	26-Nov-2016	SALE	Rajasthan

Entering a Sale Order in Order Header sheet

As shown in the image above, to add an order, we just add our entry in a new row in *Order Headers* sheet.

We enter S1 as **Order Number**. This sale order was placed on Nov 26th and products were given to customer on the same day (Nov 26th).

In the *Order Details* sheet, we add 2 rows as we are selling two products (BRD and GRD). 10 units of BRD and 5 units of GRD.

<i>Order Number</i>	<i>ID of product on the order</i>	<i>Quantity</i>	<i>Any discount for each unit of product</i>
ORDER NUMBER ▼	PRODUCT ID ▼	QUANTITY ▼	UNIT DISCOUNT ▼
P1	BRD	15	
P1	GRD	10	2
S1	BRD	10	
S1	GRD	5	

Entering Sale Order line items with Product and Quantity in Order Details sheet

This order will now automatically reduce inventory for each of the products, effective as of Nov 26th (Expected date).

## Handling Supplier Return

If we have a situation where we want to return products back to our supplier due to some reason (example: defective products), we can do so easily.

We will enter a new Purchase order.

*Tip: For easier identification of return orders, you can enter order number differently. For example, use a prefix of PR for purchase return orders.*

In our example, after receiving the products on Nov 25th, we notice that there are 5 defective BRD units. We want to return them.

So, on the next day (Nov 26th), we send the products back to the supplier.

<i>Order Number - should be unique</i>	<i>Date when the order was placed</i>	<i>Date when inventory will be impacted</i>	<i>Type of Order (Purchase, Sale, Adjust)</i>	<i>Name of Supplier for Purchase orders. Name of Customers for Sale orders.</i>
ORDER NUMBER ▼	ORDER DATE ▼	EXPECTED DATE ▼	ORDER TYPE ▼	PARTNER NAME ▼
P1	05-Nov-2016	25-Nov-2016	PURCHASE	Tamil Nadu
S1	26-Nov-2016	26-Nov-2016	SALE	Rajasthan
PR1	26-Nov-2016	26-Nov-2016	PURCHASE	Tamil Nadu

Purchase Return Order – Handling Supplier returns in retail

In the *Order Details* sheet, we will enter the information on returning product and quantity.

<i>Order Number</i>	<i>ID of product on the order</i>	<i>Quantity</i>	<i>Any discount for each unit of product</i>
ORDER NUMBER ▼	PRODUCT ID ▼	QUANTITY ▼	UNIT DISCOUNT ▼
P1	BRD	15	
P1	GRD	10	2
S1	BRD	10	
S1	GRD	5	
PR1	BRD	-5	

Purchase Return Order – quantity of Products to return

Since we are returning 5 units of BRD, I have entered -5 as Quantity. Entering a negative value is important. That ensures that our inventory is reduced by 5 units for this product.

## Handling Customer Return

Similar to the Supplier Return, we can also handle customer returns. If customer decided to return products to us, we can enter that information in the template. We use a Sale order for that purpose.

<i>Order Number - should be unique</i>	<i>Date when the order was placed</i>	<i>Date when inventory will be impacted</i>	<i>Type of Order (Purchase, Sale, Adjust)</i>	<i>Name of Supplier for Purchase orders. Name of Customers for Sale orders.</i>
ORDER NUMBER ▼	ORDER DATE ▼	EXPECTED DATE ▼	ORDER TYPE ▼	PARTNER NAME ▼
P1	05-Nov-2016	25-Nov-2016	PURCHASE	Tamil Nadu
S1	26-Nov-2016	26-Nov-2016	SALE	Rajasthan
PR1	26-Nov-2016	26-Nov-2016	PURCHASE	Tamil Nadu
SR1	30-Nov-2016	30-Nov-2016	SALE	Rajasthan

Customer Return Order – Handling products returned by customer

In this example, SR1 is the sale return order that is placed on Nov 30th.



<i>Order Number</i>	<i>ID of product on the order</i>	<i>Quantity</i>	<i>Any discount for each unit of product</i>
ORDER NUMBER ▼	PRODUCT ID ▼	QUANTITY ▼	UNIT DISCOUNT ▼
P1	BRD	15	
P1	GRD	10	2
S1	BRD	10	
S1	GRD	5	
PR1	BRD	-5	
SR1	GRD	-4	

Customer Return Order – Entering quantity of products returned by customer

4 units of GRD are returned by the customer. We enter -4 as Quantity. This will be used by the template to add 4 units to GRD inventory, effective as of Nov 30th.

### Creating an ADJUST order

On some occasions, we may find that a product is either expired or damaged locally at the warehouse. We cannot return it to the supplier, and we cannot sell that to customer too. We need to make sure that our current inventory calculations reflect the true available inventory to sell. This is where we can use the order type 'Adjust'.

In the *Order Headers* sheet, we first create a new **Adjust** order.

<i>Order Number - should be unique</i>	<i>Date when the order was placed</i>	<i>Date when inventory will be impacted</i>	<i>Type of Order (Purchase, Sale, Adjust)</i>	<i>Name of Supplier for Purchase orders. Name of Customers for Sale orders.</i>
ORDER NUMBER ▼	ORDER DATE ▼	EXPECTED DATE ▼	ORDER TYPE ▼	PARTNER NAME ▼
P1	05-Nov-2016	25-Nov-2016	PURCHASE	Tamil Nadu
S1	26-Nov-2016	26-Nov-2016	SALE	Rajasthan
PR1	26-Nov-2016	26-Nov-2016	PURCHASE	Tamil Nadu
SR1	30-Nov-2016	30-Nov-2016	SALE	Rajasthan
A1	01-Dec-2016	01-Dec-2016	ADJUST	

Entering an Adjust order to handle scenarios by product expiry or damage

For example, one GRD shirt was damaged in the warehouse and we notice it on Dec 1st. So, we enter it as shown below.

