

How To Use RPM to identify and clear your Dead Stock

Did you know that you can easily identify the high priority Dead Stock products in your business using RPM?

In RPM – Dead Stock is defined as products that have been in stock for 180 days without a sale.

Did you know?

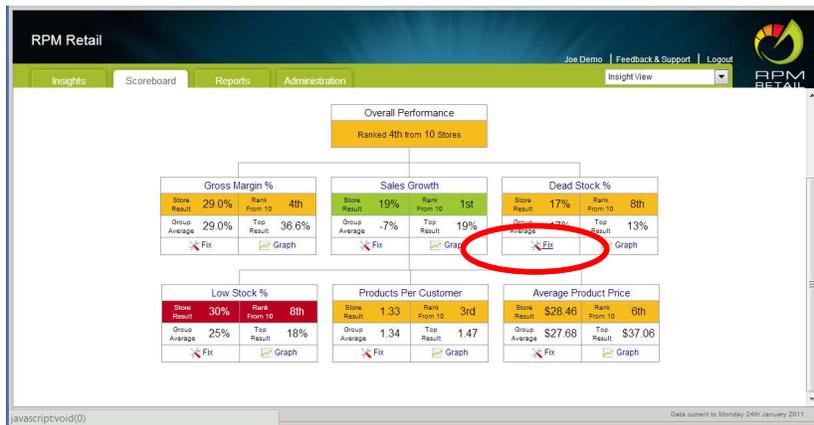
The Dead Stock reports in RPM may include some products which have sold more recently than 180 days ago. This is because our “Dead Stock rule” is “persistent” – i.e. any product which has “died” will stay “Dead” until all of the stock on hand is cleared.

The reason for this rule – is that when stock is “Dead”, with say 6 on hand, the usual approach is to discount the products to clear them. We don’t want the clearance of just 1 unit to remove the product from a Dead Stock report – so with our rule the remaining 5 units are still Dead – until 0 are left.

If the store decides (for some reason) to order more (causing SOH to increase) we remove the Dead Flag too.

Step 1:

Click on the **Scoreboard** tab and you will see your KPIs ranked against the other stores.



Step 2:

Click on the “Fix” wizard beneath the Dead Stock KPI – this will show you which Categories have the most Dead Stock.

The screenshot shows a report titled "Categories with a high level of Dead Stock" with a sub-header "Fix - Dead Stock". It includes a "Print Report" button. The table below lists categories with their respective Dead Stock percentages and values. The "Cosmetics" row is circled in red.

Category	Store Dead Stock %	Group Dead Stock %	Variance	Store Dead Stock \$
<input checked="" type="checkbox"/> Cosmetics	26%	24%	1%	\$14,987
<input type="checkbox"/> Toys	16%	14%	3%	\$5,325
<input type="checkbox"/> Digital Cameras	11%	12%	-1%	\$3,353
<input type="checkbox"/> Small Appliances	9%	11%	-2%	\$2,887
<input type="checkbox"/> Skincare	37%	25%	11%	\$2,356
<input type="checkbox"/> Books	14%	16%	-2%	\$2,050
<input type="checkbox"/> Cookware	23%	25%	-2%	\$1,885
<input type="checkbox"/> Haircare	25%	25%	0%	\$1,116
<input type="checkbox"/> Frames	12%	17%	-5%	\$1,011
<input type="checkbox"/> Magazines	1%	4%	-2%	\$124

Below the table, there is a note: "Deselect any categories which you would like to exclude from the analysis of products contributing to the Dead Stock position". At the bottom, there is a "Next >" button.

Step 3:

Select the **Category(s)** you wish to see the details of Dead Products by ticking the Category.

Remove the products which have not sold in 180+ days
Fix - Dead Stock Print Report

Product	Stock on Hand \$	Stock on Hand Quantity	Days Since Last Sale
CLARINS Hydra Quench Cr 50ml	\$336	7	249
DR LEWINNS PURESSENCE PACK	\$222	9	487
CLA RENEW PLUS BODY SERUM	\$162	3	641
CLA EX FIRM EYE SERUM 20ML	\$154	3	193
CLA BODY SHAPING SUPP 2X25ML	\$154	3	308
CLA MEN REVITALIZING GEL 50ML	\$142	4	299
CLARINS Bust Beauty Lotion 50ml	\$134	3	189
CLA SIREN TINT CRM TEA 40ML	\$129	2	425
CLA EX FIRMING NECK CREAM	\$118	2	420
CLARINS SPATULA LILG MED/MED	\$112	5	488

[View All Products...](#)

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The Dead Products report will show you **Description**, **Stock on Hand \$** (at Cost), **Stock on Hand Quantity**, and the number of **Days Since the Last Sale**.

Step 4:

You can **View All Products** in this Category.

Sort them into alphabetical order (click on the **Product** heading) then **Print** the report.

Step 5:

- Check the stock levels with a **physical stocktake** –and correct any levels in your POS system
- Decide on ranges / categories to be moved to a “Sale” table and **marked for clearance** – start with 30% OFF and move to 50% OFF after several weeks.
- When you remove products for clearance – **Zero the Stock on hand** in your POS system.
- Highlight the price tickets with a highlighter and **sell the Products on a SALE code** or manually discount the price at the till when they sell.

Tip:

Share the Dead Stock Graph with staff so that they can see the results of their efforts.

