

Fulfilment by Amazon Webinar



**Using the FBA reports
for cost efficient inventory management**

Agenda

- ☐ Overview of FBA Reports
- ☐ Inventory Health Report
- ☐ Long Term Storage Program
- ☐ Q&A
- ☐ Useful References

Overview of FBA Reports

FBA reports give you all necessary information regarding your FBA business:

The screenshot shows the Amazon Seller Central interface. The top navigation bar includes 'INVENTORY', 'ORDERS', 'STOREFRONT', 'REPORTS', 'PERFORMANCE', and 'SETTINGS'. The 'REPORTS' menu is expanded, showing 'Payments', 'Amazon Selling Coach', 'Business Reports', and 'Fulfilment by Amazon' (highlighted). Below the navigation bar, the 'Amazon Fulfilment Reports' section is visible. It is divided into three main categories: Sales, Inventory, and Payments. Each category has several sub-reports with brief descriptions. Callout boxes provide additional context for specific reports.

Amazon Fulfilment Reports

Sales

- [Amazon Fulfilled Shipments](#)
Comprehensive details on dispatched FBA customer orders
- [All Orders](#) - Near real-time data
Download all FBAs and self-fulfilled orders including recent updates
- [All Orders \(XML\)](#) - Near real-time data
Download all FBAs and self-fulfilled orders including recent updates
- [Customer Shipment Sales](#)
SKUs, quantities, revenue and destination for orders that have been dispatched
- [Promotions](#)
Promotions (e.g. Super Saver Delivery) applied to orders

Inventory

- [Amazon Fulfilled Inventory](#) - Near real-time data
Download inventory, including recent updates
- [Daily Inventory History](#)
Daily inventory quantity, location and disposition (state)
- [Monthly Inventory History](#)
Monthly inventory quantity, location and disposition (state)
- [Received Inventory](#)
Your inventory received at Amazon
- [Inventory Event Details](#)
All your inventory events including transfers
- [Inventory Adjustments](#)
Corrections and updates to your inventory in Amazon
- [Inventory Health](#) **New** **replaces Inventory Age**
Customer demand and offer competitiveness for your inventory
- [Recommended Removal](#) **New**
Identify and remove ageing inventory
- [Manage FBA Inventory](#) - Near real-time data **New**
Download active inventory, listings and quantity by disposition
- [Manage FBA Inventory - Archived](#) - Near real-time data **New**
Download all inventory, listings and quantity by disposition
- [Cross-Border Inventory Movement](#) **New**
Detailed information for international cross-border shipments

Payments

- [Long Term Storage Fee Charges](#) **New**
Details of Long-Term Storage Fees by item
- See [Finance](#) for **Transactions and Settlements** - Near real-time data
Payments and fees for all seller- and Amazon-fulfilled inventory

Customer Concessions

- [Returns](#)
Customer returns received at Amazon
- [Replacements](#)
Replacements issued to customers for completed orders

Callout Boxes:

- Top Right:** You must provide invoices to your buyers if they request it. Amazon does not include invoices in FBA shipments. Buyers' details for invoicing are available in the shipment report.
- Bottom Left:** Check your best sellers, your overstock and your aging inventory.
- Bottom Right:** Amazon handles customer returns, but you can see them in this report, including the reasons given by the buyers.

Agenda

- ☐ Overview of FBA Reports
- ☐ Inventory Health Report
- ☐ Long Term Storage Program
- ☐ Q&A
- ☐ Useful References

Inventory Health Report

You should regularly monitor your FBA stock performance to:

- **Increase your sales**
- **Minimise your storage costs**

The report gives you detailed data about your FBA stock:

- Current sellable and unsellable quantities
- Inventory age
- Units shipped to buyers
- Weeks of cover
- Number of competing offers
- Lowest prices information (inclusive of shipping charges)
- Expected long term storage units and fees

Inventory

[Amazon Fulfilled Inventory](#) - Near real-time data
Download inventory, including recent updates

[Daily Inventory History](#)
Daily inventory quantity, location and disposition (state)

[Monthly Inventory History](#)
Monthly inventory quantity, location and disposition (state)