<i>Order Number</i>	<i>ID of product on the order</i>	<i>Quantity</i>	<i>Any discount for each unit of product</i>	<i>Unit price before any discounts</i>	<i>Quantity * (Unit Price - Unit Discount)</i>	<i>Total Tax Amount</i>	<i>Amount Before Tax + Tax Amount</i>
ORDER NUMBER ▼	PRODUCT ID ▼	QUANTITY ▼	UNIT DISCOUNT ▼	UNIT PRICE ▼	AMOUNT BEFORE TAX ▼	TAX ▼	AMOUNT AFTER TAX ▼
P1	BRD	15		20	300	30	330
P1	GRD	10	2	25	230	23	253
S1	BRD	10		30	300	0	300
S1	GRD	5		35	175	0	175
PR1	BRD	-5		20	-100	0	-100
SR1	GRD	-4		35	-140	0	-140
A1	GRD	-1	35	35	0	0	0

Adjust Order – Entering quantity and discount

We enter -1 as Quantity. This will reduce the inventory by 1.

*If we want to increase inventory levels without entering a purchase order, we can use an ADJUST order where we enter positive values as Quantity.*

We enter 35 as Unit Discount (as that is the sales price of the product). This is to zero out the impact on cost. If we are not incurring any additional cost by disposing the shirt, then this method is recommended.

If we incur any additional cost, then we enter the appropriate **Unit Discount** so that the total **Amount after Tax** reflects the disposal cost.

## **Business Performance Reporting**

The template has extensive automated and interactive reporting in the *Report* sheet.

### **Current Status (Inventory level and Inventory value)**

## CURRENT STATUS

### INVENTORY

*based on expected date*

1186

INVENTORY ON-HAND

0

INVENTORY TO COME

107

INVENTORY TO GO

5

PRODUCTS TO RE-ORDER

70

PRODUCTS IN STOCK

21801

INVENTORY VALUE

Current Status of Inventory – Retail Business

The following metrics are displayed to reflect the status as of today.

- Total inventory (quantity) on hand

- Total inventory to Come (ordered from suppliers already and will reach our inventory in future)
- Total inventory to Go (ordered by customers already and will leave our inventory in future)
- Number of Products to re-order (products whose current inventory is at or below its Re-Order Point)
- Inventory Value (calculated based on current purchase price of the products on hand)

The above presents the overall summary of all products together. We would also want to see this information individually for each product. To do that, we go to the *Products* sheet.

Unique ID of product	Quantity available in current Inventory	Quantity that has been purchased but not reached inventory yet	Quantity that has been sold but not left inventory yet	Should we order?	Value of current inventory based on current purchase price
ID	INVENTORY ON HAND	INVENTORY TO COME	INVENTORY TO GO	TO ORDER	INVENTORY VALUE
BMGR	34	0	0	NO	952
MMOR	58	0	40	NO	638
BSOR	67	0	0	NO	1139
BMRE	34	0	0	NO	544
MMYE	28	0	15	NO	420
GSRE	36	0	15	NO	900
MLOR	42	0	25	NO	462
MLWH	25	0	0	NO	275
MSBL	3	0	0	YES	48
MSGR	18	0	0	NO	414
GLWH	9	0	0	NO	99
BLRE	19	0	5	NO	190
GSWH	21	0	0	NO	546

Inventory levels of each product in Products table

Now, the rest of the *Report* sheet presents an interactive way of accessing business performance metrics.

We can customize the date range for the report by choosing any start and end dates.

## REPORT

ENTER START DATE

01-Nov-2016

ENTER END DATE

05-Feb-2017

*Report based on Order Date*

REFRESH

ON

Enter Start and End Date for  
Report

*We leave the **Refresh** as ON. If you enter a lot of order data over time and if you notice the file is getting slower, you can turn this OFF. It will stop the report from refreshing constantly and that will improve performance.*

For the date range we entered, we can see the summary metrics.

SALES	PURCHASE
227	460
Sales Qty	Purchase Qty
4715	7595
Sales Amount (excl tax)	Purchase Amount (excl tax)
137	254
Sales Tax	Tax
10	0
Qty Returned from Customer	Qty Returned to Supplier
50	
Discount Amt Given	
35	50
Other Charges	Other Charges
PROFIT	
1170	
Gross Profit	

Summary Business Performance Metrics for Retail Business

- **SALES**

- **Sales Qty:** Total of quantity on Sale orders. Considers returns as well.
- **Sales Amount:** Total Order amount on the Sale orders. Includes product level discounts. Does not include tax, order level charges and order level discounts.
- **Sales Tax:** Total tax amounts on Sale Orders
- **Qty Returned from Customer:** Quantity returned by customers
- **Discount Amt Given:** Total amount of discount given to customers
- **Other Charges:** Total of other charges on all Sale orders

- **PURCHASE**

- **Purchase Qty:** Total of quantity on Purchase Orders. Considers returns as well.
- **Purchase Amount:** Total Order amount on the purchase orders. Includes product level discounts. Does not include tax, order level charges and order level discounts.
- **Tax:** Total tax amounts on Purchase Orders
- **Qty Returned to Supplier:** Quantity returned to suppliers
- **Other Charges:** Total of other charges on all Purchase orders

- **PROFIT**

- **Gross Profit:** Sales Amount – Cost of Goods Sold
  - **Cost of Goods Sold** is the sum of purchase price of products sold. Purchase price is the price of product as of Sale order date.

We can view these metrics by month, for 12 months at a time.



## MONTHLY METRICS

MONTHLY TABLE	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17
Sales Amount		1550	1200	2190	225
Cost of Goods Sold		1255	965	1505	180
Gross Profit		295	235	685	45
Sales Quantity		70	60	107	10
Purchase Quantity		165	175	120	10
Purchase Amount		2705	3120	1770	160
Qty Returned by Customers		0	0	0	0
Qty Returned to Suppliers		0	0	0	0

Monthly Metrics on Sales and Purchases – Sales Amount, Cost of Goods Sold and Profit

We can choose one of the metrics to display data on a chart showing trends over 12 months.

**CHOOSE METRIC**

Sales Amount

Sales Amount  
Cost of Goods Sold  
Gross Profit  
Sales Quantity  
Purchase Quantity  
Purchase Amount  
Qty Returned by Customers  
Qty Returned to Suppliers

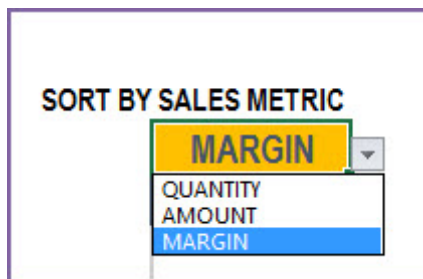
Choose metric to display on chart



Monthly Metrics on Sales and Purchases – Trend Chart

### Top 10 and Bottom 10 Products

One of the important pieces of understanding business performance is knowing which products are selling the most and which ones are not. We have 3 ways of measuring sales – **Quantity**, **Amount** and **Margin**. This allows us to understand the true impact of the products to the business.

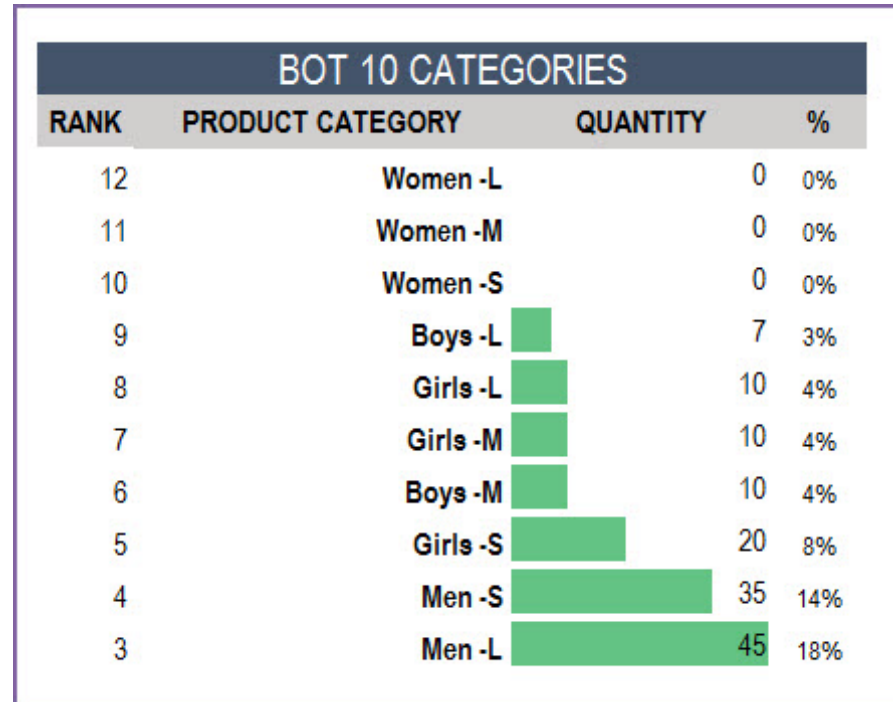


Choose one of the 3 Sales metrics (Sales Quantity, Sales Amount and Margin)

We will see top 10 and bottom 10 Product Categories by the selected Sales metric.

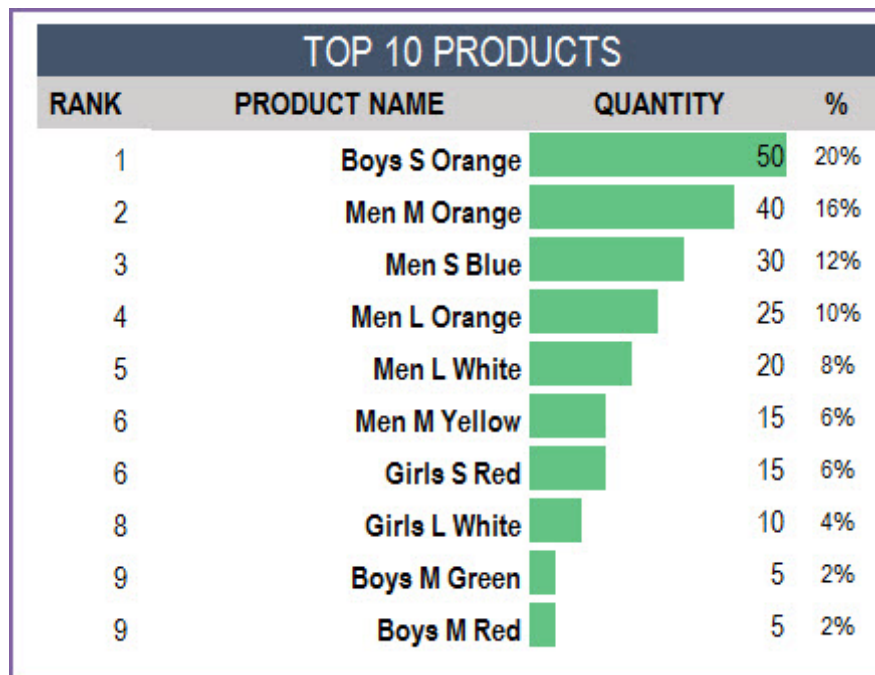
TOP 10 CATEGORIES			
RANK	PRODUCT CATEGORY	QUANTITY	%
1	Men -M	60	24%
2	Boys -S	50	20%
3	Men -L	45	18%
4	Men -S	35	14%
5	Girls -S	20	8%
6	Boys -M	10	4%
7	Girls -M	10	4%
8	Girls -L	10	4%
9	Boys -L	7	3%
10	Women -S	0	0%

Top 10 Product Categories by Sales Metric



Bottom 10 Product Categories by Sales Metric

Similarly, the top 10 and bottom 10 Products by sales metric.