[Received Inventory](#)
Your inventory received at Amazon

[Inventory Event Details](#)
All your inventory events including transfers

[Inventory Adjustments](#)
Corrections and updates to your inventory in Amazon

[Inventory Health](#) **New** replaces **Inventory Age**
Customer demand and offer competitiveness for your inventory

[Recommended Removal](#) **New**
Identify and remove ageing inventory

[Manage FBA Inventory](#) - Near real-time data **New**
Download active inventory, listings and quantity by disposition

[Manage FBA Inventory - Archived](#) - Near real-time data **New**
Download all inventory, listings and quantity by disposition

[Cross-Border Inventory Movement](#) **New**
Detailed information for international cross-border shipments

Inventory Health Report – Usage examples (1)

- ✓ Identify the oldest stock in FBA storage:

E	F	G	H	I	J	K	L	M	N	O	P
product-nam	conditi	sales-r	produc	total-q	sellable	unsella	inv-age	inv-age	inv-age-181-t	inv-age-271-to-365-days	inv-age-365-plus-days
Ultimate P	New			417	417	0	0	0	0	11	406
Ultimate B	New			324	323	1	0	0	0	2	321
Dreamfall:	New			165	165	0	0	0	0	0	165

Filter those columns to see slow-moving or 'dead' stock

- ✓ It is not advisable to replenish dead stock.
- ✓ Check if it is selling at all, and if so, check what your weeks of cover are :

P	Q	R	S	T	U	V	W	X	Y	Z
inv-age-365-plus-days	units-s	units-s	units-s	units-shi	units-shipped-last-365-days	weeks-	weeks-	weeks-	weeks-	weeks-of-cover-t365
406	0	0	0	4		6 Infinite	Infinite	Infinite	2710.5	3614
321	0	0	1	5		7 Infinite	Infinite	4199	1679.6	2399.4
165	0	2	8	24		51 Infinite	330	268.1	178.8	168.2

At this current sales pace, you have enough stock to last about **70 years**...Is that really what you want?

Inventory Health Report - Usage examples (2)

- ✓ Check if you can do anything to get the stock to sell

weeks-of-cover	num-afn-new	num-a	curre	your-price	sales-price	lowest-afn	lowest	lowest-mfn-new	lowest
2548	3	0	GBP	26	26	26	0	27.02	26.53
1924	0	0	GBP	0	0	0	0	0	0
1889.3	1	0	GBP	6.9	6.9	0	0	2.04	0

If you already are the cheapest, and have done everything you could without success (ex: improving product description), then consider removing that stock

- ✓ Also identify 'healthy' stock, that is: recently added, in adequate quantities, and which is selling at a good pace:

L	M	N	O	P	Q	R	S	T	U	V	W	X
inv-age-0-to-90-days	inv-age	inv-age-181-t	inv-age-271-to	inv-age-365-pl	units-shipped-last-7-days	units-s	units-s	units-shi	units-shi	weeks-of-cover-t7	weeks-t	weeks-
143	0	0	0	0	20	97	124	124	124	7.2	5.9	15
281	0	0	0	0	20	99	120	120	120	14.1	11.4	30.4
81	0	0	0	0	0	67	78	118	118	4.3	4.8	13.5

Make sure you replenish if newly added stock sells faster than you expected!

Agenda

- ☐ Overview of FBA Reports
- ☐ Inventory Health Report
- ☐ Long Term Storage Program
- ☐ Q&A
- ☐ Useful References

Long term storage program

The [long term storage fees](#) are applied to units which have been stored in FBA for one year or longer.

amazon services europe
seller central

www.amazon.co.uk

HOME | MESSAGES | HELP | LOGOUT

INVENTORY | ORDERS | STOREFRONT | **REPORTS** | PERFORMANCE | SETTINGS

Payments
Amazon Selling Coach
Business Reports
Fulfilment by Amazon

Amazon Fulfilment Reports

Sales

- [Amazon Fulfilled Shipments](#)
Comprehensive details on dispatched FBA customer orders
- [All Orders](#) - Near real-time data
Download all FBAs and self-fulfilled orders including recent updates
- [All Orders \(XML\)](#) - Near real-time data
Download all FBAs and self-fulfilled orders including recent updates
- [Customer Shipment Sales](#)
SKUs, quantities, revenue and destination for orders that have been shipped
- [Promotions](#)
Promotions (e.g. Super Saver Delivery) applied to orders