Top 10 Products by Sales Metric

BOT 10 PRODUCTS			
RANK	PRODUCT NAME	QUANTITY	%
18	Women S Yellow	0	0%
18	Women S White	0	0%
18	Women S Red	0	0%
18	Women S Orange	0	0%
18	Women S Green	0	0%
18	Women S Blue	0	0%
18	Women M Yellow	0	0%
18	Women M White	0	0%
18	Women M Red	0	0%
18	Women M Orange	0	0%

Bottom 10 Products by Sales Metric

If we want to look for details of a specific product, we can choose the product ID from the drop down.

Choose Product

MSBL

MSBL
MSGR
GLWH
BLRE
GSWH
BLBL
GMWH
GMYE

Choose Product to view Performance metrics

# PRODUCT PERFORMANCE

Choose Product

MSBL

Men S Blue

Men Shirt Small Size Blue Color

**SALES**

QUANTITY RANK 3

**PURCHASE**

**30**

Sales Qty

**15**

Purchase Qty

**540**

Sales Amount (excl tax)

**165**

Purchase Amount (excl tax)

**0**

Qty Returned from Customer

**0**

Qty Returned to Supplier

Product Performance Summary metrics

INVENTORY

3

ON HAND

5

RE-ORDER POINT

0

INVENTORY TO COME

YES

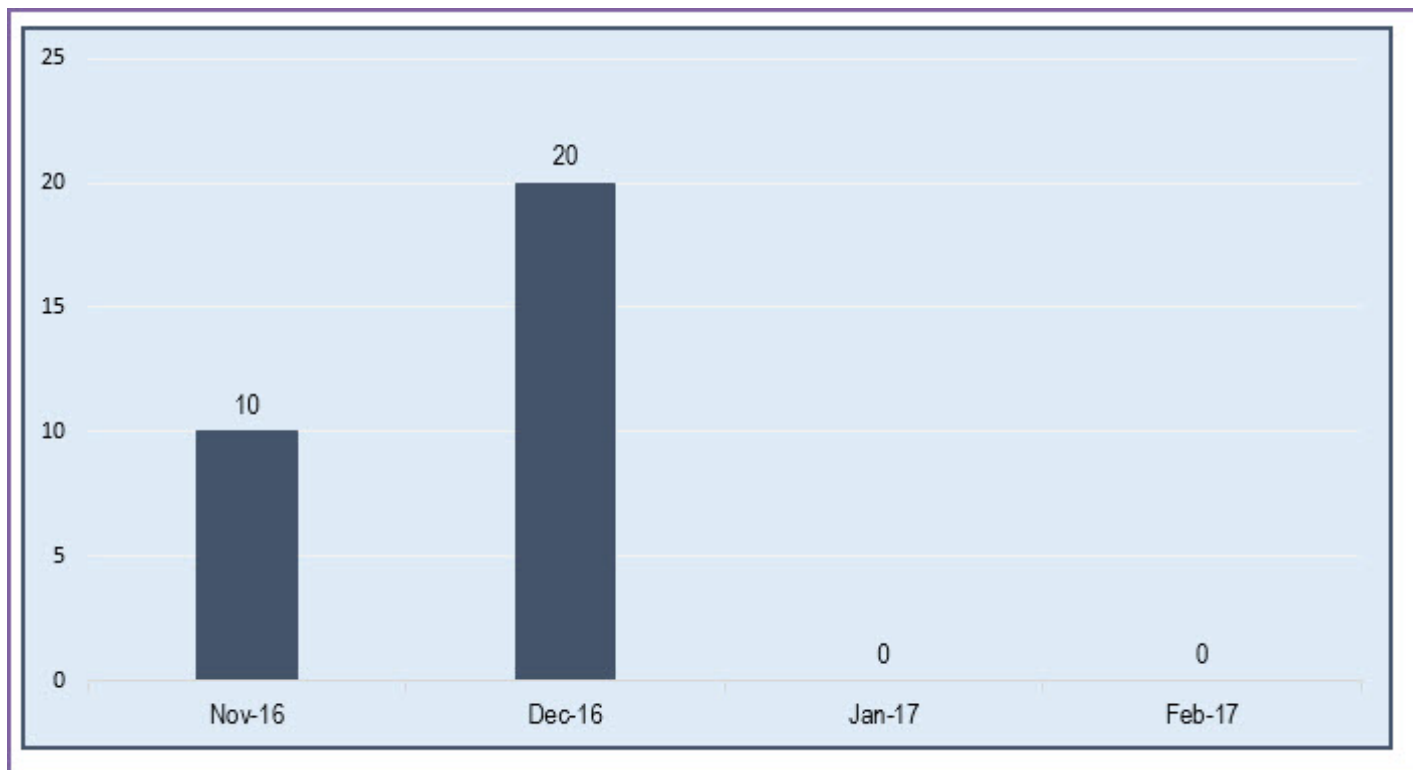
TO ORDER?

0

INVENTORY TO GO

View Inventory level for selected product





Sales Quantity – Monthly Trend for chosen product

## Partner Performance

Another important aspect is to understand best partners (customers and suppliers).

TOP 10 CUSTOMERS			
RANK	NAME	SALES (AMT)	%
1	Rajasthan	3575	68%
2	Maharashtra	1712	32%
3	Tamil Nadu	0	0%
3	Karnataka	0	0%
3	Kerala	0	0%
3	Gujarat	0	0%

Top 10 Customers by Sales

TOP 10 SUPPLIERS			
RANK	NAME	PURCHASES (AMT)	%
1	Tamil Nadu	4769	59%
2	Karnataka	3120	39%
3	Gujarat	160	2%
4	Maharashtra	0	0%
4	Kerala	0	0%
4	Rajasthan	0	0%

Top 10 Suppliers by Purchase Amounts

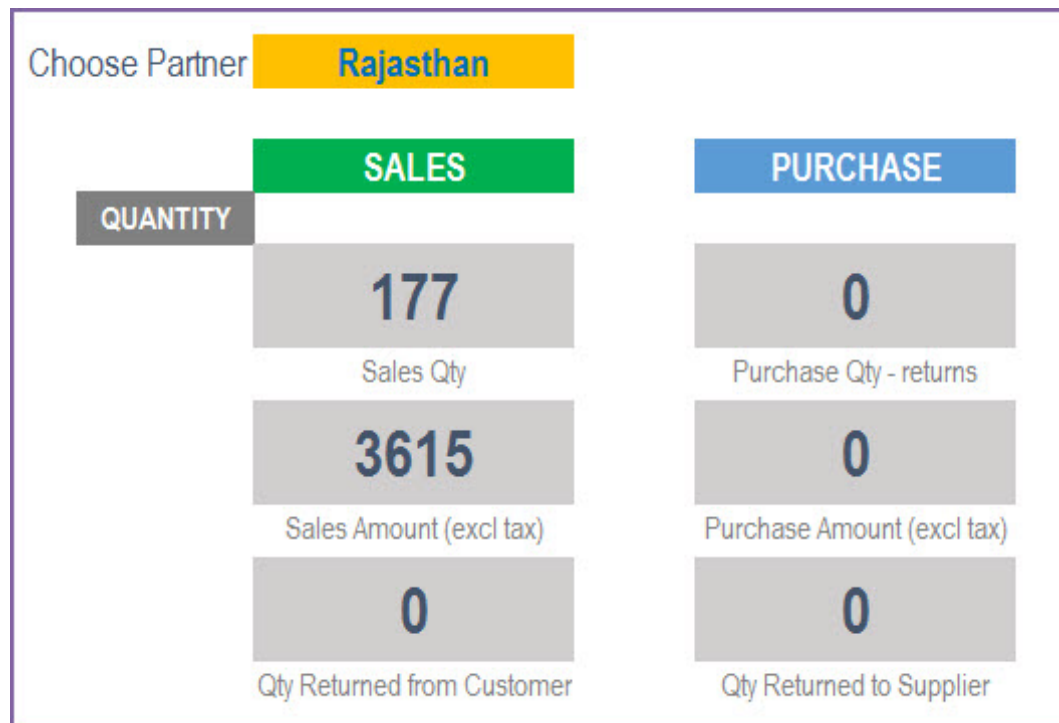
We can then see the details of one specific partner at a time.

Choose Partner

Rajasthan

Tamil Nadu  
Karnataka  
Maharashtra  
Kerala  
Rajasthan  
Gujarat

Choose Partner to view Performance metrics



Partner Performance Summary metrics

## RECOMMENDED TEMPLATE

If you found this template useful, you would definitely like the additional features in the [Retail Business Manager](#).

### Key Additional Features

- **Invoice** Generation (Customizable design)
- Checks **inventory availability** in invoice
- **Purchase Order** Generation
- **Accounting** – Track payments made and payments due



## Retail Business Manager – Excel Template

By [indzara](#) | February 1st, 2017 | [Free Excel Template](#), [retail inventory](#), [Small Business Management](#) | [64 Comments](#)

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## 64 Comments



**accguru3** February 15, 2018 at 12:31 am - [Reply](#)

In the order\_details sheet, how is the unitprice calculated? I am understanding the details in the formula.

=IFERROR(IF([@[ORDER TYPE]]="PURCHASE",[@[PURCHASE PRICE]],INDEX(T\_PRI[SALES PRICE],[@[PRICE CHECK ROW]])), "")

what is [@[ORDER TYPE]]?

Thanks.

---



**Joe** January 17, 2018 at 11:02 pm - [Reply](#)

Hi Indzara thanks for the template.

Would you have any template to create a Scheduled cycle count? Or how to create a inventory cycle count schedule.

Thanks,

---



**INDZARA.COM Customer Support** January 18, 2018 at 2:46 am - [Reply](#)

Hello

Thanks for using our template.

We have noted your feedback. We will try to incorporate these features in the next release

Best wishes

---



**Ahmed** January 15, 2018 at 6:43 am - [Reply](#)

Hello Mr . Indzara,

Thank you so much for this amazing template. I am now try to using

my question is if my starting inventory for 1 item ( 10 QTY for example ) and the cost was 10\$ then i purchase the same item ( 10 QTY for example ) but i have an additional cost ( shipping ) so the cost must be changed to 12\$ why the cost not change automatically also when i make sales for the same item ( 20 QTY for example ) the template tack the last cost so what about the first ???

i mean i have two cost for the item

waiting for your reply  
Thanks a lot.



**INDZARA.COM Customer Support** January 16, 2018 at 4:23 am - [Reply](#)

Hello,  
Please input the shipping cost under "Other Charges" column in the "Order Header" sheet.  
Regards



**Kesha** December 28, 2017 at 8:43 am - [Reply](#)

Hi.

I am trying to use your template for my tshirt business. Basically I have 2 tshirt designs that I am selling and I purchase tshirts from my suppliers, with sizes ranging from Small to 4XL, 4 different colors, and 3 different types of tees (hoodies, tshirts, or crewneck). I purchase the shirts as needed, so I don't really keep a stock unless I order more of a particular size and a particular color. So I guess my question is, would I put the types of designs under the "category" section on the settings tab, or is there a better way to put in this info? I currently have the type of tee and size in the product category area, and then in the products tab under "product name" I have the color, type of tee, and the size.



**indzara** January 15, 2018 at 10:38 am - [Reply](#)

Thank you.

Choosing how to categorize varies by each business. I would say 3 types of tees can be included as 3 categories. Having Type and Size in the categories would be fine too.