Inventory

- [Inventory Event Details](#)
All your inventory events including transfers
- [Inventory Adjustments](#)
Corrections and updates to your inventory in Amazon
- [Inventory Health](#) **New** replaces [Inventory Age](#)
Customer demand and offer competitiveness for your inventory
- [Recommended Removal](#) **New**
Identify and remove ageing inventory
- [Manage FBA Inventory](#) - Near real-time data **New**
Download active inventory, listings and quantity by disposition
- [Manage FBA Inventory - Archived](#) - Near real-time data **New**
Download all inventory, listings and quantity by disposition
- [Cross-Border Inventory Movement](#) **New**
Detailed information for international cross-border shipments

Payments

- [Long Term Storage Fee Charges](#) **New**
Details of Long-Term Storage Fees by item
- See [Finance](#) for [Transactions and Settlements](#) - Near real-time data
Payments and fees for all seller- and Amazon-fulfilled inventory

Customer Concessions

- [Returns](#)
Customer returns received at Amazon
- [Replacements](#)
Replacements issued to customers for completed orders

You can see what long term fees you were charged, for which units, at the last review

You can see which units will be affected by the next review in the inventory health report

If you wish, you can create a removal order for the affected units from here

Long term storage program

The Inventory Health Report shows units that will be affected by the next review

AK	AL	AM	AN	AO
qty-to-be-charged-long-term-storage	qty-in-long-term-storage-program	qty-with-removals-in-progress	projected-long-term-storage-fees	per-unit-volume
0	0	0	0	0
5	0	0	15.31	0.0612

The number of sellable Units that will have been in storage for 365+ days as of the next Inventory Cleanup (15 August or 15 February)

The projected Long-Term Storage Fees that will be charged for the Est. Long-Term Storage Units (assuming no further sales of your inventory)

If you decide to remove the affected units, you can use the [Recommended Removal](#) report to create a removal order:

Inventory Health New replaces Inventory Age
Customer demand and offer competitiveness for your inventory

Recommended Removal New
Identify and remove ageing inventory



Begin Removal Process

Begin the process to remove the inventory listed below.

Age Days	Sellable Age 365+ days	Recommend Removal (sellable)	Total Unsellable quantity
0	0	0	1

Long term storage program

Please note the following regarding the Long-Term Storage Fee:

- Units in storage for 365 days or longer on the day of the review are assessed a **semi-annual** fee of £882.50 per cubic metre (£25 per cubic foot).
- You are allowed to keep **one unit of each ASIN** without incurring the fee.
- Removal/Disposal of affected units has to be **requested** before the review date (not necessarily completed).
- For the full details, please visit the [help page](#).

February 2011

August 2011

February 2012

August 2012



10th February 2011: Seller sent 5 units of ASIN X to Amazon's centre



15th August 2011: the stock is less than 1 year old so no long term fee is charged

Transaction type	Product Details
Service Fees	FBA Long-Term Storage Fee

15th February 2012: the stock is more than 1 year old so 4 units are charged £25/cubic foot



15th August 2012: the seller will be charged £25/cubic foot again unless he removes the 4 aged units

Agenda

- ☐ Overview of FBA Reports
- ☐ Inventory Health Report
- ☐ Long Term Storage Program
- ☐ Q&A
- ☐ Useful References

Q & A

Agenda

- ☐ Overview of FBA Reports
- ☐ Inventory Health Report
- ☐ Long Term Storage Program
- ☐ Other News
- ☐ Q&A
- ☐ Useful References

- [FBA Reports](#)
- [FBA Pricing](#)
- [Creating FBA Removals](#)
- [FAQ about the FBA Long Term Storage Program](#)
- [FBA Manual](#)
- [MWS for FBA sellers](#)
- [Webinar Invitations and Recordings](#)

Visit our [Help](#) Pages or [Contact](#) Seller Support for More Information

Thank you!

<http://services.amazon.co.uk/resources/events-webinars/>