When you look at the report, do you feel that the categorization helps in getting good insights about the business? Which products are doing well? Where to spend more money and where to stop spending?

If that is productive, then categorization is working. if not, you can try to change the categorization.  
Best wishes.

---



**Komail Salamn** December 3, 2017 at 10:46 am - [Reply](#)

Thank you very much.

great work.

I have question, Where should I register the salary? and from where it will be discounted ?

thank you

---



**indzara** December 9, 2017 at 7:21 am - [Reply](#)

You are welcome. Thank you for the feedback.

There is no place to track expenses separately in this template.

In the Retail business Manager template <https://indzara.com/product/retail-business-manager-excel-template/> , we can enter expenses in the expenses table and they will be used to calculate net profit.

Best wishes.

---



**Antajul Islam** November 16, 2017 at 10:31 am - [Reply](#)

I am following all the steps as mentioned. Problem is that unit price is not get automatically populated.. I couldn't find any reason.  
Please help me sir with that.

---



**indzara** November 23, 2017 at 5:35 pm - [Reply](#)



The price population works only in newer Excel. If you are using Excel 2007 or older, it will not work.  
Also, check if the product is entered in the prices sheet and the effective date is  $\leq$  order date. Best wishes.

---



**David Franz** November 8, 2017 at 2:52 pm - [Reply](#)

I am beginning to use this template and am wondering because all of our business is online can I use it on a daily basis for adding and subtracting inventory as the orders and products come and go?

Do I just use the sales order forms everyday or weekly to properly track the inventory?

Or is there another way?

Thanks again for the free template, it looks to be just what I need.

Thanks.

---



**indzara** November 10, 2017 at 3:05 pm - [Reply](#)

If you have many orders every day and do not want to keep track of each order's details, then you can create one sale order every day. In that order, you can enter the total quantity sold for each product (one product in each row). then the template will subtract those from the inventory. Similarly, you can create purchase order when you purchase products.

Best wishes.

---



**David Franz** December 8, 2017 at 1:47 pm - [Reply](#)

I have been using it and it seems to work fine. Is there any way to print the purchase orders? Or does that require a different program template? And if I purchase the retail inventory manager can I easily import the info from the free template? And is it possible to print the purchase orders in the premium version ?

Thanks again.

---



**indzara** December 9, 2017 at 7:49 am - [Reply](#)

Thank you. Glad to hear that it is useful.

Please see Retail Business Manager template <https://indzara.com/product/retail-business-manager-excel-template/> that supports invoices, purchase orders, accounting and additional reporting.

Yes, you can print purchase orders and invoices.

Also, you can copy the (only input data not formulas) data from free template and paste (AS VALUES) in the premium version.

Please let me know if there are any questions.

Best wishes.



**Gulraiz A. Qureshi** October 25, 2017 at 3:14 am - [Reply](#)

Dear Indzara,

First of all I must thank you for a very useful video, the templates and the description provided underneath. I have few queries however,

I don't want to use Purchase Order or Partners. I purchase myself products from the whole sale market and sell the same through my small outlet. The number of products is more than 500 with quantity ranging between 5 each to 2000 each. This include small stationery items like, pencils, rubber, sharpeners, papers, copies and grocery items like rice, pulses, Flour, etc. I want to just know the items in hand, their value, reorder point, etc. Can I use these templates with some modification to suit my situation.

Thanks and best regards,



**indzara** October 29, 2017 at 9:34 am - [Reply](#)

You are welcome. Glad to hear it is useful.

Yes, you can use it primarily to track inventory. You can modify as needed. Please enter required fields. If there are other

fields not needed, you can hide them.  
Best wishes.

---



**aamirkaa** October 16, 2017 at 8:00 am - [Reply](#)

i have started using retail inventory tracker it seems to be exactly what i am looking for but one question i have how do i enter my old stock which is there for some years, i have been able to update new order and products, but how do i enter or transfer my old stock from my stock book to this template. Also i was trying to buy retail business manager but there is problem with the payments, i have tried credit card as well as paypal but no success.

---



**indzara** October 17, 2017 at 7:22 am - [Reply](#)

Thank you. Please enter the starting inventory in the 'Starting Inventory' column in PRODUCTS sheet.  
I am sorry about payment issues. Please email screenshots of error message to [support@indzara.com](mailto:support@indzara.com).  
Best wishes.

---



**rahil** September 25, 2017 at 3:46 am - [Reply](#)

Hi,

after submitting all data for products and prices.  
the inventory value is still blank.  
Could you suggest a solution.

Also what difference is there btwn this excel and the other Retail Inventory and Sales Manager – Excel Template  
y should i buy it

---



**indzara** September 30, 2017 at 9:17 am - [Reply](#)

Please email the file to [support@indzara.com](mailto:support@indzara.com) so that I can review why the inventory value is blank. This template is for tracking only warehouse location's inventory and does not have invoicing. Retail Inv and Sales Manager can track up to 10 locations' inventory and it has invoicing feature. Best wishes.

---



**Kashif** September 22, 2017 at 10:26 am - [Reply](#)

Hey

Thanks for this support. Can we get awareness about formula used in green highlighted cells

---



**indzara** September 23, 2017 at 9:14 am - [Reply](#)

You are welcome. It would require some time and effort to write a tutorial on the formulas. I will try to do that in the future. Best wishes.

---



**Badot** August 13, 2017 at 5:49 pm - [Reply](#)

This is really awesome template and easy to use. I have one question though, after encoding the products and prices the inventory value is not updating. i'm wondering maybe i committed some mistakes?

---



**indzara** August 14, 2017 at 7:36 am - [Reply](#)

Thank you. Please email the file to [support@indzara.com](mailto:support@indzara.com). Best wishes.

---



**kassa** August 8, 2017 at 4:26 am - [Reply](#)

Hi

Good Day

i need inventory management data base how can i get yours

---



**indzara** August 9, 2017 at 7:41 am - [Reply](#)

You can use this free template on this page to manage inventory. You can download from above link for free. You would need Microsoft Excel.

Best wishes.

---



**Bernadeth** July 2, 2017 at 4:14 pm - [Reply](#)

This is a very good template for my business and I have already started using it. But I'm just wondering why the reports are not updating. can you help me why?

---



**ahmed** June 19, 2017 at 8:03 am - [Reply](#)

sir there is no link for download this template excel  
i see only photos in this page

---



**indzara** June 20, 2017 at 9:40 pm - [Reply](#)

Please search for 'DOWNLOAD RETAIL INVENTORY TRACKER' on this page. You will see links to download. They are right above the Video demo.

Best wishes.

---



**Joe** June 12, 2017 at 4:41 pm - [Reply](#)

no calculated in the order detail tab.. i already put my pricing in the pricing tab and i already follow the format of order date.. my MS version is 2007. than you

---



**indzara** June 13, 2017 at 6:10 am - [Reply](#)

Automated pricing uses a function that is not compatible with Excel 2007. It requires Excel 2010 or newer. Sorry.  
Best wishes.

---



**Amy** May 31, 2017 at 3:35 pm - [Reply](#)

Hello Indzara,

Thank you so much for making this template. I am now using it and would like to upgrade. The only thing we need is the bar code scanner function but just leave it for now.

May I ask a question regarding the report part? Is it possible that we have a salesperson column that can be made into a report like the partner report? Because we need to record every salesperson's orders and see their performance. I tried to copy and edit the graph using one of the blue columns but failed.

Thanks a lot.

---



**indzara** June 1, 2017 at 8:13 pm - [Reply](#)

You are welcome.

In order to create sales person based report, add a column to Order Headers sheet and enter Sales person name associated with each order. Then, in the report, we need to add formulas that summarize the order amounts (from order headers sheet) for each sales person name. Please use SUMIFS function.

Best wishes.



**unni** May 18, 2017 at 3:49 am - [Reply](#)

Please help. Its not picking up price

---

[How to manage inventory using Free Excel Template? Retail Inventory \(Stock\) Tracker – Three Gadgets](#) May 18, 2017 at 1:05 am - [Reply](#)

[...] Retail Inventory Tracker – Free Inventory (Stock) Management template [...]



**Dipanshu** April 24, 2017 at 10:24 am - [Reply](#)

Hi ,

Can you provide me simple inventory management where only we can like print suits, woollen suit, kadhai suit as a category and then a list of suits but No item Id. Basically, we want to note down how many categories of each product is available.



**indzara** April 25, 2017 at 8:07 pm - [Reply](#)

The two free inventory management templates I have for retail business are <https://indzara.com/2013/07/inventory-and-sales-manager-excel-template/> and this one <https://indzara.com/2017/02/free-retail-inventory-management-template/>  
Best wishes.



**derrickco** April 24, 2017 at 4:57 am - [Reply](#)

Please help. Its not picking up price

---



**indzara** April 25, 2017 at 8:07 pm - [Reply](#)

If price is not picked up, the reason could be that there are no valid entries for that product in the Prices sheet. Also, the Price effective date should be  $\leq$  the Order date. Best wishes.

---



**ANSHUL** April 22, 2017 at 3:57 am - [Reply](#)

HELLO

THIS TEMPLATE IS VERY USEFUL THANKS FOR MAKING IT..

BUT I AM FACING PROBLEM IN GREEN COLUMN THAT ITS NOT PICKING UP THE PRICES FROM PRICE SHEET, AND I AM DEALING IN ONLY ONE PRODUCT.

SO KINDLY HELP

---



**indzara** April 25, 2017 at 8:08 pm - [Reply](#)

You are welcome.

If price is not picked up, the reason could be that there are no valid entries for that product in the Prices sheet. Also, the Price effective date should be  $\leq$  the Order date. Best wishes.

---

**Chernor Conteh** April 18, 2017 at 9:04 am - [Reply](#)





Hello Indzara,  
what an amazing template this is.

By way of brief introduction, my name is Chernor from Sierra Leone in West Africa and I am using this template to handle my retail business and hopefully will soon upgrade to the even more amazing RETAIL BUSINESS MANAGER. I really admire your wisdom!

my question is, if i choose to enter the shipping charges/cost on orders in the 'OTHER CHARGES' column, my basic accounting knowledge says that for Sales Orders it is carriage outwards and not included in the calculation of the gross profit (BUT INCLUDED IN THE NET PROFIT CALCULATION) and since this template ignores net profit, I'm fine with that. But for purchase orders it is carriage inwards and should form part of the cost of goods sold, hence included in the gross profit calculation. I don't know how this template handles the other charges in the overall profit calculation, or at least gross profit calculation.

Thanks for your time. I would appreciate a response.



**indzara** April 21, 2017 at 7:13 am - [Reply](#)

Thank you. You are correct. The 'other charges' are not included in calculation of cost of goods sold and profit. It is something I will implement in the next version of the template.

Best wishes,

---

[How to manage inventory using Free Excel Template? Retail Inventory \(Stock\) Tracker – Ten Gadgets](#) April 8, 2017 at 8:05 am - [Reply](#)

[...] Retail Inventory Tracker – Free Inventory (Stock) Management template [...]

---

[How to manage inventory using Free Excel Template? Retail Inventory \(Stock\) Tracker – Twenty Gadgets](#) March 26, 2017 at 6:49 am - [Reply](#)

[...] Retail Inventory Tracker – Free Inventory (Stock) Management template [...]



**Aaron** March 17, 2017 at 11:17 pm - [Reply](#)

Is there a way to use a bar code scanner to add and subtract inventory for purchase orders and sales orders?

---



**indzara** March 18, 2017 at 4:49 pm - [Reply](#)

It should theoretically be possible. But I am sorry, I haven't had a chance to test with bar code scanners. Best wishes.

---



**Gio** March 11, 2017 at 6:34 pm - [Reply](#)

Great Template, My question is, in the Gross Profit box it calculates based on the sale and purchase price of the product. EX: I buy the item for \$5 and sell it for \$10 so gross profit is \$5. Is there a box or area I am missing that maybe shows the Profit after all expenses such as Cost of product and shipping? So if it cost \$2 to ship the above product my Net profit would be \$3

---



**indzara** March 15, 2017 at 7:29 pm - [Reply](#)

Thanks. You are correct. The Profit calculation only looks at sales amount (before tax) and compares with Cost of goods sold. If shipping charges of sale orders are entered in 'Other charges' column for each order, then, we have to edit the profit calculation to subtract 'Other Charges' (cell O22).

What about taxes? What about shipping charges on purchase orders? Please let me know how you use it in your business. Thanks. Best wishes.

---



**Fredi** November 25, 2017 at 7:06 am - [Reply](#)

Hi Indzara.

Thanks for your great template. I need to ask, how about if there is a new price for Cost of goods. How is the gross profit count, when there is still existing inventory with old cost and then i make purchase again with new price.

Thx

Fredi



**indzara** December 3, 2017 at 7:41 am - [Reply](#)

You are welcome.

Cost of goods sold is based on the purchase price of the product at the time of sales order. It may or may not reflect the cost of the specific stock being sold.

Best wishes.



**Asim** February 27, 2017 at 9:33 pm - [Reply](#)

why it is not picking up product price???



**indzara** February 28, 2017 at 8:32 am - [Reply](#)

Without seeing the data, it is hard for me to be sure. I guess there is no valid price entered for the product in the Prices sheet, with the effective date <=Order Date. Please let me know whether this solves it. Best wishes.



**Asim** February 28, 2017 at 9:04 am - [Reply](#)

Please find out attached file for resolve...

check your email [indzara@gmail.com](mailto:indzara@gmail.com)



**indzara** March 2, 2017 at 6:06 pm - [Reply](#)

Thanks. I have replied.  
Best wishes.

---



**Candice** February 21, 2017 at 10:21 pm - [Reply](#)

Dear Indzara,

This template is just exactly what I'm searching for.

I have a question : We do not keep stocks, we only make the purchase to our suppliers upon receiving an order from our client, therefore I wouldn't need the inventory function. So do I just leave the inventory columns blank, or can I delete them?

I've download both this template and "Inventory and Sales Manager (Free Excel Template) for Small Business".

I like the "Partner Performance" and the "Top and Bottom product performance" from this template, but I also like the "Report" from Inventory and Sales Manager (Free Excel Template) for Small Business, where I can filter by order year. Is there any way I can join these together?

---



**indzara** February 27, 2017 at 7:45 am - [Reply](#)

Thank you.

Please do not delete columns. You can hide them if not needed.

In this new Retail Inventory Tracker, you can choose start and end date for your report. It gives similar functionality. It is not possible to just join the two files.

Please let me know if there are any questions. Thanks. Best wishes.

---

**Megat** February 21, 2017 at 8:55 am - [Reply](#)



Hi Indzara,

Just finished watching your video & downloaded your template. It seems like a good template for small retail start ups. I'm not sure how the template will handle when you have many individual customers. I'll definitely will try it out.

My question is if we want to use the Retail Business Manager later after using the Retail Inventory Tracker, will my datas from the Retail Inventory Tracker automatically updates at the Retail Business Manager or do I have to start fresh again?

Thank you.



**indzara** February 21, 2017 at 11:33 am - [Reply](#)

Thanks for your feedback.

Can you please clarify why you believe it cannot handle many individual customers?

Copying and pasting the data from the free version to the premium Retail Business Manager is very easy. It has been designed that way. I will also help with it if needed.

Please let me know if there are any questions. Best wishes.



**Mark** February 20, 2017 at 11:27 am - [Reply](#)

This template is absolutely amazing. We just started a small business and this will be a huge help for me. Thank you for providing it, and such good documentation on how to use it.

Here is a request if it isn't too hard. The supplier we order from is calculating tax on the item as well as shipping and handling. This is throwing the calculation off a small bit for the Total Order Amount in the Order Headers worksheet (as well as in some other areas I would imagine). I tried to wrap my head around how the total order amount should be handled but so far, I haven't been able to figure out how to change this calculation. Is this possible to do with the way this is setup?



**indzara** February 27, 2017 at 7:57 am - [Reply](#)

You are welcome.

Please edit the Total order amount formula. In the formula you have to add (order's Tax rate \* Other Charges) .

Best wishes.

---



**karen m** February 13, 2017 at 11:21 pm - [Reply](#)

Hi Indzara – thanks so much for a great template! You are so talented.

Quick question. I'm a bit confused about the 'Partner Page'; there is no way to differentiate between 'customers' and 'suppliers'...so I don't understand how on the report page, it knows how to separate the top 10 customers and the top 10 suppliers?

I would like to keep customer list and supplier list separate. Isn't this better?

Thanks so much again!

---



**indzara** February 17, 2017 at 6:39 pm - [Reply](#)

You are welcome. Thank you for the feedback.

The report shows customers and suppliers based on what type of orders were placed. It looks at all sales orders and then determines the top 10 partners – and labels them as customers. It looks at all purchase orders and then determines the top 10 partners – and labels them as suppliers.

It is possible to keep suppliers and customers in separate sheets, but that would add one more sheet to maintain. Keeping them together makes certain calculations simpler.

Thanks for the feedback. Please let me know if there are any questions. Best wishes.

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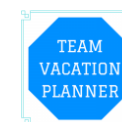
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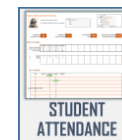
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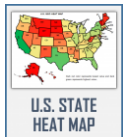
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